

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

**Lecture Plan – Academic Year 2020-21**

**Semester: I      Course: BAF      Class: FYBAF**

**Subject: Business Environment**

**Name of the Teacher: Asst. Prof. Yuvika Devnani**

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 Social Audit, Social Audit v/s	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

		Commercial Audi		
4	International Environment	a) Strategies for going Global: MNCs and TNCs, WTO b) Foreign Trade in India- Balance of Trade, FDI Investment Flows and its Implication for Indian Industries	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

Amrita Arunwani

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**Lecture Plan – Academic Year 2020-21**

**Semester: I**

**Course: BBI**

**Class: FYBBI**

**Subject: EMFS**

**Name of the Teacher: Asst. Prof. Anika Valecha**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
1	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

4	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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Anika



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**Lecture Plan – Academic Year 2020-21**

**Semester: I**

**Course: BMS**

**Class: FYBMS**

**Subject: Financial Accounting**

**Name of the Teacher: Asst. Prof. Hetal Uttmani**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
1	Introduction	Meaning and Scope of Accounting  Accounting principles  Introduction to Accounting Standards  International Financial Reporting Standards (IFRS)  Accounting in Computerized Environment	5 Lecture conducted Explanation through book notes	The students will be able to prepare financial statements of a corporate entity.
2	Accounting Transactions	Accounting transactions  Expenditure,  Receipts, Profit or Loss	15 Lecture conducted  Shared 10 Question and solved on Excel Sheet  10 similar Question were given for Assignment	The students will be able to account for Accounting Transactions of a corporate entity
3	Depreciation Accounting & Trial Balance	Depreciation accounting  Preparation of Trial Balance	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 Depreciation Accounting & Trial Balance by a corporate entity.
4	Final Accounts	Introduction to Final Accounts of a Sole proprietor. • Rectification of errors. • Manufacturing Account, Trading Account, Profit and	10 Lecture conducted  Shared 10 Question and solved on Excel Sheet  8 similar Question were	The students will be able to prepare Final Accounts for an investor.

Loss Account and Balance Sheet. • Preparation and presentation of Final Accounts in horizontal format • Introduction to Schedule 6 of Companies Act, 1956

given for Assignment

*Peter*



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**Lecture Plan – Academic Year 2020-21**

**Semester: SEMESTER I**

**Course: BAF/BMS/BBI Class: FYBMS/BAF/BBI Subject: BUSINESS ECONOMICS I**

**Name - Asst. Prof. Karuna Tejawani**

<b>Unit No.</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 Cost of production	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 Returns to scale, expansion path. different cost concepts, cost output 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 quant, Ridge line, least cost combination of input, Long run Returns to scale, expansion path. different cost concepts, cost output 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 project be accepted.

Jejuwani





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Lecture Plan - Academic Year 2020-21

Semester: I Course: BBA Class: FYBBA

Subject: Foundation of Human Skills

Name: Asst. Prof. Reema Ghidwani

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

*Ghidwani*

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**Lecture Plan – Academic Year 2020-21**

**Semester: SEMESTER I**

**Course: BCOM**

**Class: FYBCOM      Subject: BUSINESS ECONOMICS I**

**Name - Asst. Prof. Vandana Kodwani**

<b>Unit No.</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 Returns to scale, expansion path.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 quant, Ridge line, least cost combination of input, 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	Contact Sessions: 15 Lecture Reference books case study Chalk and Board , Interactive modes: Revision,	To enable students different cost concepts, cost out put relation in the short and long run , Learning curve, Break even Analysis.

Analysis.

Direct Communication with Students.

*Jardani*

*Siani*



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**Lecture Plan – Academic Year 2020-21**

**Semester: II                      Course: BBI                      Class: FYBBI**

**Subject: OB**

**Name of the Teacher:Asst. Prof. Ninad Kasale**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 change. • Time and Stress Management.	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

4	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
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W. Kasale



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**Lecture Plan – Academic Year 2020-21**

**Class: FY**

**Semester: II**

**Course: B.M.S**

**Subject: Principals of Marketing (POM)**

**Name of the Teacher: Suhana Jeswani**

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"> <li>• Theory explanation and discussion – 09 sessions</li> <li>• PowerPoint presentation – 2 sessions</li> <li>• Revision and Quiz – 2 sessions (January-2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 12 sessions</li> <li>• Revision and Test – 2 session</li> <li>• Group Discussion – 1 session (February-2021 – March 2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 13 sessions</li> <li>• Case study – 1 session</li> <li>• Assignment - 1 session (March 2021 - April 2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 10 sessions</li> <li>• PowerPoint presentation – 2 sessions</li> <li>• Case study – 1 session</li> <li>• Quiz – 1 session (April 2021)</li> </ul>	Students will be able to understand the importance of segmentation, targeting and positioning, E-marketing and Social/Relationship marketing.

