

(S. E. S) SWAMI HANSMUNI MAHARAJ DEGREE COLLEGE OF COMMERCE,
ULHANSHAGAR- 421004

Lecture Plan – Academic Year 2017-18

Semester: SEMESTER I

Course: BCOM

Class: FYBCOM Subject: BUSINESS ECONOMICS I

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction- Scope and Importance of Business Economics.	Students aware about basic tools, opportunity cost principle, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.	Contact Sessions: 10 Lecture. Explanation with example and curve.	To enable students to basic tools use in economics, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.
2.	Demand Analysis- Demand function and Demand Estimation and Forecasting.	To make students aware About nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.	Contact Sessions: 15 Lecture, Chalk and Board , Explanation with example and curve. Revision, Direct Communication with Students.	To enable students to about nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.
3.	Supply and production function.	To make student to learn about, production function short run analysis with Law of Variable Proportions, Iso quant, Ridge line, least cost combination of input, Long run	Contact Sessions: 13 Lecture, Reference books case study Chalk and Board , Explanation with example and curve. Interactive modes:	To enable students about production function short run analysis with Law of Variable Proportions, Iso quant, Ridge line, least cost combination of input.

		Returns to scale, expansion path etc	Revision, Direct Communication with Students.	Long run Returns to scale, expansion path etc
4.	Cost of production.	To inculcate knowledge about different cost concepts, cost out put relation in the short and long run, Learning curve, Break even Analysis.	Contact Sessions, 15 Lecture Reference books case study Chalk and Board, Interactive modes Revision, Direct Communication with Students.	To enable students different cost concepts, cost out put relation in the short and long run, Learning curve, Break even Analysis.

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Lecture Plan – Academic Year 2017-18

Semester: I

Course: B.Com

Class: FYB.Com

Subject: Environmental Studies

Name of the Teacher: Shilpa Bhagtani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
	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	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Environment and Ecosystem and its detail information in this chapter
	Natural Resources and Sustainable Development	Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- 1 and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Natural Resources and Sustainable Development in this chapter
	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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Populations and Emerging Issues of Development in this chapter
	Urbanisation and Environment	Concept of Urbanisation– Problems of migration and urban environment changing land use, crowding and stress on urban resources, degradation of air	8 Session Conducted	Students got to know detail information of Urbanisation and

	and water, loss of soil cover impact on biodiversity, Urban heat islands – Emerging Smart Cities and safe cities in India - Sustainable Cities	6 lecture through PPT and 2 lecture discussion and debate	Environment in this chapter
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	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Reading of Thematic Maps and Map Filling and its detail information in this chapter

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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER I

Course: BCOM

Class: FYBCOM Subject: CP-I

Name of teacher: Asst Prof. Taruna Wadhvani

UNIT	Topic	Number of Lectures (Planned)
Unit 1: Concept of Services	Concept of Services Introduction: Meaning, Characteristics, Scope and Classification of Services – Importance of service sector in the Indian Marketing Mix Services: Consumer expectations, Services Mix, - Product, Place, Price, Promotion, Process of Services delivery, Physical evidence and people Service Strategies: Market research and Service development cycle, Managing demand and capacity, opportunities and challenges in service sector	12
Unit 2: Retailing	Retailing Introduction: Concept of organized and unorganized retailing, Trends in retailing, growth of organized retailing in India, Survival strategies for unorganized Retailers Retail Format: Store format, Non – Store format, Store Planning, design and layout Retail Scenario: Retail Scenario in India and Global context – Prospects and Challenges in India. Mall Management – Retail Franchising. FDI in Retailing, Careers in Retailing 3 Recent Trend	12
Unit 3: Recent Trends in Service Sector	Recent Trends in Service Sector ITES Sector: Concept and scope of BPO, KPO, LPO and ERP. 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 Logistics: Net working – Importance – Challenges	10
Unit 4: E-Commerce	E-Commerce Introduction: Meaning, Features, Functions and Scope of E-Commerce- Importance and Limitations of E-Commerce Types of E-Commerce: Basic ideas and Major activities of B2C, B2B, C2C. Present status of E-Commerce in India: Transition to E-Commerce in India, E-Transition Challenges for Indian Corporates; on-line Marketing Research.	11
Total Lectures:		45

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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER I

Course: BAF/BMS/BBI Class: FYBAF

Subject: BUSINESS ECONOMICS I

Name of Teacher: Asst Prof. Diksha Duseja

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction- Scope and Importance of Business Economics.	Students aware about basic tools, opportunity cost principle, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis, basic market demand and supply, equilibrium, shift in demand and supply curve.	Contact Sessions: 10 Lecture. Explanation with example and curve.	To enable students to basic tools use in economics, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis, basic market demand and supply, equilibrium, shift in demand and supply curve.
2.	Demand Analysis.- Demand function and Demand Estimation and Forecasting.	To make students aware About nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.	Contact Sessions: 15 Lecture, Chalk and Board, Explanation with example and curve. Revision, Direct Communication with Students.	To enable students to about nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.
3.	Supply and production function. AND	To make student to learn about, production function short run analysis with Law of Variable Proportions, Iso quant,	Contact Sessions: 13 Lecture,	To enable students about production function short run analysis with Law of Variable Proportions, Iso

	Cost of production	Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc	Reference books case study Chalk and Board , Explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	quantt, Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc
4.	Market structure	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.	Contact Sessions: 15 Lecture Reference books case study Chalk and Board ,explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.
5	Pricing Practices	To make student to learn about, Degree,conditions and equilibrium of Price discrimination . and Dumping.differnt cost pricing. To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which project be accepted.	Contact Sessions: 15 Lecture Reference books case study Chalk and Board ,explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	To make student to learn about, Degree,conditions and equilibrium of Price discrimination . and Dumping.differnt cost pricing. To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which project be accepted.



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Lecture Plan – Academic Year 2017-18

Semester: I

Course: BAF

Class: FYBAF

Subject: Business Environment

Name of the Teacher: Hinal Gangaramani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
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	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Business and its Environment in this chapter
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	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Business and Society in this chapter
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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Contemporary Issues in this chapter

	Social Audit, Social Audit v/s Commercial Audi		
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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of International Environment in this chapter

Praval



Praval

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Lecture Plan – Academic Year 2017-18

Semester: I

Class: FYBMS

Subject: FA

Name of the Teacher: Prof. Anju Chhabria

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Accounting	Introduction to Accounting, Scope, AS, IFRS, Computerized Environment.	Contact sessions: 10 sessions Interactive modes: 3 sessions	In this student will learn about the Principles & Conventions of Accounting, Computerized environment alongwith AS and IFRS.
2.	Accounting Transactions	Accounting Transactions, Expenditure and Receipts.	Contact sessions: 10 sessions Interactive modes: 5 sessions	In this Students are acquainted with what are Capital /Revenue Expenditures and Incomes. Also Accounting transactions
3.	Depreciation Accounting and Trial Balance	Depreciation Accounting and Preparation of Trial Balance.	Contact sessions: 10 sessions Interactive modes: 5 sessions	It will make students know about Trial balance and Depreciation accounting.
4.	Final Accounts	Preparation of Final Accounts	Contact sessions: 13 sessions Interactive modes: 2 sessions	In this students will learn to prepare Final Accounts of Sole trading firm.

Anju Chhabria



Anju

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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER I

Course: BAF/BMS/BBI

Class: FYBMS

Subject: BUSINESS ECONOMICS I

Name of teacher: Asst Prof. Diksha Duseja

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction- Scope and Importance of Business Economics.	Students aware about basic tools, opportunity cost principle, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.	Contact Sessions: 10 Lecture. Explanation with example and curve.	To enable students to basic tools use in economics, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.
2.	Demand Analysis.- Demand function and Demand Estimation and Forecasting.	To make students aware About nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.	Contact Sessions: 15 Lecture, Chalk and Board , Explanation with example and curve. Revision, Direct Communication with Students.	To enable students to about nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.
3.	Supply and production function. AND	To make student to learn about, production function short run analysis with Law of Variable Proportions, Iso quant,	Contact Sessions: 13 Lecture,	To enable students about production function short run analysis with Law of Variable Proportions, Iso

	Cost of production	Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc	Reference books case study Chalk and Board , Explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	quantt, Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc
4.	Market structure	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.	Contact Sessions: 15 Lecture Reference books case study Chalk and Board ,explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.
5	Pricing Practices	To make student to learn about, Degree, conditions and equilibrium of Price discrimination . and Dumping. differnt cost pricing. To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which peoject be accepted.	Contact Sessions: 15 Lecture Reference books case study Chalk and Board ,explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	To make student to learn about, Degree, conditions and equilibrium of Price discrimination . and Dumping. differnt cost pricing. To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which peoject be accepted.

