

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17/08/2017 to 30/11/2017}

Name of the Teacher – Prof. Pratima Agnihotri

Subject – Additional English (1107A) Class – F. Y. B. Com. Div. – A,B,C,D

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
August 2017	8	Unit 1. Keith Douglas, “Vergissmeinnicht” W. H. Auden, “Refugee Blues”
September 2017	16	Unit 2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please” Unit 3. Thomas L. Friedman, “The World is Flat”, first 14 pages of the eponymous book
October 2017	16	Unit 3. R. K. Narayan, “Rajam and Mani” in Swami and Friends Unit 4. Joào Pedro Galhano Alves, “Living with Lions”
November 2017	14	Unit 5. O’Henry, “The Last Leaf” Unit 6. Khalil Gibran, “On Beauty”
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From January 2018 to April 2018}

Name of the Teacher – Prof. Pratima Agnihotri

Subject – Additional English (1207A) Class – F. Y. B. Com. Div. – A, B, C, D

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
January 2018	16	Unit 1. Arthur Miller, Death of a Salesman
February 2018	16	Unit 2. Creative Use of English Language: A Tool for Lateral Thinking
March 2018	16	Unit 3. High-end Uses of English for Commerce Students
April 2018	6	Unit 3. High-end Uses of English for Commerce Students
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher - Dr J.R.Lanjekar

Subject – Basics of Banking Class- F.Y. B.com Division- A and B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>Introduction To Banking</p> <p>1.1 Evolution of the word 'Bank'</p> <p>1.2 Meaning of Banking, Main Universal Principles of Banking</p> <p>1.3 Types of Banking Organization Structures</p> <p>1.4 General Types of Banks</p> <p>1.5 Traditional and Modern Functions of Banks</p> <p>Procedure for Opening and Operating of Deposit Accounts with a Bank</p> <p>2.1 Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age, Residence, Specimen signature and Nomination: Importance</p>
August, 2017	15	<p>2.2 Procedure for Operating Deposit Account:</p> <p>(i) Documents - Pay-in-slip, Withdrawal slip, Issue of - Passbook, Cheque book</p> <p>(ii) Fixed Deposits - Fixed deposit receipt, Premature encashment, Loan against fixed deposit.</p> <p>(iii) Recurring deposit – Premature encashment, Loan against recurring deposit.</p> <p>2.3 Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to other branch of the same bank.</p> <p>2.4 Types of account holders</p>

		<p>(i) Individual account holders- Single or Joint, Illiterate, Minor, Married woman, Pardahnashin woman, Non-resident account(NRI)</p> <p>(ii) Institutional account holders - Sole proprietorship, Partnership firm, Joint stock company, Hindu undivided family, Clubs, Associations and Societies and Trusts, Government</p>
Sept., 2017	7	<p>Lending Principles, Credit Creation and Balance Sheet of a bank</p> <p>3.1 Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks. Conflict between liquidity and profitability</p> <p>3.2 Multiple Credit Creation: Process and Limitations</p> <p>3.3 Balance sheet of a commercial bank.</p>
Octo., 2017	8	<p>Digital Banking</p> <p>4.1 Meaning of Digital Banking, Need for and importance of IT in banking.</p> <p>4.2 Concept and Benefits of Core Banking Solution (CBS)</p> <p>4.3 Banking with the use of Modern Technology:</p> <p>(i) Phone Banking / Tele Banking</p> <p>(ii) Net Banking / Internet Banking / Online Banking</p> <p>(iii) Mobile Banking</p>
Nov., 2017	10	<p>iv) Automated Teller Machine</p> <p>(v) Debit Card</p> <p>(vi) Credit Card</p> <p>(vii) Cheque Truncation System (CTS) – Truncated Cheques</p> <p>4.4 Electronic Fund Transfer :</p> <p>(i) Real Time Gross Settlement (RTGS)</p> <p>(ii) National Electronic Funds Transfer (NEFT)</p> <p>(iii) Society for Worldwide Inter-bank Financial Telecommunication (SWIFT)</p>

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher - Dr J.R.Lanjekar

Subject –Fundamentals of Finance Class- F.Y. B.com Division- A and B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	<p>Introduction To Finance</p> <p>Meaning and Definition of Finance Evolution of the concept of Finance Features of Finance Areas of Finance Finance and other Disciplines Financial Theories Financial Engineering and Financial Modeling Personal Finance 1 Personal Financial Planning 2 Steps in Personal Financial Planning 3 Principles of Personal Finance 4 Key Areas of Personal Financial Planning 5 Debt Management 6 Basic Rules to Budgeting and Money Management 7 Investment Avenues for middle class Investors 8 Saving and Investment 9 Career as a Financial Advisor</p>
January, 2019	12	<p>Financial Management</p> <p>-Meaning and Definition of Financial Management -Nature and Scope of Financial Management -Organization of Finance Function -Functions of Financial Management (Finance Functions)</p>

		<p>-Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to other branch of the same bank. - Corporate Financial Planning -Meaning and Definition of Corporate Financial Planning Financial Plan Types of Financial Plan Financial Planning Process Importance of Financial Planning -Role and Functions of Financial Manager -Career as a Finance Manager</p>
<p>February, 2019</p>	<p>15</p>	<p>Stock Exchanges In India</p> <p>3.1 Introduction to Stock Exchanges 3.1.1 Meaning and Definition of Stock Exchange 3.1.2 Scope of Stock Exchange 3.1.3 Organization, Membership and Governing Body of Stock Exchange 3.1.4 Working and Functions of Stock Exchange 3.1.5 Services provided by Stock Exchange 3.1.6 Listing of Body Corporate in Stock Exchange 3.2 Review of Stock Exchanges in India 3.2.1 History of Stock Exchanges in India 3.2.2 Reasons for slow development of Stock Exchanges in India 3.2.3 Advantages and Disadvantages of investing in Share Markets 3.3 Securities Exchange Board of India (SEBI) 3.3.1 Introduction of SEBI 3.3.2 Organization of SEBI 3.3.3 Functions and Powers of SEBI 3.3.4 SEBI Guidelines 3.3.5 Role of SEBI (a) Protection and Education of Investors by SEBI (b) Investors Protection Fund (IPF) (c) Brokers Contingency Fund (BCF) (d) Trade Guarantee Fund (EGF) 3.4 Career in Share Market and Financial Services 3.4.1 Various types of Career Avenues in the Share Market</p>

		3.4.2 Career Opportunities available in the Financial Services Mutual Fund Advisor, Financial Analyst, etc.
March, 2019	15	Insurance Sector In India 4.1 Introduction to Insurance 4.1.1 Meaning and Definition of Insurance 4.1.2 Types of Insurance, Reinsurance, 4.1.3 Bancassurance 4.1.4 Need of Insurance 4.1.5 Role of Insurance in economy 4.1.6 Review of Insurance in India 4.1.7 Malhotra Committee Report 4.1.8 Opening of Insurance Sector to Private Players 4.1.9 Recent Trends in Insurance Sector in India 4.2 Life Insurance 4.2.1 Life Insurance Products and Services 4.2.2 Annuities and Pension Plans 4.2.3 ULIP Plans 4.2.4 Underwriting 4.2.4 Claim Settlement 4.2.5 LIC and Private Life Insurance Companies in India 4.3 General Insurance 4.3.1 Types of General Insurance – Fire, Marine, Insurance, Motor, Accident, Health, Plant & Machinery, Miscellaneous Insurance, etc. 4.3.2 Private General Insurance Companies in India 4.4 Career in Insurance 4.4.1 Career Opportunities in Insurance Sector 4.4.2 Actuarial Science in General Insurance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher - Dr Shailaja D Desai

Subject – Basics of Banking Class- F.Y. B.com Division- C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
September 2020	17	<p>Introduction To Banking 1.1 Evolution of the word 'Bank' 1.2 Meaning of Banking, Main Universal Principles of Banking 1.3 Types of Banking Organization Structures 1.4 General Types of Banks 1.5 Traditional and Modern Functions of Banks</p> <p>Procedure for Opening and Operating of Deposit Accounts with a Bank 2.1 Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age, Residence, Specimen signature and Nomination: Importance</p>
October 2020	16	<p>2.2 Procedure for Operating Deposit Account: (i) Documents - Pay-in-slip, Withdrawal slip, Issue of - Passbook, Cheque book (ii) Fixed Deposits - Fixed deposit receipt, Premature encashment, Loan against fixed deposit. (iii) Recurring deposit – Premature encashment, Loan against recurring deposit.</p> <p>2.3 Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to other branch of the same bank. 2.4 Types of account holders</p>

		<p>(i) Individual account holders- Single or Joint, Illiterate, Minor, Married woman, Pardahnashin woman, Non-resident account(NRI)</p> <p>(ii) Institutional account holders - Sole proprietorship, Partnership firm, Joint stock company, Hindu undivided family, Clubs, Associations and Societies and Trusts, Government</p>
November 2020	06	<p>Lending Principles, Credit Creation and Balance Sheet of a bank</p> <p>3.1 Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks. Conflict between liquidity and profitability</p> <p>3.2 Multiple Credit Creation: Process and Limitations</p> <p>3.3 Balance sheet of a commercial bank.</p>
December 2021	15	<p>Digital Banking</p> <p>4.1 Meaning of Digital Banking, Need for and importance of IT in banking.</p> <p>4.2 Concept and Benefits of Core Banking Solution (CBS)</p> <p>4.3 Banking with the use of Modern Technology:</p> <p>(i) Phone Banking / Tele Banking</p> <p>(ii) Net Banking / Internet Banking / Online Banking</p> <p>(iii) Mobile Banking</p> <p>(iv) Automated Teller Machine</p> <p>(v) Debit Card</p> <p>(vi) Credit Card</p> <p>(vii) Cheque Truncation System (CTS) – Truncated Cheques</p> <p>4.4 Electronic Fund Transfer :</p> <p>(i) Real Time Gross Settlement (RTGS)</p> <p>(ii) National Electronic Funds Transfer (NEFT)</p> <p>(iii) Society for Worldwide Inter-bank Financial Telecommunication (SWIFT)</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Business economics (micro). Class- F.Y. B.com Division- C & B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>INTRODUCTION TO BUSINESS ECONOMICS AND MICRO ECONOMICS.</p> <p>1.1 Meaning and Nature of Business Economics</p> <p>1.2 Basic economic problems and Market Mechanism</p> <p>1.3 Principles of Micro Economics</p> <p>1.4 Objectives of the firm: Economic and Non-Economic Goals or objectives</p> <p>1.5 Relationship between Economics and Business, Economics and Banking, Economics and Mathematics</p>
August, 2017	15	<p>DEMAND ANALYSIS</p> <p>2.1 Concepts of Demand and Law of Demand a] Changes in Demand, Assignment /Case Study</p> <p>2.2 Demand Function- Concept (simple demand equations) Demand and supply equation.</p> <p>2.3 Elasticity of Demand a] Types of Elasticity: calculations of elasticity b] Income and Cross elasticity c] Measurements of Elasticity of Demand</p> <p>2.4 Indifference Curve Analysis a] Concept and Characteristics b] Consumer's Equilibrium c] Price effects = Substitution and Income Effects</p>
Sept., 2017		<p>2.5 Demand Forecasting a] Methods of Demand Forecasting 1] Direct Methods - Estimation of demand by survey</p>

	7	<p>2] Indirect Method- Forecasting of Demand by using Trend projections, Averages and Regression equations</p> <p>SUPPLY ANALYSIS & PRODUCTION FUNCTION</p> <p>3.1 Concepts of Supply and Law of Supply a] Changes in Supply, Assignment /Case Study</p> <p>3.2 Supply Function- Concept (simple demand equations) Demand and supply equation.</p> <p>3.3 Elasticity of Supply a] Types of Supply Elasticity: b] Measurements of Elasticity of Supply</p> <p>3.4 Production Function a) The Law of Variable Proportions b) The Law of Returns to Scale</p> <p>3.5 Production Curve Analysis a] Concept and Characteristics b] Producers Equilibrium (Isoquant and Iso-cost)</p>
Octo., 2017	8	<p>COST CONCEPTS AND ANALYSIS</p> <p>4.1 Cost Analysis- Types of Cost Economic Cost, Opportunity Cost, Fixed and Variable Cost, Sunk Cost, Incremental Costs and Replacement Cost</p> <p>4.2 Behaviour of Cost functions a) In the Short Run, (linear and quadratic functions) b) In the Long Run, (Traditional and modern LAC)</p> <p>4.3 Economies and Dis-economies of Scale</p> <p>REVENUE AND PROFITS: CONCEPT AND ANALYSIS</p> <p>5.1 Meaning and Concept of Revenue: Total revenue, Average revenue, Marginal revenue</p> <p>5.2 Relationship between TR, AR, MR</p> <p>5.3 Relation between e, AR and MR</p> <p>5.4 Concept of break-even point</p> <p>5.5 Meaning and Concept of profits:</p> <p>5:6 Types of Profits: Normal, Super Normal/Abnormal, Subnormal and losses.</p>
Nov., 2017	10	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Business Economics (Micro) Class- F.Y. B.com Division- C & B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	<p>Market structure and Equilibrium</p> <p>1.1 Types and importance of markets on the basis of region- Local, Regional, National and International, and their importance</p> <p>1.2 Types of Markets on the basis of competition: Perfect Competition- Features and Market equilibrium</p>
January, 2019	12	<p>1.3 Monopoly – Features, Types, Price Discrimination, Public Monopoly, and Market equilibrium</p> <p>1.4 Monopolistic competition- Features and market equilibrium</p> <p>1.5 Oligopoly- Feature: a) Non-Collusive Oligopoly: Feature b) Collusive Oligopoly: Cartel, Price Leadership, Dominant firms</p> <p>1.6 Few Case Studies on the above topics and explanation with examples from CCI judgments.</p> <p>1.7 Concept of Game Theory.</p> <p>Pricing Strategies</p> <p>2.1 Introduction – Meaning</p> <p>2.2 Types of Pricing Strategies</p>
February, 2019	15	<p>Pricing of Factors of Production</p> <p>3.1 General Theory of Distribution</p> <p>3.2 Marginal Productivity of Theory of Distribution</p> <p>3.3 Rent a) Ricardian theory of Rent b) Modern Theory of Rent c) Quasi Rent</p>