*Suhana Jeswani*



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**Lecture Plan – Academic Year 2020-21**

**Semester: SEMESTER II**

**Course: BCOM**

**Class: FYBCOM**

**Subject: BUSINESS ECONOMICS I**

**Name - Asst. Prof. Vandana Kodwani**

<b>Unit No.</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 Praticce 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 peoject 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 peoject be accepted.

*Vandana*

*Vandana*



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**Lecture Plan – Academic Year 2020-21**

**Semester: II**

**Course: B.Com**

**Class: FY**

**Subject: Accountancy and Financial Management-II**

**Name of the Teacher: Asst. Prof. 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"> <li>• Theory explanation and discussion – 3 sessions</li> <li>• Practical Questions – 10 sessions</li> <li>• Test – 1 sessions (January-2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 3 sessions</li> <li>• Practical Questions – 8 sessions</li> <li>• Test – 2 sessions (February-2021 – March 2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 3 sessions</li> <li>• Practical Questions – 10 sessions</li> <li>• Test – 2 sessions (March 2021 – April 2021)</li> </ul>	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"> <li>• Theory explanation and discussion – 4 sessions</li> <li>• Practical Questions – 10 sessions</li> <li>• PowerPoint presentation – 2 sessions (April 2021)</li> </ul>	Students to provide knowledge to make fire insurance account while submitting the claim.





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**Lecture Plan – Academic Year 2020-21**

**Semester: III      Course: BBI      Class: SYBBI**

**Subject: Financial Management**

**Name of the Teacher: Prof. Laveena Bhatia**

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction to Finance and Financial Management	Introduction to Finance Financial Management Objectives of the Firm	10 Lecture conducted Shared 6 Question and solved on Excel Sheet 5 similar Question were given for Assignment	The students will be able to prepare Finance and Financial Management of a corporate entity.
2	Financial Goal Setting & Time value of Money	Financial Goal Setting Time Value of Money	10 Lecture conducted Shared 10 Question and solved on Excel Sheet 8 similar Question were given for Assignment	The students will be able to know the Time value of money
3	Investment Decisions: Capital Budgeting	Capital Budgeting Problems on computation of cash flow, ranking of projects on various techniques, selection and analysis with / without capital rationing	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 Capital Budgeting of a corporate entity.
4	Financial Decisions	Cost of Capital Capital Structure Decisions:	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 Financial Decisions for an investor.

*Laveena Bhatia*

*Laveena*



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**Lecture Plan – Academic Year 2020-21**

**Semester: III      Course: BMS      Class: SYBMS**

**Subject: Basics of Financial Services**

**Name: Asst. Prof. Reema Gidwani**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
1	Financial System	An overview of Financial System, Financial Markets, Structure of Financial Market (Organised and Unorganized Market), Components of Financial System, Major Financial Intermediaries, Financial Products, Function of Financial System, Regulatory Framework of Indian Financial System(Overview of SEBI and RBI-Role and Importance as regulators).	8 Session Conducted  6 lecture through PPT and 2 lecture discussion and debate	Students got to know the financial system and its detail information in this chapter
2	Commercial Banks, RBI And Development Banks	<ul style="list-style-type: none"> <li>• Concept of Commercial Banks- Functions, Investment Policy of Commercial Banks, Liquidity in Banks, Asset Structure of Commercial Banks, Non-Performing Assets, and Interest Rate reforms, Capital Adequacy Norms.</li> <li>• Reserve Bank of India-Organisation &amp;Management, Role And Functions</li> <li>• Development Banks-Characteristics of Development Banks, Need And Emergence of Development Financial Institutions In India, Function of Development Banks.</li> </ul>	10 Session Conducted  6 lecture through PPT and 4 lecture discussion and debate	Students got to know detail information of RBI and all bank in this chapter
3	Insurance	Concept, Basic Characteristics of Insurance, Insurance Company Operations, Principles of Insurance,	8 Session Conducted  6 lecture through PPT and 2 lecture	Students got to know detail information of Insurance in this

	Reinsurance, Purpose And Need Of Insurance, Different Kinds of Life Insurance Products, Basic Idea About Fire And Marine Insurance and Bancassurance	discussion and debate	chapter
Mutual Funds	Concept of Mutual Funds, Growth of Mutual Funds in India, Features and Importance of Mutual Fund. Mutual Fund Schemes, Money Market Mutual Funds, Private Sector Mutual Funds, Evaluation of the Performance Of Mutual Funds, Functioning of Mutual Funds In India	8 Session Conducted 6 lecture through PPT and 2 lecture discussion and debate	Students got to know detail information of Mutual funds in this chapter

P. Gidwani



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Lecture Plan – Academic Year 2020-21

Semester: III Course: BMS Class: SYBMS  
Subject: Information Technology in Business Management