Diksha



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Lecture Plan – Academic Year 2017-18

Semester: I Course: BMS Class: FYBMS

Subject: Foundation of Human Skills Name of the Teacher: Bhavna Chhabria

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Understanding of Human Nature	Individual Behaviour Personality and attitude Thinking, learning and perceptions	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Human Nature and its detail information in this chapter
2	Introduction to Group Behaviour	Group Dynamics Team effectiveness Power and politics Organizational conflicts and resolution:	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Group Behaviour in this chapter
3	Organizational Culture and Motivation at workplace	Organizational Culture Motivation at workplace	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Organizational Culture and Motivation at workplace in this chapter
4	Organisational Change, Creativity and Development and Work Stress	Organisational change and creativity Organisational Development and work stress	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Creativity and Development and Work Stress in this chapter

Bhavna



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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER I

Course: BAF/BMS/BBI Class: FYBBI

Subject: BUSINESS ECONOMICS I

Name of Teacher: Asst Prof. Diksha Duseja

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction- Scope and Importance of Business Economics.	Students aware about basic tools, opportunity cost principle, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.	Contact Sessions: 10 Lecture. Explanation with example and curve.	To enable students to basic tools use in economics, incremental and marginal concepts, functional relation, TC, AC, MC relation, use of marginal analysis basic market demand and supply, equilibrium, shift in demand and supply curve.
2.	Demand Analysis.- Demand function and Demand Estimation and Forecasting.	To make students aware About nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of	Contact Sessions: 15 Lecture, Chalk and Board , Explanation with example and curve. Revision,	To enable students to about nature of demand curve in different market, elasticity of demand, types of elasticity of demand, relationship between elasticity of demand and revenue concepts.

		demand and revenue concepts.	Direct Communication with Students.	
	Supply and production function. AND Cost of production	To make student to learn about, production function short run analysis with Law of Variable Proportions, Iso quantt, Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc	Contact Sessions: 13 Lecture, Reference books case study Chalk and Board , Explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	To enable students about production function short run analysis with Law of Variable Proportions, Iso quannt, Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.etc
4.	Market structure	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.	Contact Sessions: 15 Lecture Reference books case study Chalk and Board ,explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium. perfect competition. Monopoly equilibrium. To make students aware about Monopolistic and Oligopoly. Price leadership, cartel model etc.

Pricing Practices	<p>To make student to learn about, Degree, conditions and equilibrium of Price discrimination . and Dumping, differnt cost pricing.</p> <p>To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which peoject be accepted.</p>	<p>Contact Sessions:</p> <p>15 Lecture</p> <p>Reference books case study Chalk and Board ,explanation with example and curve.</p> <p>Interactive modes:</p> <p>Revision,</p> <p>Direct Communication with Students.</p>	<p>To make student to learn about, Degree, conditions and equilibrium of Price discrimination . and Dumping, differnt cost pricing.</p> <p>To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which peoject be accepted.</p>
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Lecture Plan – Academic Year 2017-18

Semester: I

Course: BBI

Class: FYBBI

Subject: EMFS

Name of the Teacher: Taruna Wadhvani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
	Introduction to Financial System	Financial System Institutional set-up♣ Marketing Structure♣ Instruments♣ Overview of different kinds of financial services. (e.g Leasing, Hire purchase,♣ factoring, forfaiting, Bill financing/Bill discounting, housing finance, letter of credit, insurance, venture capital, merchant banking, stock broking and credit rating.) • Meaning, Definition and scope of Banking and Insurance.	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Introduction to Financial System in this chapter
2	Phases of Development of Banking and Insurance	• Significance and Role of Banking and Insurance in mobilizing savings, investment, accumulation and economic growth. • Functions and working of banking and insurance companies	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Phases of Development of Banking and Insurance in this chapter
3	Management, Regulation and Development	• Risk management within the organizations of Banks and Insurance companies • Asset - Liability Management in Banking and Insurance • Organisational structure and management	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Management, Regulation and Development in this chapter

Regulatory and Developmental Framework of Banking & Insurance	Banking companies and RBI Acts and legal framework governing the insurance. • Developmental Activities of RBI and IRDA • Mechanism of supervision and regulation. • Prudential Norms.	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Regulatory and Developmental Framework of Banking & Insurance in this chapter
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ULHASNAGAR- 421004

Lecture Plan – Academic Year 2017-18

Semester: SEMESTER II

Course: BCOM

Class: FYBCOM

Subject: BUSINESS ECONOMICS I

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	MARKET STRUCTRE – Perfect competition and Monopoly.	Students aware about market, equilibrium of a firm and industry in perfect competition. Monopoly equilibrium.	Contact Sessions: 20 Lecture. Explanation with example and curve.	To enable students to where firm and monopolist get maximum profit.
2.	Pricing and output decisions under imperfect competition.	To make students aware about Monopolistic and Oligopoly.	Contact Sessions: 15 Lecture, Chalk and Board , Explanation with example and curve. Revision, Direct Communication with Students.	To enable students to about monopolistic and oligopoly equilibrium.
3.	Pricing Pratices I and II	To make student to learn about, Degree, conditions and equilibrium of Price discrimination . and Dumping. differnt cost pricing.	Contact Sessions: 13 Lecture, Reference books case study Chalk and Board , Explanation with example and curve. Interactive modes: Revision, Direct Communication with Students.	To enable students about Price discrimination , Dumping, and different cost pricing.

4.	Capital budgeting(Evaluati on capital Project)	To inculcate knowledge about capital budgeting ,there importance, steps,how they select or which project be accepted.	Contact Sessions. 15 Lecture Reference books case study Chalk and Board , Interactive modes: Revision, Direct Communication with Students.	To enable students how they select or which project be accepted.
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Lecture Plan – Academic Year 2017-18

Semester: II

Course: B.M.S

Class: FY

Subject: Principals of Marketing (POM)

Name of the Teacher: Gitika Bodhwani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Marketing	To make students understand the concepts of Marketing and Orientation of Firms to marketing.	<ul style="list-style-type: none"> • Theory explanation and discussion – 09 sessions • PowerPoint presentation – 2 sessions • Revision and Quiz – 2 sessions (January-2018) 	Student will be able to know meaning and the scope of marketing, and Orientation of firms in respect of selling and marketing concept.
2.	Marketing Environment, Research and Consumer Behaviour	To explain and discuss on the micro & macro environment of business, marketing research and consumer behaviour.	<ul style="list-style-type: none"> • Theory explanation and discussion – 12 sessions • Revision and Test – 2 session • Group Discussion – 1 session (February-2018 – March 2018) 	Student will be able to understand the marketing channels, types of marketing research, the macro environment factors, and the factors affecting consumer behaviour.
3.	Marketing Mix	To provide knowledge of elements of Marketing mix, concept of Branding, Pricing, Physical distribution, and Promotion.	<ul style="list-style-type: none"> • Theory explanation and discussion – 13 sessions • Case study – 1 session • Assignment - 1 session (March 2018- April 2018) 	Student will be able to understand the product-mix life cycle, role of pricing, types of marketing channels and significance of promotion.