		<p>3.4 Wages</p> <p>3.4.1 Formal and Informal (Organized and Unorganized) Sector</p> <p>3.4.2 Inequality of wages.</p> <p>3.4.3 Role of trade unions</p> <p>3.4.4 Backward Sloping Supply Curve of Labour</p> <p>3.5 Interest</p> <p>a] Classical theory of Interest</p> <p>b] Loanable Funds Theory of Interest</p> <p>c] Keynes's Liquidity Preference theory of Interest</p> <p>3.6 Profit</p> <p>a] Concept of Profit</p> <p>b] Theories of Profit</p> <p>Dynamic Theory of Profit</p> <p>Innovation Theory of Profit</p> <p>Risk and Uncertainty Theory of Profit</p>
March, 2019	15	<p>Welfare Economics</p> <p>4.1 Concept of Welfare Economics</p> <p>4.2 Measurement of Welfare</p> <p>4.3 Concept of welfare by Pareto and Edgeworth</p> <p>Market Failure and Government Intervention</p> <p>5.1 Meaning and need of Government Intervention</p> <p>5.2 Methods of Intervention</p> <p>5.3 Role of regulatory institutions</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 01. 08. 2017 to 30. 11. 2017}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department- English

Month	No. of Lectures	Topics – Sub -Topics
July, 2017		The Power of Prayer – APJ Abdul Kalam. Explanation, Analysis. The Story of My Experiment with Truth: M. K. Gandhi- Explanation, Analysis
August, 2017		Talk on Advertising: Herman Wouk Explanation, Analysis. My Financial Career: Stephen Leacock- Explanation, Analysis How Wealth Accumulate and Men Decay: G. B. Shaw- Explanation, Analysis
Sept. 2017		Night of the Scorpion: Nissim Ezekiel- Explanation, Analysis Where the Mind is without Fear: Rabindranath Tagore- Explanation, Analysis Money-madness: D. H. Lawrence- Explanation, Analysis
Octo. 2017		Dialogue Writing: Structure & Examples Interview Writing: Structure & Examples

Nov. 2017		Theory Examination and Assessment
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01. 12. 2017 to 31.03. 2018}

Name of the Teacher- Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department- English

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2017	14	(S. S.) 'The Lament' by Anton Chekhov: Explanation, Analysis.
Jan. 2018	14	(S. S.) 'A Cup of tea' by Kathrine Mansfield: Explanation, Analysis. 3. Notice: introduction, grammar, composition. 4. Agenda: introduction, grammar, composition. 5. Resolution: introduction...
Feb. 2019	14	5. Resolution: introduction, grammar, composition. 6. Poem: 'Dover Beach' by Matthew Arnold: Explanation, Analysis, Appreciation. 7. 'Night of the Scorpion' by Nissim Ezekiel: Explanation, Analysis, Appreciation.
March, 2018	14	8. PowerPoint Presentation: introduction, composition, oral presentation. 9. (S. S.) 'The Magic Shop' by H. G. Wells: Explanation, Analysis, Appreciation. Poem: 'Money Madness' by D. H. Lawrence: Explanation, Analysis, Appreciation.

April 2018		Revisions: Discussion on Theory Questions, MCQs. Grammar and Communication Skills. Theory Examination and Assessment
TOTAL	56	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 20xx-xx
{From 15. 10. 2020 to 15. 01. 2021 }

Name of the Teacher – Dr.A.M.Puranik

Subject -Financial Accounting Class – F.Y B COM Div.A,B,C,D,E Name of the Department:- ACCOUNTANCY

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	17	<u>Introduction to Accounting</u> Introduction , Process of Accounting, Objectives and Functions of Accounting, Branches of Accounting, Limitations of Accounting
August, 2017	16	<u>Accounting Concepts Conventions & Principles</u> <u>Overview of Accounting Standards [AS]in India</u> Study of AS – 1, AS- 2 , AS- 10
Sept., 2017	06	<u>Single Entry to Double Entry Conversion</u> Introduction , features, difference between single entry system and double entry system, A] Statement of Affairs Method B] Conversion Method
Octo., 2017	10	<u>Final Accounts of Cooperative Societies</u> Meaning, Introduction, Benefits, Kinds of Cooperative Societies- a] Credit co-operative, Consumer cooperative,
Nov., 2017	5	Housing cooperative societies. Final Accounts as per form ‘ N’ as per cooperative registration Act
Total	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, {Autonomous} Pune
LECTURE PLAN – for the Second Semester 2020-2021
{ From 17. 02. 2021 to 05.06. 2021 }

Name of the Teacher – Dr.A.M.Puranik

Subject - __FINANCIAL ACCOUNTING [1202]

Class F.Y.B COM_Div.A,B,C,D,E Name of the Department: ACCOUNTANCY

Month	No. of Lectures	Topics – Sub -Topics
FEB., 2020	12	A] <u>Basic Tally</u> : Introduction to computerized Accounting System, Various soft wares used for computerized accounting system, Tally start up , Tally Screen components, Gateway of Tally, Features and Configuration, Company Creation, Creation of Ledgers , Vouchers , voucher entries. Report Creation: Balance Sheet, P/L Account, Day Book, List of Accounts, Drill down Display, Back-up and Restore Data, Shut down Company, Various Short Keys in Tally .
MAR., 2020	6	B] <u>Pay Roll Accounting</u> : Introduction , Meaning , Pay heads, Salary Emoluments ,Deductions, Company Creation, Features and Configuration for Pay roll , Creation of Various Groups : Employee Cost , Employees Contribution, Attendance Record, Creation of Cost Centre. Various Vouchers Types under Pay roll, Generation of Reports: Pay Slips, Pay sheet, Attendance sheet.
APR., 2021	14	<u>Accounting Standards</u> : AS-4, AS -5, AS- 9,AS-12, AS- 15. <u>Branch Accounts</u> : Introduction , Need of Branch Accounting, Types of Branch Accounting Accounting Methods – A] Debtors Method B] Stock and Debtors Method C] Branch Trading , P/L Account method, D] Goods supply at Cost and Invoice Price Method
MAY.2021	10	B] Stock and Debtors Method

		C] Branch Trading , P/L Account method, D] Goods supply at Cost and Invoice Price Method
JUNE, 2021	12	<u>Accounting of Not for Profit Organization:</u> Introduction , Non – Government Organization, Preparation of Accounts
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2021
 {From 01. 08. 2017 to 30. 11. 2018}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __FYBCOM_____ Div. __E__

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	14	Introduction and Overview of forms of Organization Types and forms, Comparative study, Non commercial organizations, Structure and Principles of Organization
August, 2017	14	Business Practices Meaning, Importance of business practices Business arrangements[Outsourcing, Mergers, Franchise, Turnkey] Joint venture MNC
Sept., 2017	12	Overview of Management Meaning, nature scope role, significance , Importance, Characteristics Need of Management study, skills
Octo., 2017	12	Management Theories Basic concepts of commerce
Nov., 2017	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{ From 01. 12. 2017 to 30.04. 2018 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____FY BCOM_____Div. __A,B

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Business ethics Concept, Meaning, Nature and Types of Business ethics, Importance of ethics Ethical issues in Business
Dec., 2017	8	CSR Concept meaning nature Importance of CSR and recent policies in CSR
Jan., 2018	12	Trade and Industrial Association Meaning and Importance of Trade and Industrial Association Role of Functions of MCCIA and DICCI Role and Functions of CII and FICCI
Feb., 2018	10	Concept of Entrepreneur and Entrepreneurship Meaning definition and evolution Qualities of entrepreneur with analytical study Types of entrepreneurs
March, 2018	12	Role of Importance of entrepreneurship Basic concepts in business and commerce
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2018
{From 01. 08. 2017 to 30. 11. 2018}

Name of the Teacher – Principal Dr C.N.Rawal Subject –Marketing and salesmanship-I
Class : F.Y.B.Com. Div. E

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	16	Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand), Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation , Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions., Significance of marketing, Limitations of Marketing Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.
August, 2017	08	Marketing Research- Concept and Process, Marketing Information System-Concept and Components Unit 3 : Marketing Organisations, Meaning, Definitions, Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation
Sept., 2017	12	Unit 4 : Market Segmentation Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid Target Marketing, Market Positioning
Octo., 2017	8	Unit 5 : Consumer Behaviour Meaning, Definitions, Importance.,Determinants of Consumer Behaviour-Cultural, Personal, Social,
Nov., 2017	8	Psychological, Buying Decision Process, Organisational Buying Behaviour- Meaning, Characteristics Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18

{ From 01. 12. 2017 to 30.04. 2018 }

Name of the Teacher – Principal Dr C.N.Rawal Subject –Marketing and salesmanship-II

Class : F.Y.B.Com. Div. E Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Product mix--meaning of the concept, levels of product, new product development-concept, process, PLC-concept, phases and strategies, Pricing—meaning, definitions, importance, types, factors influencing pricing.....
Dec., 2017	12	.....pricing methods, Place decisions-introduction, definitions, characteristics and role of channel members, channel options. Promotion decisions: Meaning and definitions.....
Jan., 2018	12	.....Importance of IMC, elements-advertisements, sales promotion, public relations, direct selling, publicity, personal selling Internal evaluation
Feb., 2018	10	Recent trends in marketing-concept and characteristics-green marketing, global marketing,
March, 2018	8	services marketing, rural marketing, social marketing, digital marketing, relationship marketing, internal marketing Internal evaluation
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15.10. 2020 to 15.01. 2021 }

Subject –Marketing and salesmanship-I Class : F.Y.B.Com. Div. C

Name of the Teacher –Dr Gautam K.Bengale

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Oct. 2020	16	Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand), Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation , Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions., Significance of marketing, Limitations of Marketing Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.
Nov. 2020	08	Marketing Research- Concept and Process, Marketing Information System-Concept and Components Unit 3 : Marketing Organisations, Meaning, Definitions, Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation
Dec 2020	12	Unit 4 : Market Segmentation Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid Target Marketing, Market Positioning
Jan. 2021	16	Unit 5 : Consumer Behaviour Meaning, Definitions, Importance.,Determinants of Consumer Behaviour-Cultural, Personal, Social, Psychological, Buying Decision Process, Organisational Buying Behaviour- Meaning, Characteristics Internal evaluation

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 01. 09. 2020 to 31. 12. 2020 }

Name of the Teacher –Dr Gautam K.Bengale Subject –Marketing and salesmanship-II

Class : F.Y.B.Com. Div. C Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Sept. 2020	17	Product mix--meaning of the concept, levels of product, new product development--concept, process, PLC--concept, phases and strategies, Pricing—meaning, definitions, importance, types, factors influencing pricing.....
Oct. 2020	16	.....pricing methods, Place decisions-introduction, definitions, characteristics and role of channel members, channel options. Promotion decisions: Meaning and definitions.....
Nov. 2020	06	.....Importance of IMC, elements-advertisements, sales promotion, public relations, direct selling, publicity, personal selling Internal evaluation
Dec. 2020	15	Recent trends in marketing-concept and characteristics-green marketing, global marketing, services marketing, rural marketing, social marketing, digital marketing, relationship marketing, internal marketing Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17/07/2017 to 31/10/2017}

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com **Div-** E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	08	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
August, 2017	16	Office Manager and Organistional Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Sept., 2017	16	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions Role of Public relations officer in modern offices. Modern methods of Public relations
Octo., 2017	16	Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance

TOTAL	56	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – A.S.Bagvan

Subject – Business Administration Class- S.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
July,	8	BUSINESS ADMINISTRATION CONCEPTS Business - Definition, Characteristics, scope & Objectives of business- Economic& Social perspectives
August,	13	Commerce- Meaning, Concept. Trade & Aids to trade- Meaning & Definition of the Terms: Administration, Management and Organization. Functions of Administration FORMS OF BUSINESS ORGANIZATION Sole Proprietorship, Partnership Firm, Limited Liability Partnership, Joint Ventures, Joint Stock Company, Co-operative Society- features, Merits & Limitations. Non Profit joint Stock Company under section 25 of the Companies Act Suitability of a form of organization- Factors determining the suitability of form of Organisation
September,	12	BUSINESS ENVIRONMENT Meaning, Constituents of business environment-Economic, International, Social, Legal, Cultural, Educational, Political, Technological & Natural. Interaction of business & environmental forces. Social Responsibilities
October,	16	BUSINESS PROMOTION Business Unit- Promotion: Concept of promotion, stages in business promotion, Factors affecting location & Size, Present trends in location, size of business unit. Role of Govt in the promotion of SEZ
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – A.S.Bagvan

Subject – Business Administration Class- S.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
December,	14	LEGAL ASPECTS Compliance of legal requirements in promoting business unit, Licensing, Registration, Filing returns & other documents. Important legal provisions governing promotion & establishment of unit.
January	11	PRODUCTIVITY Meaning, Importance & measurement of productivity. Factors affecting productivity, techniques, Measures to boost productivity, Role of National Productivity Council- Product Quality Control ISO-9000, 14000, Quality Circles
February	15	RECENT TRENDS IN BUSINESS MANAGEMENT Liberalisation, Privatization, Globalization -meaning, concept –implications & consequences, SEZ, BPO, KPO and LPO .Public Private Partnership MKCL
March	14	INDUSTRIAL SICKNESS Meaning, definition, symptoms, causes & Consequences of industrial sickness. Role of Government in prevention of industrial sickness. Role of BIFR.
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2018
 {From 01. 08. 2017 to 30. 11. 2017}

Name of the Teacher -A.S.Bagvan

Subject Business Communication_ Class __SYBCOM_____ Div.A and E_

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	18	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2017	6	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2017	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2017	18	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2017	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 01.12.2017 to 31.03.2018 }

Name of the Teacher – ___A.S.Bagvan

Subject -Business Communication_____ Class _____SY BCOM_____Div.A and E

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Technical Skills for Employability Job Letters CV
Dec., 2017	8	GD Interview Skills Manners and Etiquette
Jan., 2018	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2018	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2018	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2018
 {From 01. 08. 2017 to 30. 11. 2018}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __SYBCOM_____ Div.A,B,C_

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	18	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2017	6	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2017	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2017	18	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2017	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 01.12.2017 to 31.03.2018 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____SY BCOM_____Div.A_B,C,

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Technical Skills for Employability Job Letters CV
Dec., 2017	8	GD Interview Skills Manners and Etiquette
Jan., 2018	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2018	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2018	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2018
 {From 01. 08. 2017 to 30. 11. 2017}

Name of the Teacher –Smt. Vedashree Bhide

Subject Business Communication_ Class __SYBCOM_____ Div. C

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	18	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2017	6	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2017	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2017	18	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2017	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 01.12.2017 to 31.03.2018 }

Name of the Teacher – _Smt. Vedashree Bhide

Subject -Business Communication_____ Class _____SY BCOM_____Div.C

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Technical Skills for Employability Job Letters CV
Dec., 2017	8	GD Interview Skills Manners and Etiquette
Jan., 2018	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2018	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2018	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-2018
 {From 01. 08. 2017 to 30. 11. 2017}

Name of the Teacher –Dr. Varsha H. Deshpande

Subject Business Communication_ Class __SYBCOM_____ Div. D

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	18	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2017	6	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2017	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2017	18	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2017	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 01.12.2017 to 31.03.2018 }

Name of the Teacher – Dr. Varsha H. Deshpande

Subject -Business Communication _____ Class _____ SY BCOM _____ Div.D

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2017	10	Technical Skills for Employability Job Letters CV
Dec., 2017	8	GD Interview Skills Manners and Etiquette
Jan., 2018	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2018	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2018	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2018	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Sanvidhan Sonawane

Subject – Business Entrepreneurship Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July,	8	<p>Entrepreneur & Entrepreneurship Definition, meaning - functions of an entrepreneur - Need & importance of Entrepreneurship - Problem of unemployment - importance of wealth creation - Enterprise v/s Entrepreneurship</p>
August,	13	<p>- Self-employment v/s Entrepreneurship - Entrepreneurial Competencies - Behavioral pattern of an Entrepreneur - Entrepreneurial Motives - David C. McClelland's Theory of Need for Achievement & Kakinada Experiment</p> <p>Study of Biographies of Entrepreneurs (Co- operatives sector) 1. Dr. Vitthalrao Vikhe Patil, Pravranagar 2. Karamveer Bhaurao Patil, Satara 3. Shree. Bhausahab Hire, Nashik 4. Sahkar Maharshi Bhausahab Santuji Thorat, Sangamner 5. Shree Ratnappa Kumbhar, Sangali 6. Shree Dhanjajrao Gadgil, Pune</p>
September,	12	<p>Creativity & Innovation Creativity – meaning - Creativity Process - Techniques & tools of creativity Innovation: Meaning - Sources of innovation – Peter</p>

		Drucker’s Principles of innovation - Do’s & Don’ts of innovation
October,	16	Business Ethics & Social Responsibility of Business Business goals - Social responsibility - Business Ethics – Social responsibility towards their stakeholders: Investors – Owners – employees - Govt. & Society at large - Leadership by Example - Code of ethics - Ethical structure – Social Audit Brief introduction to corporate Governance
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Sanvidhan Sonawane

Subject – Business Entrepreneurship Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	Group Entrepreneurship Concept - meaning & significance - Individual Entrepreneurship v/s Group Entrepreneurship - Advantages & disadvantages of Group Entrepreneurship Self-Help group - Definition - meaning & Evolution - Nature - scope of – SHG - Administration functions & operation SHG's - Do's & Don'ts with suitable illustration of Self-Help group
January 2018	11	Various Entrepreneurial opportunities - Role of service sector in national Economy Types of service ventures, Service - industry management, Success factors in service ventures - Opportunities to service industry in rural & urban Areas Distinction between service industry & manufacturing industries.
February 2018	15	Franchising – Definition - meaning & Types - Advantages to the franchisee & franchisor - Franchisee Relationship Steps in starting franchisee - Cautions in franchising - Business process outsourcing
March 2018	14	Challenges in Entrepreneurship Development Challenges-Social, Cultural, Educational, political, economical, International situation, Cross Cultural aspects Measures & Challenges of globalization & entrepreneurship development in India
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr. Rajshree D. Gokhale

Subject – Business Management Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July,	8	OVERVIEW OF MANAGEMENT Meaning, Definition, Management: Is it Science, Art or profession? Characteristics of Professional Management. The need of Management Study. Process of Management, Level Of Management, Managerial Skills, Challenges
August,	13	before management , Brief Review of Management Thought with reference to FW Taylor & Henry Fayol PLANNING & DECISION MAKING Planning-Meaning, Definition, Nature, Importance, Forms, Types Of Planning, Steps in Planning, Limitations Of Planning. Forecasting-Meaning & Techniques. Decision Making- Meaning, Types Of Decisions & Steps In Decision Making.
September,	12	ORGANIZATION & STAFFING Meaning, Process & Principles, Departmentalization, Organization Structure, Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization verses Decentralization, Team Work. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment.
October,	16	DIRECTION & COMMUNICATION Direction- Meaning, Elements, Principles, Techniques & importance..

		Communication-Meaning, Types, Process of Communication & importance of effective Communication. Barriers to Communication.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr. Rajshree D. Gokhale

Subject – Business Management Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	MOTIVATION Meaning, importance, Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory.
January 2018	11	LEADERSHIP Meaning, Importance, Qualities & Functions of a Leader, Leadership Styles for Effective Management .Contribution of Mahatma Gandhi, Dr. Babasaheb Ambedkar & Pandit Jawaharlal Neharu
February 2018	15	CO-ORDINATION AND CONTROL Meaning and Need , Techniques of establishing Co-ordination, difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
March 2018	14	RECENT TRENDS IN BUSINESS MANAGEMENT Business Ethics, Corporate Social Responsibility, Corporate Governance, Disaster Management, Management of Change
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Sanvidhan Sonawane

Subject – Business Management Class- S.Y. B.com Division- C & D

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	OVERVIEW OF MANAGEMENT Meaning, Definition, Management: Is it Science, Art or profession? Characteristics of Professional Management. The need of Management Study. Process of Management, Level Of Management, Managerial Skills, Challenges
August, 2017	13	before management , Brief Review of Management Thought with reference to FW Taylor & Henry Fayol PLANNING & DECISION MAKING Planning-Meaning, Definition, Nature, Importance, Forms, Types Of Planning, Steps in Planning, Limitations Of Planning. Forecasting-Meaning & Techniques. Decision Making- Meaning, Types Of Decisions & Steps In Decision Making.
September, 2017	12	ORGANIZATION & STAFFING Meaning, Process & Principles, Departmentalization, Organization Structure, Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization verses Decentralization, Team Work. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment.
October, 2017	16	DIRECTION & COMMUNICATION Direction- Meaning, Elements, Principles, Techniques & importance..

		Communication-Meaning, Types, Process of Communication & importance of effective Communication. Barriers to Communication.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Sanvidhan Sonawane

Subject – Business Management Class- S.Y. B.com Division- C & D

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	MOTIVATION Meaning, importance, Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory.
January 2018	11	LEADERSHIP Meaning, Importance, Qualities & Functions of a Leader, Leadership Styles for Effective Management .Contribution of Mahatma Gandhi, Dr. Babasaheb Ambedkar & Pandit Jawaharlal Neharu
February 2018	15	CO-ORDINATION AND CONTROL Meaning and Need , Techniques of establishing Co-ordination, difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
March 2018	14	RECENT TRENDS IN BUSINESS MANAGEMENT Business Ethics, Corporate Social Responsibility, Corporate Governance, Disaster Management, Management of Change
TOTAL	54	

Date -

Sign. of Teacher -----

Sign. of HOD -----

Name of the HOD-

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Management Class- S.Y. B.com Division- A

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July,	8	OVERVIEW OF MANAGEMENT Meaning, Definition, Management: Is it Science, Art or profession? Characteristics of Professional Management. The need of Management Study. Process of Management, Level Of Management, Managerial Skills, Challenges
August,	13	before management , Brief Review of Management Thought with reference to FW Taylor & Henry Fayol PLANNING & DECISION MAKING Planning-Meaning, Definition, Nature, Importance, Forms, Types Of Planning, Steps in Planning, Limitations Of Planning. Forecasting-Meaning & Techniques. Decision Making- Meaning, Types Of Decisions & Steps In Decision Making.
September,	12	ORGANIZATION & STAFFING Meaning, Process & Principles, Departmentalization, Organization Structure, Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization verses Decentralization, Team Work. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment.
October,	16	DIRECTION & COMMUNICATION Direction- Meaning, Elements, Principles, Techniques & importance..

		Communication-Meaning, Types, Process of Communication & importance of effective Communication. Barriers to Communication.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2018}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Management Class- S.Y. B.com Division- A

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	MOTIVATION Meaning, importance, Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory.
January 2018	11	LEADERSHIP Meaning, Importance, Qualities & Functions of a Leader, Leadership Styles for Effective Management .Contribution of Mahatma Gandhi, Dr. Babasaheb Ambedkar & Pandit Jawaharlal Neharu
February 2018	15	CO-ORDINATION AND CONTROL Meaning and Need , Techniques of establishing Co-ordination, difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
March 2018	14	RECENT TRENDS IN BUSINESS MANAGEMENT Business Ethics, Corporate Social Responsibility, Corporate Governance, Disaster Management, Management of Change
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr. Varsha H. Deshpande

Subject – Business Management Class- S.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	OVERVIEW OF MANAGEMENT Meaning, Definition, Management: Is it Science, Art or profession? Characteristics of Professional Management. The need of Management Study. Process of Management, Level Of Management, Managerial Skills, Challenges
August, 2018	13	before management , Brief Review of Management Thought with reference to FW Taylor & Henry Fayol PLANNING & DECISION MAKING Planning-Meaning, Definition, Nature, Importance, Forms, Types Of Planning, Steps in Planning, Limitations Of Planning. Forecasting-Meaning & Techniques. Decision Making- Meaning, Types Of Decisions & Steps In Decision Making.
September, 2018	12	ORGANIZATION & STAFFING Meaning, Process & Principles, Departmentalization, Organization Structure, Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization verses Decentralization, Team Work. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment.
October, 2018	16	DIRECTION & COMMUNICATION Direction- Meaning, Elements, Principles, Techniques & importance..