Name of the Teacher: Asst. Prof. Amol Kadam

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1.	Introduction to IT Support in Management	<b>Learning Objective:</b> To learn basic concepts of Information Technology, its support and role in Management, for managers	<b>Contact Sessions: 15 session</b> <b>Interactive modes: 9-10 PPT session,</b>  (June- July 2020)	In this student will learn the IT concepts and types of IT systems
2.	Office Automation using MS-Office	It comprises of practical hands on training required for office automation. It is expected to have practical sessions of latest MS-Office software	There are 15 sessions <b>Interactive modes: 9-10 PPT session (July- August 2020)</b>	In this Students are acquainted with MS office learning Word, Excel and Powerpoint
3.	Email, Internet and its Applications	To understand basic concepts of Email, Internet and websites, domains and security therein	<b>Contact Sessions: 15 session</b> <b>Interactive modes: 9-10 PPT session</b> (August – Sept 2020)	The outcome of this is to learn Mailing, outlooks, internet concepts etc.
4.	E-Security	To recognize security aspects of IT in business, highlighting electronic transactions, advanced security features	<b>Contact Sessions: 15 session</b> <b>Interactive modes: 9-10 PPT session</b> (Sept -Oct 2020)	Treats, Virus and IT security systems concepts are made clear in this section.

*Amol Kadam*



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**Lecture Plan – Academic Year 2020-21**

**Semester: SEMESTER IV**

**Course: BCOM**

**Class: SYBCOM**

**Subject: Business Economics II**

**Name - Asst. Prof. Vandana Kodwani**

<b>Unit No.</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 enable 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.

*Vandana*



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**Lecture Plan – Academic Year 2020-21**

**Semester: IV**

**Course: B.Com**

**Class: SYB.Com**

**Subject: Business Law**

**Name of the Teacher: Asst. Prof. Anika Valecha**

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 (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	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
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

Anika



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

**Lecture Plan – Academic Year 2020-21**

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

**Subject: Advtising**

**Name of the Teacher: Yuvika Devnani**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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 Créative Brief, Techniques of Visualization • Creative aspects: Buying Motives - Types, Selling	10 Session Conducted  8 lecture through PPT and 2 lecture discussion and	Students got to know detail information of Execution and Evaluation of Advertising in this



		Points- Features, Appeals – Types, Concept of Unique Selling Proposition (USP) • Creativity through Endorsements: Endorsers – Types, Celebrity Endorsements – Advantages and Limitations, High Involvement and Low Involvement Products	debate	chapter
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

Aunisa Arhuwani



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

**Lecture Plan – Academic Year 2020-21**

**Semester: IV      Course: BMS      Class: SYBMS**

**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	8 Session Conducted  6 lecture through PPT and 2 lecture discussion and	Students got to know detail information of Introduction to Competitive Exams in this chapter

		competitive examinations	debate	
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Sivan



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

Lecture Plan – Academic Year 2020-21

Semester: IV

Course: BMS, BAF, BBI

Class: SYBAF, SYBBI

Subject: Foundation Course

Name of the Teacher: Asst. Prof. Hinal Gangaramini & Asst. Prof. Karuna Tejwani

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
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Amit

Vijay



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

**Lecture Plan – Academic Year 2020-21**

**Semester: IV      Class: SYB.Com**

**Subject: Foundation Course**

**Name of the Teacher:Asst. Prof. Ninad Kasale**

<b>Unit</b>	<b>Topic</b>	<b>Plan</b>	<b>Teaching Methodology with Time Frame</b>	<b>Learning Outcome</b>
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	8 Session Conducted  6 lecture through PPT and 2 lecture	Students got to know detail information of Introduction to Competitive Exams in

	Soft skills required for competitive examinations	discussion and debate	this chapter
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Wk kasale



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

Lecture Plan – Academic Year 2020-21

Semester: IV Course: BAF Class: SYBAF

Subject: Management Accounting

Name of the Teacher: Laveena Bhatia

Unit	Topic	Plan	Teaching Methodology with Time Frame	Learning Outcome
1	Introduction to Management Accounting	Meaning, Features, Scope, Importance, Functions, role of Management Accounting, Management Accounting Framework, Tools, Management Accounting and Financial Accounting	5 Lecture conducted Explanation through book notes	The students will be able to understand Management Accounting for an investor
2	Analysis and Interpretation of Accounts	Meaning of financial Statement Analysis, steps, Objective and types of Analysis. Ratio analysis: Meaning, classification, Du Point Chart, advantages and Limitations. Balance Sheet Ratios:	5 Lecture conducted Explanation through book notes	The students will be able to understand Analysis and Interpretation of Accounts for an investor
3	Cash Flow Analysis	Preparation of Cash Flow Statement with reference to Accounting Standard No .3. (Indirect method only)	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 for an investor
4	Working Capital Management	A. Concept, Nature of Working Capital , Planning of Working Capital B. Estimation / Projection of Working Capital Requirement in case of Trading and Manufacturing Organization C. Operating Cycle Practical Problems	5 Lecture conducted Explanation through book notes	The students will be able to understand Working Capital Management for an investor

*Bhatia  
Laveena*

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