4. Segmentation, Targeting and Positioning and Trends In Marketing	To acquaint learners about the Market Segmentation, positioning, New trends in marketing and Social marketing.	<ul style="list-style-type: none"> • Theory explanation and discussion – 10 sessions • PowerPoint presentation – 2 sessions • Case study – 1 session • Quiz – 1 session (April 2018) 	Students will be able to understand the importance of segmentation, targeting and positioning, E-marketing and Social/Relationship marketing.
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Atika



Atika

Lecture Plan – Academic Year 2017-18

Semester: II

Course: B.Com

Class: FY

Subject: Accountancy and Financial Management-II

Name of the Teacher: Komal Bodhwani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Accounting from incomplete records	To prepare students and make them learn about to prepare accounts from incomplete details.	<ul style="list-style-type: none">• Theory explanation and discussion – 3 sessions• Practical Questions – 10 sessions• Test – 1 sessions (January-2018)	Students will be able to prepare the final accounts of the Proprietary Trading concern.
2.	Consignment accounts	To make students aware about consignment transactions and the accounting treatment.	<ul style="list-style-type: none">• Theory explanation and discussion – 3 sessions• Practical Questions – 8 sessions• Test – 2 sessions (February-2018 - March 2018)	Students will be able to understand the dealer business.
3.	Branch accounts	To acquaint learners about the Branch accounts.	<ul style="list-style-type: none">• Theory explanation and discussion – 3 sessions• Practical Questions – 10 sessions• Test – 2 sessions (March 2018- April 2018)	Students to understand how branches interact with head office in terms of accounting.
4.	Fire insurance claim	To make the students understand Inventory valuation and how to calculate fire insurance claim for loss of stock.	<ul style="list-style-type: none">• Theory explanation and discussion – 4 sessions• Practical Questions – 10 sessions• PowerPoint presentation – 2 sessions (April 2018)	Students to provide knowledge to make fire insurance account while submitting the claim.



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Lecture Plan – Academic Year 2017-18

Semester: II

Course: BBI

Class: FYBBI

Subject: OB

Name of the Teacher: Diksha Duseja

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction of organizational Behavior	Meaning, Nature and scope of OB, Models of OB, Theories of Motivation : • Maslow, Herzberg, Mc.Gregor Theory X and Theory Y, William Ouchi's Theory Z, Victor Vroom . ERG theory • Application of the Theories • Motivational techniques in Banking and Insurance Industry	12 Session Conducted 10 lecture through PPT and 2 lecture discussion and debate	Students got to know the Introduction of organizational Behavior and its detail information in this chapter
2	Group Dynamics	Individual Behavior(IQ, EQ, SQ) • Group Formation, Team Building, Team Development. • Goal Setting • Soft Skills, Interpersonal Skills, Multicultural Skills, Cross Cultural Skills. • Johari Window	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Group Dynamics in this chapter
3	Organizational Culture and Change Management	Work Culture, Ways for Making Work Culture Effective and Lively, Work Conflicts. • Organizational Change, effects of Resistance to Change, ways to overcome resistance to	10 Session Conducted 8 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Organizational Culture and Change Management in this chapter

	change. • Time and Stress Management.		
Organizational Development	Meaning and Nature of OD. • Techniques of OD. • Importance of OD.	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Organizational Development in this chapter

Diksha



Kiran

Lecture Plan – Academic Year 2017-18

Name: Sunita Sidhani
Subject: Business Law

Semester: III
Class: SYBCOM

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	The Indian Contract Act, 1872 – (Part – I)	Partnership and Company Test for determination of existence for partnership (a) Kinds of partnership (b) Registration and effects of non-registration of Partnership (c) Rights and Duties of Partners (d) Authority and Liability of partners (e) Admission, Retirement and Expulsion of Partner (f) Dissolution of Partnership	12 Lectures Case study Explanation of Case Laws Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will understand how the contract between the two or more persons works and what rules and regulations
2.	The Indian Contract Act, 1872 – (Part – II)	(a) Nature of Limited Liability Partnership (b) Incorporation of Limited Liability Partnership (c) Extent and Limitation of Liability of Limited Liability Partnership and Partners (d) Contributions (e) Conversion Into Limited Liability Partnership (f) Winding Up and Dissolution	12 Lectures Case study Explanation of Case Laws Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will understand how the contract between the two or more persons works and what rules and regulations
3.	Special Contracts	a) Definitions Section 2 (k) – Manufacturing Process, Section 2 (l) -Workers Section 2 (m)-Factory	12 Lectures Case study Explanation of Case Laws Group discussion Revision of topic, before explaining next topic.	Student will understand how the contract between the two or more persons works and what rules and regulations

		<p>(b) Provisions pertaining to</p> <p>(i) Health - Section 11 to Section 20</p> <p>(ii) Safety-Section 21 to Section 41</p> <p>(iii) Welfare-Section 42 to Section 49</p>	<p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	
4	The Sale Of Goods Act, 1930	<p>(a)Contract of Sale (5.2) - 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),</p> <p>(b)Conditions & Warranties (Ss. 11-25 & 62, 63) - Concept, Distinguish between Conditions and Warranties, Implied Conditions & Warranties, Concept of Doctrine of Caveat Emptor-Exceptions.</p> <p>©Property-Concept, Rules of transfer of property (Ss. 18-26)</p> <p>(d)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)</p>	<p>12 Lectures</p> <p>Case study</p> <p>Explanation of Case Laws</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand how the sale of goods act works and what rules and regulations</p>
5	The Negotiable Instruments (Amended) Act 2015.	<p>Negotiable Instruments Concept (S13), Characteristics, Classification of Negotiable Instruments (Ss. 11, 12, 17-20, 42, 43, 104,134,135) Maturity of Instruments.</p> <p>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)</p> <p>Miscellaneous Provisions (S. 8-10, 22, 99-102, 118-122, 134-137) - Parties to Negotiable instruments</p>	<p>12 Lectures</p> <p>Case study</p> <p>Explanation of Case Laws</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand how the bills of exchange, works and what rules and regulations</p>

Holder, Holder in due course, Rights
& Privileges of Holder in due course,
Payment in due course, Noting &
Protest (99-104A)

Sample



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Lecture Plan – Academic Year 2017-18

Semester: III

Course: SY

Class: SYBCOM

Subject: MANAGEMENT ACCOUNTING

Name of the Teacher: Anju Chhabria

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Management Accounting	A. Introduction to Management Accounting – Meaning, Nature, Scope, Functions, Decision Making Process, Financial Accounting V/s Management Accounting B. Analysis and Interpretation of Financial Statements i) Study of Balance sheet and Income statement / Revenue statements in vertical form suitable for analysis ii) Relationship between items in Balance Sheet and Revenue statement iii) Tools of analysis of Financial Statements (i) Trend analysis (ii) Comparative Statement (iii) Common Size Statement	<p>Contact Sessions: 14 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Interaction will be done through Debate on functions of management</p> <p>(June- July 2017)</p>	<p>The outcome of this module will help the students to learn about management functions and vertical statements, trends and comparison between financial years</p>
2.	Ratio Analysis and Interpretation	Meaning, benefits, limitations of management, classification and sums on balance sheet, revenue statement and combined ratio	<p>Contact sessions: 12 sessions</p> <p>Interactive modes: 2 sessions</p> <p>Group discussion on practical ratios observed by the investors for investments in securities</p> <p>(July- August 2017)</p>	<p>In this Students will be acquainted with different ratios and their practical applications</p>

3.	Working Capital Management	<p>A. Concept, Nature of Working Capital , Planning of Working Capital</p> <p>B. Estimation / Projection of Working Capital Requirement in case of Trading and Manufacturing Organization</p> <p>C. Operating Cycle.</p>	<p>Contact Sessions: 12 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Assignments will be given to students on Working capital management</p> <p>(August- September 2017)</p>	<p>The outcome of this is to make students know about the processing of inventories and circulation of capital</p>
4.	Capital Budgeting	<p>A. Introduction:</p> <p>B. The classification of capital budgeting projects</p> <p>C. Capital budgeting process</p> <p>D. Capital budgeting techniques -</p>	<p>Contact Sessions: 15 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Case studies on capital budgeting of different companies</p> <p>(September- October 20 17)</p>	<p>This will help the students to learn about the investment strategies and probability patterns.</p>