		Communication-Meaning, Types, Process of Communication & importance of effective Communication. Barriers to Communication.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr. Varsha H. Deshpande

Subject – Business Management Class- S.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	MOTIVATION Meaning, importance, Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory.
January 2019	11	LEADERSHIP Meaning, Importance, Qualities & Functions of a Leader, Leadership Styles for Effective Management .Contribution of Mahatma Gandhi, Dr. Babasaheb Ambedkar & Pandit Jawaharlal Neharu
February 2019	15	CO-ORDINATION AND CONTROL Meaning and Need , Techniques of establishing Co-ordination, difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
March 2019	14	RECENT TRENDS IN BUSINESS MANAGEMENT Business Ethics, Corporate Social Responsibility, Corporate Governance, Disaster Management, Management of Change
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr. R. P. Kuchekar

Subject – Elements of Company Law Class SY Div.- A and C

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association: formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company.
August, 2017	15	Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus, types of Shares, issues ,allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system.
Sept., 2017	7	Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Octo., 2017	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Nov., 2017	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2017-18
{ From 01-12-2017 to 31-03-2018 }

Name of the Teacher – Dr. R. P. Kuchekar

Subject -Elements of Company Law Class SY B. Com Div. A and C

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2017	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Dec., 2017	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
Jan., 2018	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
Feb., 2018	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
March, 2018	5	Winding Up 10 Lectures Concept and modes of winding up, Liquidator,
March, 2018	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Elements of Company Law Class SY Div.- B, D & E

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association: formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company.
August, 2017	15	Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus, types of Shares, issues ,allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system.
Sept., 2017	7	Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Octo., 2017	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Nov., 2017	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2017-18
{ From 01-12-2017 to 31-03-2018 }

Name of the Teacher –Mr. Vijay Arvind Salunke

Subject -Elements of Company Law Class SY B. Com Div. B, D & E

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2017	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Dec., 2017	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
Jan., 2018	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
Feb., 2018	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
March, 2018	5	Winding Up 10 Lectures Concept and modes of winding up, Liquidator,
March, 2018	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –A. M. Puranik

Subject – Corporate Accounting Class- S.Y. B.com Division- B & C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standard 5, 6 and 10 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems
August, 2017	12	Accounting Standard 14 and 21 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems AS- 10, 14 and 21 Company Final Account - Chapter Introduction and theoretical Background -Forms and Contains as per Provisions of Companies Act 2013
Sept., 2017	14	Company Final Account -Revised schedule VI Practical Problems 1 to 12
Octo., 2017	12	Liquidation of Companies Introduction of Chapter, types of Liquidation -Preparation of Liquidators Final Statement of Account -Preparation of Statement of Affairs and Deficiency Account - Computerized Accounting Practices Conceptual background - (a) Inventory Accounting (b)

		Payroll Accounting (c) MIS Reports including Demonstration and Hands Experience.
Total	46	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher –A. M. Puranik

Subject – Corporate Accounting Class- S.Y. B.com Division- B & C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Accounting for Amalgamation, Absorption and External Reconstruction of Companies:- Meaning- Vendor and Purchasing Companies- Purchase Consideration. Accounting entries- and Preparation of Balance Sheet after Amalgamation, Absorption and External Reconstruction.
January, 2018	12	Accounting for Internal Reconstruction:- Meaning- Alteration of Share Capital, Reduction of Share Capital- Accounting Entries and preparation of Balance Sheet After Internal Reconstruction
February, 2018	15	Holding Company Account:- Preparation of consolidated Balance sheet of Holding Company with one subsidiary only. Adjustment of intercompany transactions, unrealized profit of stock.
March, 2018	15	Valuations of Shares:- Concept of Valuation, Need for Valuation, Special Factors affecting Valuation of Shares, Methods of Valuation - (a) Net Assets Method, (b) Yield Basis Method, (c) Fair Value Method.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr. Kishor S. Bhosale

Subject – Corporate Accounting Class- S.Y. B.com Division- C and D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standard 5, 6 and 10 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems
August, 2017	12	Accounting Standard 14 and 21 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems AS- 10, 14 and 21 Company Final Account - Chapter Introduction and theoretical Background -Forms and Contains as per Provisions of Companies Act 2013
Sept., 2017	14	Company Final Account -Revised schedule VI Practical Problems 1 to 12
Octo., 2017	12	Liquidation of Companies Introduction of Chapter, types of Liquidation -Preparation of Liquidators Final Statement of Account -Preparation of Statement of Affairs and Deficiency Account - Computerized Accounting Practices Conceptual background - (a) Inventory Accounting (b)

		Payroll Accounting (c) MIS Reports including Demonstration and Hands Experience.
Total	46	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr. Kishor S. Bhosale

Subject - Corporate Accounting Class- S.Y. B.com Division- C&D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Accounting for Amalgamation, Absorption and External Reconstruction of Companies:- Meaning- Vendor and Purchasing Companies- Purchase Consideration. Accounting entries- and Preparation of Balance Sheet after Amalgamation, Absorption and External Reconstruction.
January, 2018	12	Accounting for Internal Reconstruction:- Meaning- Alteration of Share Capital, Reduction of Share Capital- Accounting Entries and preparation of Balance Sheet After Internal Reconstruction
February, 2018	15	Holding Company Account:- Preparation of consolidated Balance sheet of Holding Company with one subsidiary only. Adjustment of intercompany transactions, unrealized profit of stock.
March, 2018	15	Valuations of Shares:- Concept of Valuation, Need for Valuation, Special Factors affecting Valuation of Shares, Methods of Valuation - (a) Net Assets Method, (b) Yield Basis Method, (c) Fair Value Method.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Smt. Manjusha V Gokhale

Subject – Corporate Accounting Class- S.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standard 5, 6 and 10 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems
August, 2017	12	Accounting Standard 14 and 21 1 Introduction 2 Concepts and Legal Frame work 3 Important Provisions - Practical Problems AS- 10, 14 and 21 Company Final Account - Chapter Introduction and theoretical Background -Forms and Contains as per Provisions of Companies Act 2013
Sept., 2017	14	Company Final Account -Revised schedule VI Practical Problems 1 to 12
Octo., 2017	12	Liquidation of Companies Introduction of Chapter, types of Liquidation -Preparation of Liquidators Final Statement of Account -Preparation of Statement of Affairs and Deficiency Account - Computerized Accounting Practices Conceptual background - (a) Inventory Accounting (b)

		Payroll Accounting (c) MIS Reports including Demonstration and Hands Experience.
Total	46	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher –Smt. Manjusha V Gokhale

Subject – Corporate Accounting Class- S.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Accounting for Amalgamation, Absorption and External Reconstruction of Companies:- Meaning- Vendor and Purchasing Companies- Purchase Consideration. Accounting entries- and Preparation of Balance Sheet after Amalgamation, Absorption and External Reconstruction.
January, 2018	12	Accounting for Internal Reconstruction:- Meaning- Alteration of Share Capital, Reduction of Share Capital- Accounting Entries and preparation of Balance Sheet After Internal Reconstruction
February, 2018	15	Holding Company Account:- Preparation of consolidated Balance sheet of Holding Company with one subsidiary only. Adjustment of intercompany transactions, unrealized profit of stock.
March, 2018	15	Valuations of Shares:- Concept of Valuation, Need for Valuation, Special Factors affecting Valuation of Shares, Methods of Valuation - (a) Net Assets Method, (b) Yield Basis Method, (c) Fair Value Method.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing I Class- S.Y. B.com Division- A & D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Basics Of Cost Accounting- Concept of Cost, Costing, Cost Accounting and Cost Accountancy. Limitations of Financial Accounting. Origin of Costing. Objectives of Costing.
August, 2017	13	Advantages & Limitations of Costing. Difference Between Financial Accounting and Cost Accounting. Cost Units and Cost Center. Elements Of Cost – Material, Labour and other Expenses. Classification of Costs. Preparation of Cost Sheet, Quotation, Tenders.
September,	12	Material Control Need and Essentials of Material Control. Functions of Purchase Department.
October, 2017	16	Purchase Procedure. Purchase Documentation. Stock Levels. Economic Order Quantity. (EOQ)
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing I Class- S.Y. B.com Division- A & D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	Material Accounting Stores Location and Layout. Types of Stores Organization. Classification and Codification of Material. Stores and Material Records – Bin Card, & Store Ledger etc. Issue of Material and Pricing Methods of Issue of Material:- (a) FIFO. (b) LIFO. (c) Simple Average Methods. (d) Weighted Average Methods. Stock valuation, Use of computer in store Accounting.
January 2018	11	Inventory Control Stock Taking, Periodic and Perpetual Method. ABC Analysis. Inventory Ratios.
February 2018	15	Labour Cost, Remuneration And Incentives Records & Methods Of Time Keeping and Time Booking Study of New Methods. Methods Of Remuneration- _ Time Rate System, _ Piece Rate system, _ Taylor's Differential Piece rate System. Incentive Plan- Halsay Premium Plan, Rowan Premium Plan.

		_ Group Bonus Schemes.
March 2018	14	Other Aspects Of Labour Labour Turnover. Job Analysis & Job Evaluation Key. Merit Rating. Direct Cost Concept and Illustrations.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing I Class- S.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Basics Of Cost Accounting- Concept of Cost, Costing, Cost Accounting and Cost Accountancy. Limitations of Financial Accounting. Origin of Costing. Objectives of Costing.
August, 2017	13	Advantages & Limitations of Costing. Difference Between Financial Accounting and Cost Accounting. Cost Units and Cost Center. Elements Of Cost – Material, Labour and other Expenses. Classification of Costs. Preparation of Cost Sheet, Quotation, Tenders.
September, 2017	12	Material Control Need and Essentials of Material Control. Functions of Purchase Department.
October, 2017	16	Purchase Procedure. Purchase Documentation. Stock Levels. Economic Order Quantity. (EOQ)
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing I Class- S.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	<p>Material Accounting Stores Location and Layout. Types of Stores Organization. Classification and Codification of Material. Stores and Material Records – Bin Card, & Store Ledger etc. Issue of Material and Pricing Methods of Issue of Material:- (a) FIFO. (b) LIFO. (c) Simple Average Methods. (d) Weighted Average Methods. Stock valuation, Use of computer in store Accounting.</p>
January 2018	11	<p>Inventory Control Stock Taking, Periodic and Perpetual Method. ABC Analysis. Inventory Ratios.</p>
February 2018	15	<p>Labour Cost, Remuneration And Incentives Records & Methods Of Time Keeping and Time Booking Study of New Methods. Methods Of Remuneration- _ Time Rate System, _ Piece Rate system, _ Taylor's Differential Piece rate System. Incentive Plan- Halsay Premium Plan, Rowan Premium Plan.</p>

		_ Group Bonus Schemes.
March 2018	14	Other Aspects Of Labour Labour Turnover. Job Analysis & Job Evaluation Key. Merit Rating. Direct Cost Concept and Illustrations.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing I Class- S.Y. B.com Division- C

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Basics Of Cost Accounting- Concept of Cost, Costing, Cost Accounting and Cost Accountancy. Limitations of Financial Accounting. Origin of Costing. Objectives of Costing.
August, 2017	13	Advantages & Limitations of Costing. Difference Between Financial Accounting and Cost Accounting. Cost Units and Cost Center. Elements Of Cost – Material, Labour and other Expenses. Classification of Costs. Preparation of Cost Sheet, Quotation, Tenders.
September, 2017	12	Material Control Need and Essentials of Material Control. Functions of Purchase Department.
October, 2017	16	Purchase Procedure. Purchase Documentation. Stock Levels. Economic Order Quantity. (EOQ)
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing I Class- S.Y. B.com Division- C

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	<p>Material Accounting Stores Location and Layout. Types of Stores Organization. Classification and Codification of Material. Stores and Material Records – Bin Card, & Store Ledger etc. Issue of Material and Pricing Methods of Issue of Material:- (a) FIFO. (b) LIFO. (c) Simple Average Methods. (d) Weighted Average Methods. Stock valuation, Use of computer in store Accounting.</p>
January 2018	11	<p>Inventory Control Stock Taking, Periodic and Perpetual Method. ABC Analysis. Inventory Ratios.</p>
February 2018	15	<p>Labour Cost, Remuneration And Incentives Records & Methods Of Time Keeping and Time Booking Study of New Methods. Methods Of Remuneration- _ Time Rate System, _ Piece Rate system, _ Taylor's Differential Piece rate System. Incentive Plan- Halsay Premium Plan, Rowan Premium Plan.</p>