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Lecture Plan – Academic Year 2017-18

Course: BCOM

Class: SYBCOM

SUB- Business economics III

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction to Macro economics and theory	<p>Learning Objective:</p> <p>Students knowledge about , macro economics, circular flow of NI in close and open economy, types of NI, Relationship between NI and Economic welfare. Trade cycles,</p> <p>Says law of market.- features, implication and criticism.</p> <p>Keynesian principel of effective demand, consumption, Investment function, Multiplier..</p>	<p>15 Lectures</p> <p>Chalk and Board ,</p> <p>Reference books Interactive modes: explanation with example.</p> <p>Revision,</p> <p>Direct Communication with Students</p>	<p>To enable students to knowledge of macro economics. Trade cycle. Relationship between NI and economic welfare. Effective demand, consumption, investment function, multiplier, etc.</p>
2	Basic concept of Keynesian economics	<p>To enable students about</p> <p>Keynesian principel of effective demand, consumption, Investment function, Multiplier,LPT of interest.</p>	<p>15 Lectures</p> <p>Chalk and Board ,</p> <p>Reference books</p> <p>Interactive modes: explanation with example.</p> <p>Revision,</p> <p>Direct Communication with Students.</p>	<p>To enable students about Keynesian principel of effective demand, consumption. Investment function, Multiplier,LPT of interest.</p>
3	Post Keynesian Development in Macro economics.	<p>To enable students about</p> <p>IS-LM model, Inflation and unemployment – Philps curve, types, causes, effects of</p>	<p>15 Lectures</p> <p>Chalk and Board ,</p> <p>Reference books . Explanation with example.</p>	<p>To enabler students about IS-LM model, Inflation and unemployment – Philps curve, types, causes, effects of inflation,</p>

		inflation, Stagflation. Meaning, causes and consequences, supply side economics.	Interactive modes: Revision, Direct Communication with Students.	Stagflation. Meaning, causes and consequences, supply side economics.
4	Money, price and inflation	To enable students about Determination of money supply, velocity of circulation of money, classical and Keynesian approach of demand for money, QTM, Fishers equation of exchange, Cambridge cash balance approach, inflation, causes and effects, Natures of inflation in developing country, monetary policy and inflation targeting etc.	20 Lecture Chalk and Board, Reference books explanations. Interactive modes: Revision, Direct Communication with Students.	To enable students about Determination of money supply, velocity of circulation of money, classical and Keynesian approach of demand for money, QTM, Fishers equation of exchange, Cambridge cash balance approach, inflation, causes and effects, Natures of inflation in developing country, monetary policy and inflation targeting etc.

Jandani



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Lecture Plan – Academic Year 2017-18

Semester: IV Course: B.Com Class: SYB.Com

Subject: CP-IV

Name of the Teacher: Ninad Kasale

UNIT	Topic	Number of Lectures (Planned)
Unit 1: Production & Inventory Management	Production & Inventory Management • 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	11
Unit 2: Quality Management	Quality Management • 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.	10
Unit 3: Indian Financial System	Indian Financial System • 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	12
Unit 4: Recent Trends In Finance	Recent Trends In Finance • 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.	12
Total Lectures:		45

N. Kasale



Ninad Kasale

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Lecture Plan – Academic Year 2017-18

Semester: III

Course: SY

Class: SYBBI

Subject: MANAGEMENT ACCOUNTING

Name of the Teacher: Anju Chhabria

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Management Accounting	A. Introduction to Management Accounting – Meaning, Nature, Scope, Functions, Decision Making Process, Financial Accounting V/s Management Accounting B. Analysis and Interpretation of Financial Statements i) Study of Balance sheet and Income statement / Revenue statements in vertical form suitable for analysis ii) Relationship between items in Balance Sheet and Revenue statement iii) Tools of analysis of Financial Statements (i) Trend analysis (ii) Comparative Statement (iii) Common Size Statement	<p>Contact Sessions: 14 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Interaction will be done through Debate on functions of management</p> <p>(June- July 2017)</p>	<p>The outcome of this module will help the students to learn about management functions and vertical statements, trends and comparison between financial years</p>
2.	Ratio Analysis and Interpretation	Meaning, benefits, limitations of management, classification and sums on balance sheet,	<p>Contact sessions: 12 sessions</p> <p>Interactive modes: 2 sessions</p>	<p>In this Students will be acquainted with</p>

	revenue statement and combined ratio	<p>Group discussion on practical ratios observed by the investors for investments in securities</p> <p>(July- August 2017)</p>	different ratios and their practical applications
Working Capital Management	<p>A. Concept, Nature of Working Capital , Planning of Working Capital</p> <p>B. Estimation / Projection of Working Capital Requirement in case of Trading and Manufacturing Organization</p> <p>C. Operating Cycle.</p>	<p>Contact Sessions: 12 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Assignments will be given to students on Working capital management</p> <p>(August- September 2017)</p>	The outcome of this is to make students know about the processing of inventories and circulation of capital.
Capital Budgeting	<p>A. Introduction:</p> <p>B. The classification of capital budgeting projects</p> <p>C. Capital budgeting process</p> <p>D. Capital budgeting techniques -</p>	<p>Contact Sessions: 15 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Case studies on capital budgeting of different companies</p> <p>(September- October 2017)</p>	This will help the students to learn about the investment strategies and probability patterns.

Ayuehabha .



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Lecture Plan – Academic Year 2017-18

**Semester: III
Class: SYBBI**

**Name: Priyanka Bhambere
Subject: Financial Management**

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction of Finance and Financial Management	<p>An Introduction to Finance</p> <p><u>Sources of Finance</u></p> <p>Long Term Sources,</p> <p>Short Term Sources,</p> <p>Venture Capital and Hybrid Financing</p> <p>B.Meaning and Importance of Financial management</p> <p>C.Objectives of the Firm</p>	<p>15 Lectures</p> <p>Use of Share Market Concepts</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand sources of funds & capital to be raised in the market & in the corporate structure.</p>
2.	Financial Goal Setting and Time Value of Money	<p>Financial Forecasting, Meaning, Techniques, Benefits.</p> <p>Approaches to Financial Planning.</p> <p>Free Cash Flow (FCF).</p> <p>Economic Value Added (EVA) - Measurement and Components. & Time Value of Money</p>	<p>15 Lectures</p> <p>Use of Share Market Concepts</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand that how cash flows works and also implications of time value of money.</p>

<p>Investment Decisions: Capital Budgeting:</p>	<p>1. Basic Principle of Measuring Project Cash Flows. Increment Principle, Long Term Funds Principle, Exclusion of Financial Cost Principle, Post Tax Principle.</p> <p>2. Probability Technique for Measurement of Cash Flow.</p> <p>3. Capital Budgeting Techniques: Net Present Value; Profitability Index and Discounted Payback Method.</p>	<p>15 Lectures</p> <p>Use of Share Market Concepts</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand how to take decisions in the corporate world where the decisions changes were other factors of the market are put to use while taking the decisions</p>
<p>Financial Decisions</p>	<p>A. Cost of Capital: Introduction and Definition of Cost of Capital.</p> <p>Measurement of Cost of Capital. Measurement of WACC using book value and market value method.</p> <p>Measuring Marginal Cost of Capital.</p> <p>B. Capital Structure Decisions: Meaning and Choice of Capital Structure.</p> <p>Importance of Optimal Capital Structure.</p> <p>EBIT-EPS Analysis.</p> <p>Capital Structure Theories. Dividend Policies (Walter and Gordon).</p>	<p>15 Lectures</p> <p>Use of Share Market Concepts</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand Cost of Capital & Capital Structure Decisions through which weighted average cost of capital is calculated.</p>

Priyanka B.



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Lecture Plan – Academic Year 2017-18

Semester: III
Class: SYBBI

Name: Komal Bodhwani
Subject: Direct Taxation

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Basic concepts and Exclusions from total income	<p>Basis of Charge and Exclusions from Total Income: Section 2: Assessee, Assessment Year, Assessment, Annual value, Business, Capital asset, Income,</p> <p>Definitions u/s-2:</p> <p>Person, Previous Year, Transfer</p> <p>Basis of Charge:</p> <p>Section 3 to 9: Previous Year, Residential Status, Scope Of Total Income, Deemed Income</p> <p>Exclusions from Total Income:</p> <p>Section 10: restricted to, Agricultural Income, Sums Received From HUF By Member, Share of Profit from Firm, Casual & Non-Recurring Receipts, Scholarships, Income of Minor Child,</p> <p>Allowance to Members of Parliament and Legislative Assembly.</p>	<p>10 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will enable to understand Terminology of Taxation system, Which income are Taxable or Non Taxable under Different Residential status.</p>



Income from salaries	Various deduction from salaries ie allowances & perquisites & retirement Benefits, Provident fund etc	05 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will understand properly Annexure of salaries in appointment letter and salary structure in practical world.
Income from House property	Various deduction u/s 24 Interest on Housing loan Standard deduction with respect to repairs and maintenance of House property	05 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will enable calculation Terms and condition while renting the property to Tenant, Arrears of Rent, Unrealised rent, Taxes with respect to self-occupied property
Income from Business or profession	Which expenses are allowed or disallowed in profit and loss a/c Taxation norms in Business	05 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will understand the How business income is calculated for Taxation purpose.
5 Income from Capital gain	Short term capital gain and Long term capital gain Gain on Financial assets	05 Lectures Case study Group discussion Revision of topic, before explaining next topic.	Student will understand Investment in Properties or Gold Bond etc for Taxation purpose

	Deduction with respect to capital gain u/s 54 or 54EC	Doubt solving session Questioning of Topic wise concepts	
Income from other sources	Various source of Income apart from this Four Head listed above like Income from Saving Account, Lottery or Gambling etc	05 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Student will be able what kind of taxes is applicable to other sources? What is the different kind of income generated from other sources?
Deduction under chapter VI A	Deduction can be claimed like Sec 80C Sec 80CCC Sec 80D Sec 80DD Sec 80E Sec 80TTA Sec 80U	12 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Students can understand How to reduce the income in order to prevent an individual in Payable Tax slab How to take advantage of investment and Tax Benefit from same while filing income tax return.
Gross Total Income	Computation of Gross total Income and Net Taxable Income	15 Lectures Case study Group discussion Revision of topic, before explaining next topic. Doubt solving session Questioning of Topic wise concepts	Students can understand proper Income Tax return file of Individual.



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Lecture Plan – Academic Year 2017-18

Semester: III

Course: BBI

Class: SYBBI

Subject: Financial Market

Name of the Teacher: Bhavna Chhabria

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Indian Financial System	Introduction, Meaning, 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, Overview of Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial Sector Legislative Reforms Commission 2013), Monitoring framework for financial conglomerates. B) Structure of Indian Financial System – Banking & Non-Banking Financial Institutions, Organized and Unorganized Financial Markets, Financial Assets/Instruments, Fund based & Fee Based Financial Services.	9 Session Conducted 6 lecture through PPT and 3 lecture discussion and debate	Students got to know the Indian Financial System its detail information in this chapter
2	Financial Markets in India	Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components of Organized and Unorganized markets and Reforms B) Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market. C) Indian Stock Market - Meaning and functions of Stock Exchange- NSE and BSE. D) Equity Market – Primary Market, IPO, Book Building, Role of Merchant Bankers,	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Financial Markets in India in this chapter

	ASBA , Green Shoe Option, Issue of Bonus shares, Right Shares, Sweat Equity shares, ESOP. E) Indian Debt Market –Market Instruments, Listing, Primary and Secondary Segments		
Commodity Market	Introduction to commodities market - Meaning History & origin, Types of commodities traded, • Structure of commodities market in India, • Participants in commodities market, Trading in commodities in India(cash & derivative segment), • Commodity exchanges in India & abroad • Reasons for investing in commodities	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Commodity Market in this chapter
Derivatives Market	Introduction to Derivatives market- Meaning, History & origin, • Elements of a derivative contract, • Factors driving growth of derivatives market, • Types of derivatives, Types of underlying assets, Participants in derivatives market, Advantages & disadvantages of trading in derivatives market, • Current volumes of derivative trade in India, • Difference between Forwards & Futures	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Commodity Market in this chapter

Chhabra



Chhabra

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Lecture Plan – Academic Year 2017-18

Semester: IV

Course: BBI

Class: SYBBI

Subject: Corporate and Securities Law Name of the Teacher: Sunita Sidhani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
	Company Law – An Overview	Development of Company Law in India Doctrines Governing Corporate Application of Company Law to Banking and Insurance Sector	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know the Company Law and its detail information in this chapter
	Regulatory Framework governing Stock Exchanges as per Securities Contracts Regulation Act 1956	Definition of Securities, Spot Delivery Contract, Ready Delivery Contract, Stock Exchange.	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Stock Exchanges in this chapter
	Security Exchange Board Of India	SEBI: Objectives-terms-establishment-powers-functions-accounts and audit-penalties –registration. B) Issues of Disclosure Investors Protection Guidelines	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of SEBI in this chapter
	The Depositories Act, 1996	Depository – Meaning , Benefits , Models, Functions Participants The Depository Act 1996 – Objectives, Eligibility condition for depository services, Bye laws	8 Session Conducted 6 lecture through PPT and 2 lecture	Students got to know detail information of Depositories Act in this chapter

of depository , Governance of Depository and Internal audit of depository Participants BSDA and single registration for depository participant	discussion and debate	
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Smriti



Kiran

Lecture Plan – Academic Year 2017-18

Semester: SEMESTER IV

Course: BCOM

Class: SYBCOM

Subject: BUSINESS ECONOMICS IV

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1)	The Role of government in An Economy	Learning Objective: Awareness about , Public finance, importance role of government in economy, Principle of MSA, efficiency, market and government.	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students	To enable students to knowledge of public finance, important role of government in economy.
2)	Public Revenue	To enable students about sources of public revenue, shifting of tax burden and economic effects of taxation.	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students.	To enable students about taxation and there effects on economy.
3)	Public expenditure and public Debt.	To enable students about importance, causes ,types and effects of public expenditure and Debt	15 Lectures Chalk and Board , Reference books . Explanation with example. Interactive modes: Revision, Direct Communication with Students.	To enabler students about public expenditure and debt and there effects on economy.

4)	Fiscal Management and Financial Administration.	To make understand the fiscal policy, types of budget, intergovernmental fiscal relations.	10 Lecture Chalk and Board , Reference books explanations. Interactive modes: Revision, Direct Communication with Students.	To enable students to fiscal policy, budget, fiscal relations.
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Lecture Plan – Academic Year 2017-18

Semester: IV

Course: BCOM

Class: SYBCOM

Subject: Foundation Course

Name of the Teacher: Hinal Gangaramani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Significant, Contemporary Rights of Citizens	Rights of Consumers Right to Information Protection of Citizens'/Public Interest Citizens' Charters, Public Service Guarantee Acts.	12 Session Conducted 10 lecture through PPT and 2 lecture discussion and debate	Students got to know the Indian Significant, Contemporary Rights of Citizens and its detail information in this chapter
2	Approaches to understanding Ecology	Understanding approaches to ecology Environmental Principles-1 Environmental Principles-2	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Approaches to understanding Ecology in this chapter
3	Science and Technology –II	Some Significant Modern Technologies, Features and Applications-- Laser Technology ,Satellite Technology, Information and Communication Technology, Biotechnology and Genetic engineering- Nanotechnology. Issues of Control, Access and Misuse of Technology	10 Session Conducted 8 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Science and Technology –II in this chapter
4	Introduction to Competitive Exams	Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres Soft skills required for competitive examinations	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Introduction to Competitive Exams in this chapter