		_ Group Bonus Schemes.
March 2018	14	Other Aspects Of Labour Labour Turnover. Job Analysis & Job Evaluation Key. Merit Rating. Direct Cost Concept and Illustrations.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Shailaja Desai

Subject – Business Economics (Macro) Class- S.Y. B.com Division- D and E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics</p> <p>2 Micro and Macro economics</p> <p>3 Macroeconomics variable and concepts.</p> <ul style="list-style-type: none"> - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import) <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income</p> <ul style="list-style-type: none"> - Three sector model (including government and taxation) - Four sector model (Export and Import)
August, 2017	15	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income</p> <p>2.3 Real and Nominal GDP/ GNP</p> <p>2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure)</p> <p>2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money</p> <p>3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin's Portfolio approach
Sept., 2017	7	<ul style="list-style-type: none"> -Baumol's Inventory approach -Friedman's theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI's money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
Octo., 2017	8	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
Nov.,		

2017	10	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Shailaja Desai

Subject – Business Economics (Macro) Class- S.Y. B.com Division- D and E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2018	12	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February, 2018	15	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p> <p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p>
March, 2018	15	<p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –MS. M.GHOSH

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics</p> <p>2 Micro and Macro economics</p> <p>3 Macroeconomics variable and concepts.</p> <ul style="list-style-type: none"> - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import) <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income</p> <ul style="list-style-type: none"> - Three sector model (including government and taxation) - Four sector model (Export and Import)
August, 2017	15	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income</p> <p>2.3 Real and Nominal GDP/ GNP</p> <p>2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure)</p> <p>2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money</p> <p>3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin’s Portfolio approach
Sept., 2017	7	<ul style="list-style-type: none"> -Baumol’s Inventory approach -Friedman’s theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI’s money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
Octo., 2017	8	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
Nov.,		

2017	10	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – MS. M.GHOSH

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2018	12	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February, 2018	15	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p> <p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p>
March, 2018	15	<p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –S. V. Waghmare

Subject – Business Economics (Macro) Class- S.Y. B.com Division- B & C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics</p> <p>2 Micro and Macro economics</p> <p>3 Macroeconomics variable and concepts.</p> <ul style="list-style-type: none"> - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import) <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income</p> <ul style="list-style-type: none"> - Three sector model (including government and taxation) - Four sector model (Export and Import)
August, 2017	15	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income</p> <p>2.3 Real and Nominal GDP/ GNP</p> <p>2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure)</p> <p>2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money</p> <p>3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin's Portfolio approach
Sept., 2017	7	<ul style="list-style-type: none"> -Baumol's Inventory approach -Friedman's theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI's money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
Octo., 2017	8	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
Nov.,		

2017	10	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher - S. V. Waghmare

Subject – Business Economics (Macro) Class- S.Y. B.com Division- B & C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2018	12	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February, 2018	15	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p> <p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p>
March, 2018	15	<p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- B & C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	15	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics</p> <p>2 Micro and Macro economics</p> <p>3 Macroeconomics variable and concepts.</p> <ul style="list-style-type: none"> - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import) <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income</p> <ul style="list-style-type: none"> - Three sector model (including government and taxation) - Four sector model (Export and Import)
August, 2017	15	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income</p> <p>2.3 Real and Nominal GDP/ GNP</p> <p>2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure)</p> <p>2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money</p> <p>3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin's Portfolio approach
Sept., 2017	7	<ul style="list-style-type: none"> -Baumol's Inventory approach -Friedman's theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI's money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
Octo., 2017	8	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
Nov.,		

2017	10	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- B & C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2018	12	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February, 2018	15	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p> <p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p>
March, 2018	15	<p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017-18
{From 05. 07. 2017 to 30. 10. 2017}

Name of the Teacher - Deepak Powdel

Subject – Business Economics (Macro) Class- S.Y. B.com Division- C & E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July 2017	12	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics 2 Micro and Macro economics 3 Macroeconomics variable and concepts. - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import)</p> <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income - Three sector model (including government and taxation) - Four sector model (Export and Import)</p>
August 2017	14	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income 2.3 Real and Nominal GDP/ GNP 2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure) 2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money 3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin’s Portfolio approach
September 2017	15	<ul style="list-style-type: none"> -Baumol’s Inventory approach -Friedman’s theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI’s money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
October 2017	13	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2017-18
{From 04. 12. 2017 to 31. 03. 2018}

Name of the Teacher -Deepak Powdel

Subject – Business Economics (Macro) Class- S.Y. B.com Division- C & E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2017	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2018	14	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February 2018	13	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson’s theory of Business Cycle - Hicks’s theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p>
March 2018	15	<p>Post Keynesian/ Growth models</p> <ul style="list-style-type: none"> 4.1 Factors determining economic growth 4.2 Harrod Domar Model 4.3 Solow Model – Neo classical model 4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati) <p>Macro-Economic Policy (MEP)</p> <ul style="list-style-type: none"> 5.1 Objectives of MEP (Growth, Employment and Price Stability) 5.2 Monetary and Fiscal policy to stabilize economy 5.3 Monetary policy by rule (MPC) <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting 5.4 Measures to encourage savings and investments
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management Class- S.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Elements of Marketing Management: Meaning, Nature and Scope of Marketing Management - Components of Marketing Management - Marketing Management Philosophy
August, 2017	13	- Marketing Characteristics in Indian context - Marketing Management process –Marketing Planning. Current Marketing Environment in India : A) with special reference to Liberalization, Globalization and Privatization economic environment- demographic- technological - natural - political – socio cultural. B) Change in market practices- global marketing- case studies
September, 2017	12	Marketing Communications – Meaning, Definition and objectives - Marketing Communication Mix- Traditional Media-New Age Media- Marketing Communication through product cues – Different forms of appeal for communication.
October, 2017	16	Services Marketing :- Unique features of Services - classification of services – Growth of Services: The global and the Indian scene- new generation services – tasks involved in services marketing.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management Class- S.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	E- Marketing:- Meaning, Definition and utility of e-marketing. Advantages, limitations and Challenges before e – marketing. Online and Offline marketing, Present status of e-marketing in India, Scope for e -marketing in Indian scenario – online marketing strategies
January 2018	11	Rural Marketing:- Introduction – basic features – contemporary rural marketing environment problems, challenges and marketing strategies – present status of rural marketing in India.
February 2018	15	Green Marketing:- Meaning, Definition and Importance - Role of Marketing Manager in Green Marketing- Marketing mix of green marketing – principles of success of green products – case studies.
March 2018	14	Consumer Behavior and Buying decision process: Definition- consumer behavior and marketing – factors influencing consumer behavior and buying decision- various buying motives – stages involved in buying decision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Roshan More

Subject – Business Statistic I Class- S.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Theory of Attributes (up to order three only): Introduction Classification, Notation, dichotomy, types of classes, Order of a class, dot operator to find relation between class frequency (up to order three)
August, 2017	12	Fundamental set of class frequencies, Consistency up to three attributes, Independent and Association of two attributes, Yule's Coefficient of association, example and problems. Multiple Regression, Multiple and Partial Correlation: Introduction, Multiple Regression, Statement of equation of plane of regression of X1 on X2 and X3. Standard Error of Estimate, Partial and Multiple Correlation, Advantages and limitations of multiple Correlation Analysis. example and problems
Sept., 2017	14	Vital Statistics : Introduction, Methods of collecting vital Statistics, Mortality rates : CDR, ASDR, STDR (direct method), Fertility rates: CBR, ASFR, TFR, GFR Population Growth rate: GRR and NRR, example and problems
Octo., 2017	14	Life Tables: Introduction, Construction of life table, functions (l_x , L_x , p_x , q_x , e_x , T_x) and their interpretation, Expectation of life, example and problems.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Roshan More

Subject – Business Statistics I Class- S.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Time Series: Introduction, Definition, Components of Time Series, The Trend, Seasonal variation , Cyclical variation, Irregular variation, Methods of estimating Trends, Moving averages (with periods 3,4,5), Fitting of trend line and second degree curve, Exponential smoothing, Example and problems
January, 2018	12	Simplex Method: Definition of Linear programming problem , Canonical and standard form duality relation between primal an dual, example and problems on simplex method two iterations only, meaning of unbounded solution, basic feasible solution, alternate solution, degenerate solution
February, 2018	15	Transportation Problem (T.P). / optimization (only minimization): Introduction, balanced and unbalanced TP, Initial Basic Feasible Solution IBFS using NWCR, MMM, VAM, Optimal solution using MODI method. Example and problems.
March, 2018	15	Assignment Problem (A.P): Introduction, concept minimization and maximization, Hungarian method example and problems
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Joshi

Subject – Voc. Tax III

Class SY

Div.- B

Name of the Department-

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	8	Income under the head Income from House Property (Sec.22 to 27) (Theory and practical)
August, 2017	14	Income under the head Profit and Gains of Business or Profession (Sec.28 to 44D) (theory and practical) Income under the head Capital Gain (Sec.45 to 55A) (theory and practical)
Sept., 2017	14	Income under the head Income from Other Sources (Sec.56 to 59) (Theory and practical) Clubbing of Income (Sec. 60 to 65) Set off or carry forward of losses (Sec.70 to 80)
Octo., 2017	14	Deduction from Gross Total Income Chapter VI A (Sec. 80C to 80U) (Theory and practical)
TOTAL	50	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2017-18
{ From 01-12-2017 to 31-03-2018 }

Name of the Teacher – Joshi

Subject – Voc. Tax III

Class SY

Div.- B

Name of the Department-

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2017	12	Assessment of Individual, HUF, Partnership Firm (Practical problems)
Jan., 2018	14	Returns of Income and Procedure of Assessment (Sec. 139 to 154) E-Filing of various returns Deduction of Tax, Collection of Tax at Source E-payment of income tax (Sec. 190 to 206C), Advanced payment of Income Tax (Sec.207 to 211,218, 219)
Feb., 2018	14	Interest payable by or to assesses (Sec.201, 220,234A, 234B, 234C & 244A), Refund under Income Tax (Sec.237 to 241)
March, 2018	14	Provision for Appeal and Revisions (Sec 246 to 264) , Income Tax Authorities their Powers and Duties (Sec.116 to 119)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Joshi

Subject – Voc. Tax IV

Class SY

Div.- B

Name of the Department-

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	8	Regulatory frame work and overview of Wealth Tax Act, 1957
August, 2017	14	Chargeability and inapplicability of wealth tax Act Important terms and definitions Valuation Date, Assessment Year, Meaning of Asset, Deemed Asset, Exempted Asset and Net Wealth Valuation of Building, Jewellery, Self acquired Property and other asset
Sept., 2017	14	Computation of net wealth and wealth tax liability Provision of Wealth tax From Sec 3 to Sec 47 & Schedule 1, 2, 3 Mainly Charge of Wealth tax,
Octo., 2017	14	payment Taxable Asset, Deemed Asset, Exempted Asset, Valuation of Asset, return of Wealth Tax, Assessment Procedure and Penalties, etc Local body tax10 1) Meaning and scope of LBT 2) Chargeability of LBT 3) Registration and payments for LBT 4) Return under LBT 5) Penalties under LBT
TOTAL	50	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2017-18
{ From 01-12-2017 to 31-03-2018 }

Name of the Teacher – Joshi

Subject – Voc. Tax IV

Class SY

Div.- B

Name of the Department-

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2017	12	SERVICE TAX- Meaning, nature, scope, importance, need, features, Service Tax and Basic concepts
Jan., 2018	14	Constitutional validity of Service Tax, Extent and application of Service Tax u/s 64 Basic of charge of Service Tax u/s 65, Classification of taxable services , Valuation of taxable services , Registration Procedure under service tax , Exemption under service tax , E-Payment of Service tax, Administration of Service Tax, E-Filing of return and procedure for E-filing
Feb., 2018	14	Regulatory frame work an overview of Service Tax Act, 1994, and Service Tax Rule, 1994, Role of Chartered Accountant for Compliance of Service Tax Books – Service Tax Act and Rule 1994
March, 2018	14	PROFESSION TAX ACT, 1975 1. Purpose and scope of Maharashtra state profession tax Act 2. Concepts and important definitions Levy of profession tax and composition scheme PROFESSION TAX ACT, 1975 3. Registration under profession tax and tax on employees 4. Returns under profession tax 5. Penalties and interest under profession tax
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Smt. Smruti Patwardhan