Hinal



Lecture Plan – Academic Year 2017-18

Semester: IV Course: B.Com Class: SYB.Com

Subject: Advertising

Name of the Teacher: Shilpa Bhagtani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Media in Advertising	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	12 Session Conducted 10 lecture through PPT and 2 lecture discussion and debate	Students got to know the Media in Advertising and its detail information in this chapter
2	Planning Advertising Campaigns	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	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Planning Advertising Campaigns in this chapter
3	Execution and Evaluation of Advertising	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	10 Session Conducted 8 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Execution and Evaluation of Advertising in this chapter

		Involvement and Low Involvement Products		
4	Fundamentals of Creativity in Advertising	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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Fundamentals of Creativity in Advertising in this chapter

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Lecture Plan – Academic Year 2017-18

Semester: IV

Course: BBI

Class: SYBBI

Subject: EM

Name of the Teacher: Shilpa Bhagtani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
	The Entrepreneur	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 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. C) Entrepreneurial Values and Attitudes, Dominant characteristics of successful entrepreneurs, Internal and external factors for entrepreneurial motivation 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	12 Session Conducted 10 lecture through PPT and 2 lecture discussion and debate	Students got to know the The Entrepreneur and its detail information in this chapter
	Business Planning	A) Forms of Entrepreneurial structures: • Sole Proprietorship-meaning, merits and limitations. • Partnership-Meaning, Forms,	10 Session Conducted	Students got to know detail information of

	<p>merits and limitations. • Corporations- Meaning, merits and limitations. • Limited Liability partnerships and corporations. • Franchising-Meaning, types, merits and limitations. B) Critical Factors for starting a new enterprise: Personal, Environmental, Sociological factors. Problems of a New Venture- Financial, administrative, marketing, production and other problems. 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>	<p>6 lecture through PPT and 4 lecture discussion and debate</p>	<p>Business Planning in this chapter</p>
<p>Key Areas of New Ventures</p>	<p>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 B) Operations: Size and location of Enterprise, Layout, Inventory Control, Quality Control.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 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>	<p>10 Session Conducted 8 lecture through PPT and 2 lecture discussion and debate</p>	<p>Students got to know detail information of Key Areas of New Ventures in this chapter</p>

Evolving Concepts in Entrepreneurship	<p>A) Social Entrepreneurship: Meaning, Social responsibility of an entrepreneur B) Barriers to entrepreneurship: Environmental, economic, non-economic, personal and entrepreneurial barriers. C) Intrapreneurship: Meaning, Characteristics, Intrapreneurs Activities, types of Corporate Entrepreneurs, Corporate V/s Intrapreneurial culture, Climate, Fostering intrapreneurial culture, Promoting teams and Formal Venture teams, establishing intrapreneurial ventures. 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. 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>	<p>8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate</p>	<p>Students got to know detail information of Evolving Concepts in Entrepreneurship in this chapter</p>
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Lecture Plan – Academic Year 2017-18

Semester: IV

Course: B.Com

Class: SYB.Com

Subject: Business Law

Name of the Teacher: Sunita Sidhani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Indian Companies Act – 2013	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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know the Indian Companies Act – 2013 and its detail information in this chapter
2	Indian Companies Act – 2013	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.	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Indian Companies Act – 2013 in this chapter
3	Indian Partnership Act – 1932	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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Indian Companies Act – 2013 in this chapter

		(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	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,	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Consumer Protection Act, 1986 & Competition Act 2002 in this chapter
5	INTELLECTUAL PROPERTY RIGHTS	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	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know the intellectual property rights and its detail information in this chapter

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**(S. E. S) SWAMI HANSMUNI MAHARAJ DEGREE COLLEGE OF
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Lecture Plan – Academic Year 2017-18

Semester: IV

Course: BBI

Class: SYBBI

Subject: Foundation Course

Name of the Teacher: Gitika Bodhwani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Significant, Contemporary Rights of Citizens	Rights of Consumers Right to Information Protection of Citizens'/Public Interest Citizens' Charters, Public Service Guarantee Acts.	12 Session Conducted 10 lecture through PPT and 2 lecture discussion and debate	Students got to know the Indian Significant, Contemporary Rights of Citizens and its detail information in this chapter
2	Approaches to understanding Ecology	Understanding approaches to ecology Environmental Principles-1 Environmental Principles-2	10 Session Conducted 6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of Approaches to understanding Ecology in this chapter
3	Science and Technology –II	Some Significant Modern Technologies, Features and Applications-- Laser Technology, Satellite Technology, Information and Communication Technology, Biotechnology and Genetic engineering- Nanotechnology. Issues of Control, Access and Misuse of Technology	10 Session Conducted 8 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Science and Technology –II in this chapter

Introduction to Competitive Exams	Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres Soft skills required for competitive examinations	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Introduction to Competitive Exams in this chapter
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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER IV

Course: BMS/BBI

Class: SYBBI

SUB- Macro Economics.

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction to Macro economics and thjeory	Learning Objective: Students knowledge about , macro economics, circular flow of NI in close and open economy, types of NI, Realationship between NI and Economic welfare. Trade cycles, Keynesian principel of effective demand, consumption, Investment function, Multiplier..	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students	To enable students to knowledge of macro economics. Trade cycle, Relationship between NI and economic welfare. Effective demand, consumption, investment function, multiplier, etc.
2	Money, inflation, and Monetary policy	To enable students about Money supply, velocity of circulation of money, demand for money, LPT theory of interest, types, causes and effects of inflation etc. meaning, objective and instrument of monetary policy.	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students.	To enable students about money supply and demand for money, causes and effects of inflation, measures to control inflation, objective and instrument of monetary policy.

3	Constituents of fiscal policy.	To enable students about importance, of fiscal policy, principal of Sound and functional finance, instrument of fiscal policy, union budget , Fiscal responsibility and budget management Act(FRBM).	15 Lectures Chalk and Board , Reference books . Explanation with example. Interactive modes: Revision, Direct Communication with Students.	To enable students about fiscal policy, Role of government in economy, Union Budget, FRBM Act.
4	Open economy,	To make understand the Ricardo's and H-O International trade theory. TOT, gain from trade, free vs protection policy types of foreign investment, merits and demerits of foreign investment, role of Multinational corporations, BOP, causes of disequilibrium in BOP, measures to correct disequilibrium in BOP, Foreign exchange and foreign exchange market, Spot and forward rate of exchange, fixed and flexible exchange rate, managed flexibility.	20 Lecture Chalk and Board , Reference books explanations. Interactive modes: Revision, Direct Communication with Students.	To enable students to international trade theory, foreign investment there merit and demerits, foreign exchange and foreign exchange market, types of foreign exchange rate.

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Lecture Plan – Academic Year 2017-18

Semester: V

Course: BBI

Class: TYBBI

Subject: Financial Reporting Analysis

Name of the Teacher: Samma Narang

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Final Accounts of Banking Company	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	15 Lecture conducted Shared 10 Question and solved on Excel Sheet 10 similar Question were given for Assignment	The students will be able to prepare financial statements of a corporate entity.
2	Final Accounts of Insurance Company	(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	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to account for Final Accounts of Insurance Company of a corporate entity
3	Preparation of Final Accounts of Companies	Relevant Provisions of Companies Act related to Preparation of Final Account Preparation of Financial Statements as per Companies Act. AS 1 in Relation to Final Accounts of Companies	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to account for Preparation of Final Accounts of Companies by a corporate entity.

Cash Flow Analysis & Ethical Behaviour and Implications for Accountants	Cash Flow Analysis as per AS 3 Ethical Behaviour and Implications for Accountants Introduction, Meaning of Ethical Behaviour Financial Reports	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to prepare Cash Flow Analysis & Ethical Behaviour and Implications for Accountants for an investor.
Introduction to IFRS	IFRS 1- First Time Adoption of International Financial Reporting Standards Objective, Scope, Definitions, First IFRS Financial Statements, Recognition and Measurement.	5 Lecture conducted Explanation through book notes	The students will be able to prepare Introduction to IFRS for an investor

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Lecture Plan – Academic Year 2017-18

Semester: V

Class: TYBCOM

Subject: M.R.

Name of the Teacher: Asst Prof. Taruna Wadhvani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Marketing Research	Marketing Research- Definition, features, functions, significance of Marketing Research in marketing decision making, limitations of Marketing Research b. Steps in Marketing Research, Ethics in Marketing Research, Career options in Marketing Research, Qualities of a good Marketing Research professional c. Marketing Information System- Definition, components, essentials of a good MIS, Concept of Decision Support System- Components , importance Data Mining- concept, importance	Contact sessions: 15 sessions	In this student will be introduced to Marketing Research..
2.	Planning Research	Research Design- concept, importance, types Hypothesis- concept, types, importance b. Questionnaire- concept, types of questions, steps in the preparation of questionnaire, essentials of a good questionnaire c. Sampling- concept, terms in sampling, techniques of sampling, essentials of good sampling	Contact sessions: 15 sessions	In this Students are acquainted with what is Research design, sampling and planning.
3.	Data Collection	Primary data-concept, merits, demerits, methods	Contact sessions: 15 sessions	In this Students will know about the Data collection concepts.

		<p>b. Secondary data- concept, merits, demerits, sources</p> <p>c. Qualitative and Quantitative research- concept, features, Qualitative v/s Quantitative research Integrating technology in data collection, methods- (online surveys, hand held devices, text messages, social networking), importance</p>		
4.	Data Processing, Analysis, Reporting	<p>Stages in Data processing Editing- meaning, objectives, types Coding- meaning, guidelines Classification- meaning, methods Tabulation- meaning, methods</p> <p>b. Data Analysis & Interpretation Data Analysis- meaning, steps, use of statistical tools (SPSS, SAS, MS EXCEL, MINITAB) Data Interpretation- meaning, importance, stages</p> <p>c. Report Writing- concept, types, contents, essentials, use of visual aids in research report</p>	Contact sessions: 15 sessions	In this Students will know about Data processing, analysis and reporting.

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ULHASNAGAR- 421004**

Lecture Plan – Academic Year 2017-18

Semester: V Course: B.Com Class: TYB.Com

Subject: Financial Accounting

Name of the Teacher: Samma Narang

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Preparation of Final Accounts of Companies	Relevant provisions of Companies Act related to preparation of Final Account Preparation of financial statements as per Companies Act.AS 1 in relation to final accounts of companies	15 Lecture conducted Shared 10 Question and solved on Excel Sheet 10 similar Question were given for Assignment	The students will be able to prepare financial statements of a corporate entity.
2	Internal Reconstruction	Need for reconstruction and company law provisions Distinction between internal and external reconstructions..	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to account for internal restructuring of a corporate entity
3	Buy Back of Shares	Company Law / Legal provisions Compliance of conditions including sources, maximum limits and debt equity ratio. Cancellation of Shares Bought back	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to account for buy back of shares by a corporate entity.

4	Investment Accounting (w.r.t. Accounting Standard- 13)	For shares For debentures/Preference. shares 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 Columnar format for investment account.	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to prepare Investment account for an investor.
5	Ethical Behaviour and Implications for Accountants	Introduction, Meaning of ethical behavior Financial Reports What is the link between law, corporate governance, corporate social responsibility and ethics? What does the accounting profession mean by the ethical behavior? Implications of ethical values for the principles versus rule based approaches to accounting Standards	5 Lecture conducted Explanation through book notes	The students will be able to prepare Investment account for an investor

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Lecture Plan – Academic Year 2017-18

Semester: V

Class: TYBCOM

Subject: ECONOMICS

Name of the Teacher: Prof. Vandana Kodwani

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Macro Economic overview of India	Overview of New Economic Policy-1991, - Role of Social Infrastructure with reference to education, health and family welfare. • Sustainable Development Goals and Policy measures: Make in India, Invest in India, and Skill Development and Training Programmes. • Foreign Investment Policy Measures in India – Foreign Investment Promotion Board, FDI-MNCs and their role.	Contact Sessions: 10 sessions Interactive sessions: 4 sessions	In this student will know about the Macro economic overview of India
2	Agriculture During Post Reform Period	National Agricultural Policy 2000: Objectives, Features and Implications • Agricultural pricing and agricultural finance • Agricultural Marketing Development- Agricultural Market infrastructure - Market information- Marketing training- Enabling environments-Recent developments	Contact sessions: 11 sessions Interactive modes: 5sessions PPT -8 Sessions Debate- 1 sessions Educational video: 4	The student will learn about the agriculture during post reform period
3	The Industry And Service Sector During Post Reform Period	Policy Measures- Competition Act 2003, Disinvestment Policy, Micro, Small and Medium Enterprises [MSME sector] since 2007. • Industrial Pollution in India: Meaning, Types, Effects and Control. • Service Sector: Recent trends, role and growth in	Contact Sessions: 12 sessions Interactive sessions: 4 sessions Educational video: 4	Presentation will make them more confident and also help them to learn about the industry and service sector during post reform period.

		Healthcare and Tourism Industry		
4	Banking and Financial Market	<ul style="list-style-type: none"> • Banking Sector- Recent trends, issues and challenges in Banking and Insurance Industry • Money Market – Structure, Limitations and Reforms. • Capital Market – Structure, Growth and Reforms. 	Contact Sessions: 11 sessions Interactive sessions: 4 sessions educational videos: 4	They learn about Practical things that how to compete by using banking and financial market.

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Lecture Plan – Academic Year 2017-18

**Semester: Vth
Class: TYBBI**

**Name: Ninad Kasale
Subject: Business Ethics**

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Business Ethics	<p>Definition, Meaning, Nature of Ethics. Meaning of Moral and Ethics. Types of Ethics, Importance of Ethics.</p> <p>Business Ethics, Meaning and Nature.</p> <p>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.</p> <p>Marketing: Characteristics of Free and Perfect Competitive Market.</p>	<p>10 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand what are the Ethics, morals and Values to be followed by the business organisations and use of ethics in the market.</p>
2.	Application of Ethical Theories in Business	<p>Ethical Decision Making: Decision Making (Normal Dilemmas And Problems):</p> <p>(1) Utilitarianism (J. Bentham And J. S. Mill), (II) Deontology (I. Kant) Virtue Ethics.</p> <p>(Aristotle). Gandhian Approach In Management And Trusteeship, Importance And Relevance of Trusteeship Principle in Modern Business. Ethical Issues in Functional Areas of Business.</p>	<p>10 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand how to make the decisions ethically in the business environment and also what principles are followed by Gandhiji in the trusteeship.</p>

	Ethics in Advertising (Truth In Advertising). Ethical Issues in Finance.		
Introduction to Corporate Governance	<p>Definition, Balance-frame work. 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 Governance, (Transparency Empowerment, Accountability)</p>	<p>15 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand the mechanism of the corporate governance.</p>
4 Genesis and Implementation of Corporate Governance in India	<p>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.</p> <p>Values: Meaning, Types Teaching from Scriptures Like Gita, Quran, Bible Value Systems in Business.</p> <p>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</p>	<p>15 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand what are the values of the business environment and teachings in aient books of culture and also corporate social responsibilities of the business towards the society</p>

	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.		
Global Scenario	<p>Business Ethics in Global Economy:</p> <p>Ethics in the Context of Global Economy, Relationship Between Business.</p> <p>Ethics & Business Development, Role of Business Ethics in Building a Civilized Society.</p> <p>Corporate Governance and Issues Related to Scams:</p> <p>Corruption: Meaning, Causes, Effects.</p> <p>Frauds and Scams in Banks, Insurance Companies, Financial Institutions, Measures to Overcome Fraud and Corruption, Zero Tolerance of Corruption.</p>	<p>10 Lectures</p> <p>Case study</p> <p>Group discussion</p> <p>Revision of topic, before explaining next topic.</p> <p>Doubt solving session</p> <p>Questioning of Topic wise concepts</p>	<p>Student will understand the role of business ethics in the Global Economy and Building a civilised society.</p>

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Lecture Plan – Academic Year 2017-18

Semester: V

Class: TYBBI

Subject: AUDITING

Name of the Teacher: Prof. Ninad Kasale

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to Auditing	<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,</p>	<p>Contact sessions: 15 sessions</p>	<p>In this Students will be introduced about Auditing.</p>

Concurrent Audit and Annual Audit.