Subject – Audit and Taxation Class- T.Y.B.com Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Introduction to Principles of Auditing and Audit Process. Definition, Nature-objects-Advantages of Auditing-Types of errors and frauds Various Classes of Audit.
August, 2017	13	Audit programme, Audit Note Book, Working Papers, Internal Control-Internal Check-Internal Audit Checking, Vouching and Audit Report Test checking-Vouching of Cash Book-Verification and Valuation of Assets and Liabilities. Qualified and Clean Audit Report-Audit Certificate-Difference between Audit Report and Audit Certificate. Auditing and Assurance Standards. (AAS- 1,2,3,4,5,28,29)
September, 2017	12	Company Auditor Qualification, Disqualifications, Appointment, Removal, Rights, Duties and liabilities. Tax Audit Definition of Accountant-Scope of Auditor's Role under Income Tax Act Compulsory Tax Audit- Certification for Claiming exemptions- Selective Tax Audit Tax Consultancy and Representation- Proforma of Computerized Systems.
October, 2017	16	Audit of Computerized Systems Auditing in an EDP environment-planning an audit in a computer Environment - problems encountered in an EDP environment- General EDP Control – EDP Application Control- System Development- Data transfer- Audit practice in relation to computerized systems-Computer

		Assisted Audit Techniques (Factors and Preparation of CAAT)
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Smt. Smruti Patwardhan

Subject – Audit and Taxation Class- T.Y.B.com Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	Important Concepts and Definitions under Income Tax Act-1961. Income, Person, Assessee, Assessment year, Pervious year, Agricultural Income, Exempted Income, Residential Status of an Assessee, PAN, TAN
January 2018	11	Computation of Taxable Income under the different Heads of Income a. Income from Salary – Meaning of salary, Salient features of salary Allowances and tax Liability- Perquisites and their Valuation- Deductions from salary. (Theory and Problems)
February 2018	15	b. Income from House Property Basis of Chargeability Annual Value Self occupied and let out property Deductions allowed (Theory and Problems) c. Profits and Gains of Business and Professions Definitions, Deductions expressly allowed and disallowed (Theory And Problems) d. Capital Gains Chargeability-definitions-Cost of Improvement, Short term and long term Capital gains (Theory only) e. Income from other sources- Chargeability - deductions - Amounts not deductible.(Theory only)
March	14	Computation of Total Taxable Income of an Individual Gross total Income-deductions u/s-80C, 80ccc to 80 U –

2018		<p>Income Tax calculation- (Rates applicable for respective Assessment year) Education cess</p> <p>Miscellaneous</p> <p>Tax deducted at source-Return of Income-Advance payment of Tax methods of payment of tax-Forms of Return-Refund of Tax. (Theory)</p> <p>Income Tax Authorities</p> <p>Structure, Functions and powers of various Income Tax Authorities. (Administrative and Judicial), Central Board of Direct Taxes.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –A. M. Puranik

Subject – Advanced Accounting Class- T.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2017	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2017	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2017		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher –A. M. Puranik

Subject – Advanced Accounting Class- T.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2018	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2018	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2018	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Dr. Kishor S. Bhosale

Subject – Advanced Accounting Class- T.Y. B.com Division- A and D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2017	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2017	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2017		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Dr. Kishor S. Bhosale

Subject – Advanced Accounting Class- T.Y. B.com Division- A and D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2018	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2018	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2018	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Smt. Manjusha V Gokhale

Subject – Advanced Accounting Class- T.Y. B.com Division- B and C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2017	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2017	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2017		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Manjusha V Gokhale

Subject – Advanced Accounting Class- T.Y. B.com Division- B and C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2018	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2018	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2018	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Administration Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	<p>Human Resource function</p> <p>1.1 Meaning, Objectives of Human Resource Function, Difference between H.R.M. and H.R.D.</p> <p>1.2 Organization, Scope and functions of Human Resource Department in Modern Business.</p>
August, 2017	13	<p>1.3 Human Resource Planning – Nature and Scope, Job analysis – Job Description - Job specification.</p> <p>1.4 Emerging Concept of H.R.D. – Quality Circles –Kaizen – Voluntary Retirement Schemes.</p> <p>Recruitment and Training</p> <p>2.1 Methods or sources of Recruitment of manpower, Role of Recruitment Agencies- Selection Process.</p> <p>2.2 Types of Interviews- Interview Techniques.</p> <p>2.3 Objectives and importance of Training and Development.</p> <p>2.4 Types and Methods of Training Programmes..</p>
September, 2017	12	<p>Employee Career and Succession planning</p> <p>3.1 Aims and objectives of career planning.</p> <p>3.2 Career Planning Process – Career Planning Structure.</p> <p>3.3 Succession Planning - Meaning Need and importance.</p> <p>3.4 Types of Career Opportunities</p> <p>A) Public Sector:- State and Local Government level – Personnel officer, Purchasing officer, secretary, Director of Administration Accountant etc.</p> <p>B) Private sector:-Marketing and Sales, Production and Material Management, Financial sector, Management as a profession, Insurance</p>

		Industry, Accounting and Management Information System.
October, 2017	16	Performance Appraisal Management. 4.1 Concept and Importance. 4.2 Performance Appraisal Process. 4.3 Methods and Techniques. 4.4 Merits and limitations of performance appraisal.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Administration Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Introduction 1.1 Meaning and scope of Marketing. 1.2 Objectives of Marketing. 1.3 Classification of marketing. 1.4 Functions of Marketing.
January 2018	11	Marketing Mix 2.1 Meaning and Importance of Product, Product mix, product life cycle. New product development- Types of new product, Branding, Packaging, and Labelling. 2.2 Price – Meaning, Factors affecting Pricing Decisions, Methods of Pricing. 2.3 Place – Functions of distribution channels, Types of distribution Channels, Impact of technology on Distribution. 2.4 Promotion – Meaning of sales promotion, Importance, Methods and New techniques of sales promotion.
February 2018	15	Advertising 3.1 Advertising- Meaning, Scope, Importance, Role of advertising in modern business, Criticism on Advertising practices. 3.2 Advertising media – Different medias of advertising, Selection of advertising media. 3.3 Ethics in advertising- Ethics and appeals in Advertising, Advertising Standards Council of India. 3.4 Future of advertising – Advertising in depression and crisis,

		Employment opportunities in advertising field.
March 2018	14	Modern Marketing Trends 4.1 Global marketing – Meaning, Scope, Importance, International marketing Challenges and Problems. 4.2 Marketing Research- Meaning, Scope and Methods of Marketing research. 4.3 Retailing- Meaning, New Trends in Marketing, Direct Marketing, Malls, Franchising. 4.4 Recent Trends in Marketing E-Marketing ii) Telemarketing iii) Internet Marketing iv) M-Marketing.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – A.S.Bagvan

Subject – Business Administration III Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Finance -: 1.1 Money and Finance, Need, Nature and Importance of Finance. 1.2 Finance Functions, Objectives of Financial Management, Functions of Finance Manager.
August, 2018	13	1.3 Financial need of a modern business organization. Financial Planning -: 2.1 Meaning, Nature and characteristics of financial planning. Scope, Importance, Advantages, Limitations, of Financial Planning 2.2 Steps in financial planning. 2.3 Methods of estimating financial requirements.
September, 2018	12	Capitalization and Capital Structure -: 3.1 Capitalization – Concept, Factors governing capitalization, over and under capitalization - Causes and effects, Fair Capitalization. 3.2 Capital Structure- Meaning, Concept and Principles of capital structure, Factors influencing the pattern of capital structure. 3.3 Trading on equity- Concepts and effects.
October, 2018	16	Management of Capital -: 4.1 Types of capital- Fixed capital and working capital, owned and borrowed capital, Short and Long term Capital. 4.2 Need, Importance, Factors governing fixed and working capital requirement. 4.3 Sources of capital - Shares, Debentures, Public

		Deposits, Ploughing back of profits, Loans from Bank and Financial Institutions, Trade creditors, Installment credit etc.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – A.S.Bagvan

Subject – Business Administration III Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	<p>Production management Functions -:</p> <p>1.1 Meaning, Definition, Functions of Production Management, Responsibilities of Production manager .</p> <p>1.2 Production Planning - Objectives, Importance, levels of planning.</p> <p>1.3 Routing & Scheduling - Meaning, Route Sheets, Scheduling, Master and sequential scheduling, scheduling devices.</p> <p>1.4 Production control- Definition and meaning, Necessity, objectives, factors and techniques of production control</p>
January 2019	11	<p>Plant Location and Plant Layout</p> <p>2.1 Introduction, importance, factors responsible for plant location.</p> <p>2.2 Plant Layout- Meaning, Definition, Importance of good layout, factors relevant for choice of layout, Line, Process and Product layout.</p> <p>2.3 Plant Layout - Advantages, disadvantages and techniques.</p>
February 2019	15	<p>Inventory management</p> <p>3.1 Inventory management -Introduction, methods, and Norms.</p> <p>3.2 EOQ, Use of Computers in Inventory Management,</p> <p>3.3 Material Requisition Planning (MRP) , Just In Time (JIT),ABC Analysis.</p>
March 2019	14	<p>Material Handling and supply chain management</p> <p>4.1 Meaning, function of material handling, principles of material handling.</p>

		<p>4.2 Common material handling devices fork lift truck, platform truck, straddle carrier, chain hoist, roller and belt conveyor, bridge crane, crawler crane.</p> <p>4.3 Supply chain management- Theory, Principles, Implications, Factors affecting supply chain management.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Commerce

Subject – Business Entrepreneurship II Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	SMALL SCALE INDUSTRIES Definition - Meaning - Product Range - Capital Investment - Meaning and importance of Tiny Industries, Ancillary Industries, Cottage Industries.
August, 2017	13	Role played by SSI in the development of Indian Economy. Problems faced by SSI's and the steps taken to solve the problems - Policies Governing SSI's. FORMATION OF SMALL SCALE INDUSTRY Business opportunity, scanning the environment for opportunities, evaluation of alternatives and selection based on personal competencies. Steps involved in the formation of a small business venture: location, clearances and permits required, formalities, licensing and registration procedure.
September, 2017	12	BUSINESS PLAN PREPARATION : Meaning and importance - objectives - Selection of suitable form of organisation - Precautions to be taken by an entrepreneur while preparing Business Plan. Project Appraisal - Break - even Analysis and Ratio Analysis : Debt : Service Coverage Ratio - Gross Profit : Net Profit Ratio and Return on Investment (ROI), Project Audit
October, 2017	16	PROJECT ASSISTANCE Financial assistance through SFC's, SIDBI, Commercial Banks, IFCI - Non-financial assistance from DIC, SISI, KVIC - Financial incentives for SSI's and <i>Tax</i> Concessions - Assistance for obtaining Raw Material, Machinery, Land and Building, Venture Capital and Technical Assistance

TOTAL	49	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Commerce

Subject – Business Entrepreneurship II Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	BUSINESS PLAN (BP) IMPLEMENTATION Meaning - importance - preparation of Business Plan, Financial aspects, Marketing aspects, Human Resource aspects, Technical aspects, Social aspects of Business Plan. Common pitfalls to be avoided in preparation of a Business Plan.
January 2018	11	SMALL ENTERPRISE MANAGEMENT : (As Distinct from corporate sector management) Functional v/s Integrated Approach Structured v/s Flexible Approach Logical v/s Creative Approach Start up phase Management: Difference of opinion with in promoting team - Avoiding failure – Problem-Solving, Creativity and Innovation, Stability Phase Management, Growth phase Management,
February 2018	15	BUSINESS CRISES AND SICKNESS : Types of Business Crises, Starting crises, Cash crises, Delegation Crises, Leadership Crises, Financial Crises, Prosperity Crises, Succession Crises, Sickness : Meaning and Definition, Symptoms, Causes, Turnaround Strategies, Revival Schemes of Sickness,
March 2018	14	SKILL DEVELOPMENT <ul style="list-style-type: none"> • Preparation of a Project report to start a SSI Unit. • Preparing a letter to the concerned authority-seeking license to the SSP Unit (You propose to start). • Format of a business plan. • A Report on the survey of SSI units in the region where

		<p>college is located</p> <ul style="list-style-type: none"> • Chart showing financial assistance available to SSI along with rates of interest • Chart showing tax concessions to SSI both direct and indirect. • Success stories of Entrepreneurs in the region. (Any Two) • Documents required for Registration of SSI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Commerce

Subject – Business Entrepreneurship III Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Organizational Behavior: Organization; Meaning, Definitions, Goals, Approaches. Organizational Behavior – Meaning, Definitions, Need. Nature. Importance & Scope Historical roots of OB. Organizational Behavior Models.
August, 2017	13	Individual Behavior and Personality: Determinants of individual behavior – Personality: Meaning, Definitions, Determinants of Personality, Personality Traits, Personality Development, Emotional Intelligence, Entrepreneurial Personality.
September, 2017	12	The study of Autobiographies of following Entrepreneurs: (1) Dr. Nilakantha Kalyani (2) Shri. D.S. Kulkarni (3) Mr. Aditya Vikram Birla (4) Shri. Dilip Narayan Borawake (5) Mrs. Jyoti Naik (Ejjat Ki Lajjat, Shri Mahila Gruh Udyog, Lijjat Papad) (6) Shri Ramesh J. Chavan-Thundered Unbottled
October, 2017	16	Group and Group Dynamics: Meaning and Definitions of group, Classification of group, Group task Group size – Group formation process. Group Structure. Group Dynamics: Influence in Group Group Cohesion – Helping Behavior, Co – Operation and Competition Improved Work group.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Commerce