Audit Planning, Procedures and Documentation

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, Importance.

Contact sessions: 15 sessions

In this Students are acquainted with Audit Planning, program, working papers.

3.

Auditing Techniques and Internal Audit

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.
Audit Sampling -Audit Sampling, Meaning, Purpose, Factors in Determining

Contact sessions: 15 sessions

In this Students are acquainted with auditing techniques and internal audit.

	<p>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>		
4.	<p>Auditing Techniques: Vouching</p> <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>	<p>Contact sessions: 5 sessions</p> <p>Interactive modes: 2 sessions</p>	<p>In this Students are acquainted with the knowledge of Vouching.</p>

<p>Auditing Techniques: Verification</p>	<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>	<p>Contact sessions: 6 sessions Interactive modes: 2 sessions</p>	<p>In this Students are acquainted with the knowledge of Verification.</p>
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Lecture Plan – Academic Year 2017-18

Semester: VI

Course: BBI

Class: TYBBI

Subject: HRM

Name of the Teacher: Gitika Bodhwani

UNIT	Topic	Number of Lectures (Planned)
Unit 1: Framework of Human Resource Management	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	15
Unit: 2 HR Procurement	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.	10
Unit 3: HR Planning and Recruitment	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.	10
Unit 4: Training and Development Employee 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. - 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.	15
Unit 5: Compensation	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	10

Companies. 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.

Total Lectures:

60

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**(S. E. S) SWAMI HANSMUNI MAHARAJ DEGREE COLLEGE OF
COMMERCE, ULHASNAGAR- 421004**

Lecture Plan – Academic Year 2017-18

Semester: VI

Course: TY


Class: TYBBI

Subject: CENTRAL BANKING

Name of the Teacher: SHILPA BHAGTANI

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	OVERVIEW OF CENTRAL BANKING	Concept, Growth, changing face, Role of Central bank, Money supply, Viable alternatives, Autonomy, Accountability, Contemporary issues.	<p>Contact Sessions: 10 sessions</p> <p>Interactive sessions: 2 sessions</p> <p>Interaction will be done through Quiz on banking structure</p> <p>(November- December 2017)</p>	The outcome of this module will help the students to learn about the role and functions of central bank, their autonomy and accountability
2.	RBI as Central bank	Policy framework, Organisational, operational framework, Role of RBI, Macro economic policies, Fiscal policy, monetary policy and balance between both.	<p>Contact sessions: 10 sessions</p> <p>Interactive modes: 4 sessions</p> <p>Debates will be done on monetary and fiscal policies</p> <p>(December- January 2017)</p>	In this Students will understand the importance of monetary and fiscal policy adopted by RBI . Debates will help them to put their points on various policies adopted.

Supervisory role of RBI	<p>Regulation and Supervisory, Need, Functions, On-site and off-site surveillance, Monitoring in different countries</p> <p>Financial system, Functions, Characteristics, Financial sector reforms.</p>	<p>Contact Sessions: 12 sessions</p> <p>Interactive sessions: 5 sessions</p> <p>Debates and discussions will be done on financial systems and reforms in banking sector</p> <p>(January – February 2017)</p>	<p>The outcome of this is to make students aware about Financial system, their functions, reforms, regulations through debates.</p>	
Central Bank in other countries	<p>Federal Reserve system, Bank of England, Bank of Japan, European Bank, interconnectivity with financial institutions like ADB, IMF, World Bank etc.</p>	<p>Contact Sessions: 10 sessions</p> <p>Interactive sessions: 4 sessions</p> <p>Case studies will be discussed to get better knowledge on different banks, their structure and role.</p> <p>(February-March 2017)</p>	<p>This will help the students to learn about practical issues faced by banks and they can also expand their knowledge through case studies.</p>	
5.	Central Banking in Cyber world	<p>E- banking, E- money, It induced changes and monetary policy, Risks involved, Impact of IT, Globalization and central banks</p>	<p>Contact Sessions: 8 sessions</p>	<p>This will help the students to get information on new</p>

		<p>Interactive sessions: 2 sessions</p> <p>Online quiz will be conducted on impact of E-banking in today's world.</p> <p>(March 26 )</p>	<p>technologies used in banking sector.</p>
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Lecture Plan – Academic Year 2017-18

Semester: SEMESTER VI

Course: BCOM

Class: TYBCOM

Subject: Business Economics VI

Name of teacher: Asst Prof. Vandana Kodwani

Unit No.	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction to International trade	To enable students about Ricardian, H-O theory, Terms of Trade, Gain from International trade.	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students	To enable students to knowledge of International theory, TOT, Gain from trade.
2	Commercial policy	To enable students about commercial trade policy, Tariff and Non- Tariff Barriers, International Economic Integration.	15 Lectures Chalk and Board , Reference books Interactive modes: explanation with example. Revision, Direct Communication with Students.	To enable students about commercial policy, tariff and non – tariff barriers, international economic integration.
3	Balance of Payments and Economic organisation.	To enable students about , BOP, causes of disequilibrium and measures to correct disequilibrium and	15 Lectures Chalk and Board ,	To enable students about BOP, causes and measures to correct

	measures to correct disequilibrium in BOP, WTO.	Reference books . Explanation with example. Interactive modes: Revision, Direct Communication with Students.	disequilibrium in BOP, WTO.
Foreign exchange market.	To make understand the Foreign exchange market , equilibrium rate of exchange, PPT theory, role of central bank in foreign exchange rate managements.	15 Lecture Chalk and Board , Reference books explanations. Interactive modes: Revision, Direct Communication with Students.	To enable students to foreign exchange market, equilibrium rate of exchange rate. PPT theory, FERM.

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**(S. E. S) SWAMI HANSMUNI MAHARAJ DEGREE COLLEGE OF COMMERCE,
ULHASNAGAR- 421004**

Lecture Plan – Academic Year 2017-18

Semester: VI

Course: B.Com

Class: TY

Subject: Financial Accounting and Auditing IX - Financial Accounting (FA)

Name of the Teacher: Samma Narang

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	AS – 14 - Amalgamation, Absorption & External Reconstruction	To enlighten the students about the relevant Accounting Standard and the methods used with the corresponding accounting treatment.	<ul style="list-style-type: none"> • Theory explanation and discussion – 3 sessions • Practical Questions – 10 sessions • Test – 2 sessions • Case study – 1 session (November 2017- December 2017) 	Students shall possess the knowledge of merger and purchase, computation of purchase consideration.
2.	Accounting of Transactions of Foreign Currency	To make students understand the concept of purchase and sale of goods, services and loan transactions using foreign currency.	<ul style="list-style-type: none"> • Theory explanation and discussion – 3 sessions • Practical Questions – 10 sessions • Test – 2 sessions (December 2017 – January 2017) 	Students will be able to understand the computation and treatment of exchange rate differences.
3.	Liquidation of Companies	To acquaint students about the legal provisions under Companies Act, meaning of preferential payments and preparation of Statement of Affairs.	<ul style="list-style-type: none"> • Theory explanation and discussion – 2 sessions • Practical Questions – 6 sessions • Quiz – 1 sessions (January 2017- February 2017) 	Student shall be able to understand the meaning of liquidation, Preferential payments, and Liquidator's final statement of account.
4.	Underwriting of Shares & Debentures	To make students understand the concept of underwriting, the legal provisions w.r.t payment of commission.	<ul style="list-style-type: none"> • Theory explanation and discussion – 2 sessions • Practical Questions – 7 sessions • Test – 3 sessions (February 2017- March 2017) 	Student will be able to understand the underwriting and its types, types of applications and

			liability underwriters. of
5. Accounting for Limited Liability Partnership	To acquaint students about the statutory provisions of LLP and Final Accounts.	<ul style="list-style-type: none"> • Theory explanation and discussion – 8 sessions • PowerPoint presentations – 2 sessions (March 2017 – April 2017) 	Students shall be able to understand the legal provisions of LLP, Conversion of partnership firm into LLP and Final Accounts.

Samma Narany



Arjun