Subject – Business Entrepreneurship III Class- S.Y. B.com Division- E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	Team Building: Team - Meaning and Definitions Team v/s Group Types of team Creating high performance team Managing team
January 2018	11	Stress and Conflict Management: Stress – Meaning and Definitions. Types Sources and Consequences of stress Stress management – Personal and Organizational approach Conflict Management: Meaning and nature of Conflicts. Types Causes of Conflicts. Remedies to overcome the Conflicts
February 2018	15	Motivation: Motivation at work place – Meaning and Definitions. Need & Types of Motivation Job description & Job analysis Management by Objects (MBO)– Job rotation – Job enrichment – Employee Involvement Programme
March 2018	14	Organizational Change and Development: Meaning and Definitions Causes of Change A Change Model Resistance to Change Strategies of Change and Development
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 03. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Deepak Powdel

Subject – Banking Law & Practices Class- T.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2017	14	Principles of Bank Lending, Evaluation of Customer (5Cs) Intro-Banker Customer Relationship Types of relationship
January 2018	11	Banker Customer Relationship- Secrecy by bankers, termination of banker-customer relationship, Garnishee order
February 2018	15	Modes of creating charges: Lien, Bailment, Pledge, Mortgage
March 2018	14	Recovery of loans, Debt Tribunals, Lok Adalat, SARFAESI Act, Project Appraisal by Banks
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 03. 12. 2017 to 31. 03. 2018}

Name of the Teacher - Deepak Powdel

Subject – Study of International Economics Class- T.Y. B.com Division- B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2017	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January 2018	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February 2018	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March 2018	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 05. 07. 2017 to 31. 10. 2017}

Name of the Teacher - Deepak Powdel

Subject – Banking Law and Practices Class- T.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	14	Banking Regulation Act, 1949. Def: sec 5, functions sec 6, other sections such as management, sec 10, Reserves, sec 17, 18. Licensing-sec 22, 23, Winding up, and banking regulation act as applicable to cooperative banks.
August, 2017	13	Negotiable Instruments Act, 1881. Sec-5 Def, Holder, Holder in due course, Payment banker, Endorsement, Presentment of cheques, dishonour of cheques, to sec 147, punishment
September, 2017	11	Paying Banker: Duties and Rights of Paying Banker
October, 2017	16	Collecting banker: Duties and Rights of collecting banker Cheques and types of cheques
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Law

Subject – BRF

Class- T.Y.B.com

Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	<p>Law of Contract - General Principles.(Indian Contract Act, 1872)</p> <ul style="list-style-type: none"> · Definition, Concept and kinds of contract · Offer and Acceptance. · Capacity of parties. · Consideration. · Consent and free consent. · Legality of object and consideration.
August, 2017	13	<ul style="list-style-type: none"> · Void Agreements. · Discharge of contract. · Breach of contract and remedies (Including damages, meaning, kinds and rules for ascertaining damages) <p>Law of Partnerships: 2.1. Indian Partnership Act 1932: Partnership; Definition and Characteristics, Types of Partners, Rights, Duties and Liabilities of Partners, Dissolution of Partnership. 2.2. Limited Liability Partnership Act 2008: Limited Liability Partnership (LLP); Concept, Nature and Advantages, Difference between LLP and Partnership Firm, Difference between LLP and company, Partners and designated partners, Incorporation of LLP, Partners and their relations, Liability of LLP and Partners (Section 27).</p>
September,	12	Financial Disclosure by LLP, Contributions (Section 32), Assignments and Transfer of

2017		<p>Partnership Rights (Section 42) Conversation to LLP (Section 55), Winding-up and dissolution (Section 63 & 64)</p> <p>Sale of Goods.(Sale of Goods Act,1930) Contract of sale-Concept and Essentials. Sale and agreement to sale. Goods-Concept and kinds.</p>
October, 2017	16	<p>Conditions and warranties. (Definition, Distinction, implied conditions and warranties)Transfer by non-owners. Rights of Unpaid Seller and Remedial Measures.</p> <p>E-Contracts (E-Transactions/E-Commerce.): · Significance of E-Transactions /E-Commerce. _ Nature. _ Formation. _ Legality. _ Recognition. (Chapter 4.Sec.11-13 of I T Act,2000 relating to attribution, acknowledgement, dispatch of E-Records) · Digital Signatures –Meaning & functions, Digital Signature certificates [Sections 35-39] · Legal issues involved in E-Contracts.</p>
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Law

Subject – BRF

Class- T.Y.B.com

Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	14	<p>The Consumer Protection Act, 1986</p> <ul style="list-style-type: none"> · Salient features of the C.P. Act. · Definitions-Consumer, Complainant, Services, Defect & Deficiency, Complainant, unfair trade practice, restrictive trade practice. · Consumer Protection Councils. · Procedure to file complaint & Procedure to deal with complaint & Reliefs available to consumer.(Sec.12 to14) · Consumer Disputes Redressal Agencies. (Composition, Jurisdiction, Powers and Functions.)
January 2018	11	<p>Intellectual Property Rights : (IPRs)</p> <ul style="list-style-type: none"> · WIPO: Brief summary of objectives, organs, programmes& activities of WIPO.TRIPS: As an agreement to protect IPR-Objectives & categories of IPR covered by TRIPS. · Definition and conceptual understanding of following IPRs under the relevant Indian current statutes. · Patent: Definition & concept, Rights & obligation of Patentee, its term. · Copyright: Characteristics & subject matter of copyright, Author & his Rights, term. · Trademark: Characteristics, functions, illustrations, various marks, term, internet domain name- Rights of trademark holder. · Design: Importance, characteristics, Rights of design holder. · Geographical Indications, Confidential Information &

		Trade Secrets, Traditional knowledge—Meaning & scope of these IPRs.
February 2018	15	<p>Negotiable Instruments Act, 1881:</p> <ul style="list-style-type: none"> · Concept of Negotiable Instruments: Characteristics, Meaning Important relevant definitions under the Act · Definitions, Essentials of promissory note, bill of exchange and cheque. Distinction between these instruments. Crossing of cheques – It's meaning and types. · Holder and holder in due course, Privileges of holder in due course. · Negotiation, endorsement, kinds of endorsement. · Liabilities of parties to negotiable instruments. · Dishonour of N. I., kinds, law relating to notice of dishonour. Dishonour of cheques.
March 2018	14	<p>Arbitration & Conciliation:</p> <ul style="list-style-type: none"> · Concept of Arbitration & Conciliation. · Definition & Essentials of Arbitration Agreement. · Power and Duties of Arbitration. Conciliation proceeding. (Provisions of Arbitration & Conciliation Act,1996 in nutshell to be covered.)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing II Class- T.Y. B.com Division- A & B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July,	8	Overheads: 1.1. Meaning and definition of overheads. 1.2. Classification of overheads
August,	13	Accounting of Overheads (Part-I) 2.1 Collection and Allocation of overheads. 2.2 Apportionment and Re-apportionment of overheads
September,	12	Accounting of Overheads (Part-II) 3.1 Absorption - Meaning ,Methods of Overhead Absorption 3.4 Under and Over Absorption of overheads- Meaning, Reasons and Accounting treatment
October,	16	Activity Based Costing 4.1 Definitions-Stages in Activity Based Costing 4.2 Purpose and Benefits of Activity Based Costing 4.3 Cost Drivers 4.4 Problems on Activity Based Costing [Simple Problems only]
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing II Class- T.Y. B.com Division- A & B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December,	14	Methods of Costing: 5.1 Introduction to Methods of Costing. 5.2 Job Costing- Meaning, Features, Advantages and Limitations
January	11	Contract Costing: 6.1 Meaning and Features of Contract Costing 6.2 Work Certified and Uncertified, Escalation clause, Cost Plus contract, work-in- progress 6.3 Profit on incomplete contract
February	15	Process Costing 7.1 Meaning and features of process costing 7.2 Preparation of process accounts including normal and abnormal loss/gain 7.3 Joint Products and By Products [Theory Only]
March	14	Service Costing: 8.1 Meaning, Features and Applications. 8.2 Cost Unit-Simple and composite 8.3 Cost Sheet for Motor transport service 8.4 Cost Statement for Hospital and Hotel Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing II Class- T.Y. B.com Division- B & C

&CName of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July,	8	Overheads: 1.1. Meaning and definition of overheads. 1.2. Classification of overheads
August,	13	Accounting of Overheads (Part-I) 2.1 Collection and Allocation of overheads. 2.2 Apportionment and Re-apportionment of overheads
September,	12	Accounting of Overheads (Part-II) 3.1 Absorption - Meaning ,Methods of Overhead Absorption 3.4 Under and Over Absorption of overheads- Meaning, Reasons and Accounting treatment
October,	16	Activity Based Costing 4.1 Definitions-Stages in Activity Based Costing 4.2 Purpose and Benefits of Activity Based Costing 4.3 Cost Drivers 4.4 Problems on Activity Based Costing [Simple Problems only]
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing II Class- T.Y. B.com Division- B & C

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December,	14	Methods of Costing: 5.1 Introduction to Methods of Costing. 5.2 Job Costing- Meaning, Features, Advantages and Limitations
January	11	Contract Costing: 6.1 Meaning and Features of Contract Costing 6.2 Work Certified and Uncertified, Escalation clause, Cost Plus contract, work-in- progress 6.3 Profit on incomplete contract
February	15	Process Costing 7.1 Meaning and features of process costing 7.2 Preparation of process accounts including normal and abnormal loss/gain 7.3 Joint Products and By Products [Theory Only]
March	14	Service Costing: 8.1 Meaning, Features and Applications. 8.2 Cost Unit-Simple and composite 8.3 Cost Sheet for Motor transport service 8.4 Cost Statement for Hospital and Hotel Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr Yashodhan P Mahajan

Subject – Costing II Class- T.Y. B.com Division- D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Overheads: 1.1. Meaning and definition of overheads. 1.2. Classification of overheads
August, 2018	13	Accounting of Overheads (Part-I) 2.1 Collection and Allocation of overheads. 2.2 Apportionment and Re-apportionment of overheads
September, 2018	12	Accounting of Overheads (Part-II) 3.1 Absorption - Meaning ,Methods of Overhead Absorption 3.4 Under and Over Absorption of overheads- Meaning, Reasons and Accounting treatment
October, 2018	16	Activity Based Costing 4.1 Definitions-Stages in Activity Based Costing 4.2 Purpose and Benefits of Activity Based Costing 4.3 Cost Drivers 4.4 Problems on Activity Based Costing [Simple Problems only]
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr Yashodhan P Mahajan

Subject – Costing II Class- T.Y. B.com Division- D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Methods of Costing: 5.1 Introduction to Methods of Costing. 5.2 Job Costing- Meaning, Features, Advantages and Limitations
January 2019	11	Contract Costing: 6.1 Meaning and Features of Contract Costing 6.2 Work Certified and Uncertified, Escalation clause, Cost Plus contract, work-in- progress 6.3 Profit on incomplete contract
February 2019	15	Process Costing 7.1 Meaning and features of process costing 7.2 Preparation of process accounts including normal and abnormal loss/gain 7.3 Joint Products and By Products [Theory Only]
March 2019	14	Service Costing: 8.1 Meaning, Features and Applications. 8.2 Cost Unit-Simple and composite 8.3 Cost Sheet for Motor transport service 8.4 Cost Statement for Hospital and Hotel Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing III Class- T.Y. B.com Division- D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July,	8	Material Accounting 1.1 Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety.
August,	13	1.2 Cost-Profit-Volume Analysis- Assumptions and limitations of cost volume analysis 1.3 Application of Marginal Costing Technique:- Make or buy Decision, Acceptance of export order & Limiting factors. Budgetary Control: 2.1 Definition and Meaning of Budget & Budgetary control 2.2 Objectives of Budgetary control
September,	12	2.3 Procedure of Budgetary control 2.4 Essentials of Budgetary control 2.5 Advantages and Limitations of Budgetary control 2.6 Types of Budgets. Uniform costing and Inter-firm Comparison 3.1 Meaning and ,objectives
October,	16	3.2 Advantages and disadvantages. Introduction to management information system in

		Costing 4.1 Meaning , objectives and Advantages 4.2 Procedure of MIS
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing III Class- T.Y. B.com Division- D

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December,	14	Standard Costing 5.1 Definition and meaning of standard cost & standard Costing. 5.2 Types of standards, setting up of Material & Labour Standards 5. 3 Difference between Standard Costing & Budgetary Control. 5.4 Advantages and Limitations of standard costing 5.5 Variance Analysis & its Significance 5.6. 1 Meaning, Types and Causes of Material & Labour variances. 5.6. 2 Problems on Material & Labour variances.
January	11	Farm Costing 6.1 Meaning and Features of Farm Costing 6.2 Advantages & Limitations of Farm Costing 6.3 Practical Problems
February	15	Cost Accounting Record Rules & Cost Audit: 7.1 Introduction to cost accounting record u/s 148 of the companies Act 2013 7.2 Cost records and Verification of Cost Records 7.3 Cost auditor – Appointment- Rights and duties
March	14	Cost Audit (Legal Provisions): 8.1 Cost Audit - Meaning, Scope, objectives & advantages of Cost Audit. 8.2 Cost Audit Report and Annexure to cost Audit

		Report. 8.3 Introduction to Cost Accounting Standards issued by Institute of Cost and Management of India . 8.4 Generally accepted Cost Accounting principles.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing III Class- T.Y. B.com Division- A and C

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July,	8	Material Accounting 1.1 Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety.
August,	13	1.2 Cost-Profit-Volume Analysis- Assumptions and limitations of cost volume analysis 1.3 Application of Marginal Costing Technique:- Make or buy Decision, Acceptance of export order & Limiting factors. Budgetary Control: 2.1 Definition and Meaning of Budget & Budgetary control 2.2 Objectives of Budgetary control
September,	12	2.3 Procedure of Budgetary control 2.4 Essentials of Budgetary control 2.5 Advantages and Limitations of Budgetary control 2.6 Types of Budgets. Uniform costing and Inter-firm Comparison 3.1 Meaning and ,objectives
October,	16	3.2 Advantages and disadvantages. Introduction to management information system in

		Costing 4.1 Meaning , objectives and Advantages 4.2 Procedure of MIS
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing III Class- T.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December,	14	Standard Costing 5.1 Definition and meaning of standard cost & standard Costing. 5.2 Types of standards, setting up of Material & Labour Standards 5. 3 Difference between Standard Costing & Budgetary Control. 5.4 Advantages and Limitations of standard costing 5.5 Variance Analysis & its Significance 5.6. 1 Meaning, Types and Causes of Material & Labour variances. 5.6. 2 Problems on Material & Labour variances.
January	11	Farm Costing 6.1 Meaning and Features of Farm Costing 6.2 Advantages & Limitations of Farm Costing 6.3 Practical Problems
February	15	Cost Accounting Record Rules & Cost Audit: 7.1 Introduction to cost accounting record u/s 148 of the companies Act 2013 7.2 Cost records and Verification of Cost Records 7.3 Cost auditor – Appointment- Rights and duties
March	14	Cost Audit (Legal Provisions): 8.1 Cost Audit - Meaning, Scope, objectives & advantages of Cost Audit. 8.2 Cost Audit Report and Annexure to cost Audit

		Report. 8.3 Introduction to Cost Accounting Standards issued by Institute of Cost and Management of India . 8.4 Generally accepted Cost Accounting principles.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing III Class- T.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July,	8	Material Accounting 1.1 Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety.
August,	13	1.2 Cost-Profit-Volume Analysis- Assumptions and limitations of cost volume analysis 1.3 Application of Marginal Costing Technique:- Make or buy Decision, Acceptance of export order & Limiting factors. Budgetary Control: 2.1 Definition and Meaning of Budget & Budgetary control 2.2 Objectives of Budgetary control
September,	12	2.3 Procedure of Budgetary control 2.4 Essentials of Budgetary control 2.5 Advantages and Limitations of Budgetary control 2.6 Types of Budgets. Uniform costing and Inter-firm Comparison 3.1 Meaning and ,objectives
October,	16	3.2 Advantages and disadvantages. Introduction to management information system in

		Costing 4.1 Meaning , objectives and Advantages 4.2 Procedure of MIS
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Smt. Vedashree Bhide

Subject – Costing III Class- T.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December,	14	Standard Costing 5.1 Definition and meaning of standard cost & standard Costing. 5.2 Types of standards, setting up of Material & Labour Standards 5. 3 Difference between Standard Costing & Budgetary Control. 5.4 Advantages and Limitations of standard costing 5.5 Variance Analysis & its Significance 5.6. 1 Meaning, Types and Causes of Material & Labour variances. 5.6. 2 Problems on Material & Labour variances.
January	11	Farm Costing 6.1 Meaning and Features of Farm Costing 6.2 Advantages & Limitations of Farm Costing 6.3 Practical Problems
February	15	Cost Accounting Record Rules & Cost Audit: 7.1 Introduction to cost accounting record u/s 148 of the companies Act 2013 7.2 Cost records and Verification of Cost Records 7.3 Cost auditor – Appointment- Rights and duties
March	14	Cost Audit (Legal Provisions): 8.1 Cost Audit - Meaning, Scope, objectives & advantages of Cost Audit. 8.2 Cost Audit Report and Annexure to cost Audit

		Report. 8.3 Introduction to Cost Accounting Standards issued by Institute of Cost and Management of India . 8.4 Generally accepted Cost Accounting principles.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Indian and Global Economy Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July,	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August,	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4.Hospitality/Healthcare/ Travel and Tourism

September,	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT 5.
October,	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Study of International Economics Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December,	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 05. 07. 2017 to 31. 10. 2017}

Name of the Teacher - Deepak Powdel

Subject – Indian and Global Economy Class- T.Y. B.com Division- B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2017	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August, 2017	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4. Hospitality/Healthcare/ Travel and Tourism

September, 2017	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT
October, 2017	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher - MS. M.GHOSH

Subject – Indian and Global Economics Class- T.Y. B.com Division- C and E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July,	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August,	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4.Hospitality/Healthcare/ Travel and Tourism

September,	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT 5.
October,	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher - MS. M.GHOSH

Subject – Indian and Global Economics Class- T.Y. B.com Division- C and E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December,	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher - Dr. Shailaja Desai

Subject – Indian and Global Economy Class- T.Y. B.com Division- A and B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July,	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August,	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4. Hospitality/Healthcare/ Travel and Tourism

September,	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT 5.
October,	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher - Dr. Shailaja Desai

Subject – Study of International Economics Class- T.Y. B.com Division- A and B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December,	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – A.S.Bagvan

Subject – Marketing Management II Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
July,	8	Marketing Planning and Sales Forecasting Meaning of Marketing Planning Importance of Marketing Planning Types of Marketing Plan Elements of a Marketing Plan
August,	13	Process of Preparing a Marketing Plan Meaning of Sales Forecast, Sales Budgets and Sales Quota Sales Forecasting Methods Forecasting Techniques Social Marketing: Meaning and Objectives of Social Marketing Social Responsibility of Marketing Manager Impact of Marketing on Society and Other Business Social Criticism of Marketing Recent Trends in Social Marketing
September,	12	Marketing Organisations Meaning of Marketing Organisation Changing role of Marketing Organisation Factors affecting on Marketing Organisation Essentials of an effective Marketing Organisation Types of Marketing Organisation
October,	16	Marketing Strategies Concept of Strategy Characteristics of Strategy Meaning of Marketing Strategy Competitive Marketing Strategies Competitive Strategies in Global Environment Benchmarking – A total for effective Marketing Strategy – meaning, process and advantages of Benchmarking
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – A.S.Bagvan

Subject – Marketing Management III Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
December,	14	Agricultural marketing Meaning of Agriculture Marketing Types of Agri-Products Features of Agri-Products Types of Markets – Defects of Agri- marketing and remedies Marketing Intelligence System and Agriculture Marketing Distinction between manufacture goods marketing and Agriculture goods marketing
January	11	International Marketing Meaning, nature, need and importance of International Marketing International Marketing Vs Domestic Marketing Problems and Challenges in International Marketing Mode of entry in International Market Scope of International Marketing
February	15	Marketing Regulations Importance of Marketing Regulations in Marketing. Relevance and importance of following Acts in the Context Marketing Management Consumer Protection Acts, 1986 Trade Mark Acts, 1999 Competition Acts, 2002 Indian Patent (amendment) Acts, 2005 Bureau of Indian Standards Act
March	14	Globalization and Marketing Meaning of Globalization Features of Globalization Marketing in 21st Century Impact of Globalization on marketing Benefits and limitation of Globalization Case study related to Global Marketing
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management III Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
July,	8	Advertising I a) Fundamentals of Advertising 1. Conceptual framework, Nature, Scope and Scope and Functions of Advertising 2. Role of Advertising in Modern Business 3. Advertising – Objectives – Types, Benefits and Limitations 4. Ethics in Advertising
August,	13	b) Advertising Media 1. Definitions – Classifications and Characteristics of Different Media 2. Comparative Study of Advertising Media 3. Selection of Media-Factors Affecting Selection of Media 4. Media Mix-Geographical selective-Media Scheduling 5. E-Advertising Advertising II Appeals and Approaches in Advertisement 1. Introduction- Different Appeals and their Significance 2. Advertising Message 3. Direct and Indirect Appeal 4. Relation between Advertising Appeal and Buying Motive 5. Positive and Negative Emotional Approaches
September,	12	Brand management a) Introduction of Branding b) Brand identity

		<ul style="list-style-type: none"> c) Advertising and Branding d) Brand Extension e) Identity Sources – symbols, logos, trademarks
October,	16	<p>Industrial Marketing</p> <ul style="list-style-type: none"> a) Introduction to Industrial Marketing b) Types of Industrial Goods c) Difference between Industrial and Consumer Marketing d) Purchasing practices of Industrial customers
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management III Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
December,	14	Marketing Research a) Meaning, nature and scope of Marketing Research b) Marketing Research process c) Types of Research d) Types of Data e) Types of Questionnaire
January	11	Distribution Management a) Warehousing and Transport decisions b) Logistics – meaning, nature c) Logistics Function d) Warehousing – need, functions e) Transportation – modes, factors affecting transportation costs
February	15	Target Marketing a) Meaning, nature, importance b) Market Targeting c) Selection of Target Segment d) Targeting Strategies
March	14	Marketing Control a) Meaning, objectives of Marketing Control b) Benefits of Marketing Control: - essential of an effective Marketing Control System c) Techniques of Marketing Control d) Process of Marketing Control e) Marketing Audit – meaning, characteristics, objectives, process of Marketing Audit
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Roshan More

Subject – Business Statistic II Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Introduction to Probability: Definitions of : Permutation, Combination, Sample Space, Event, different types of events, Probability of an event,
August, 2017	12	Conditional Probability, Independence of two events, Partition of sample space. Bayes Theorem (statement only). Examples and problems. Uni-variate Discrete Probability Distribution: Definitions of : random variable, discrete random variable, probability distribution of discrete random variable, Probability mass function (p.m.f.), Cumulative distribution function, mean , variance and standard deviation. Properties of distribution function. Examples and problems.
Sept., 2017	14	Some Standard Discrete Probability Distributions : 1. Bernoulli: p.m.f., mean and variance. (statement only) 2. Binomial: p.m.f., mean, variance and additive property. (statement only) real life situation. 3. Poisson: p.m.f., mean, variance and additive property.(statement only) real life situation. Examples and problems.
Octo., 2017	14	Bi-variate Discrete Probability Distribution: Bivariate discrete random variable, Joint probability distribution of bivariate discrete random variable, marginal and conditional distribution and independence of two variables.

		Examples and problems.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Roshan More

Subject – Business Statistics Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2017	12	<p>Normal Distribution: Normal Distribution :Definition, p.d.f. curve, properties of normal distribution, state mean and variance, standard normal variate, problems to evaluate probabilities(using statistical table and excel), additive property for two variables (statement only). Fitting of normal distribution using Excel.Examples and problems.</p>
January, 2018	12	<p>Test Of Hypothesis-I: 1.Definitions of :Hypothesis, Null hypothesis, Alternating hypothesis, Critical region, Types of Errors, Level of significance, P-value. 2.Test for Population Mean(for large and exact sample): Describe test procedure for testing i. Ho:$m=m_0$ against H1: $m \neq m_0$ and ii. Ho: $m_1 = m_2$ against H1: $m_1 \neq m_2$. If population variance is known. 3.Test for Population Mean: Describe test procedure for testing i. Ho: $m = m_0$ against H1: $m \neq m_0$ and ii. Ho: $m_1 = m_2$ against H1: $m_1 \neq m_2$. If population variance is unknown. 4.Describe the test procedure for paired t-test. 5.Test for population proportion : Describe test procedures for testing i. Ho: $P= P_0$against H1: $P \neq P_0$and ii. Ho: $P_1 =P_2$ against H1: $P_1 \neq P_2$.</p>

February, 2018	15	Test Of Hypothesis-II: 1. Describe Chi-square test for testing i. Goodness of fit. ii. Independence of attributes. 2. Describe test procedure for testing $H_0: s_1^2 = s_2^2$ against $H_1: s_1^2 \neq s_2^2$ (test based on F-distribution)
March, 2018	15	Non-parametric Tests : Introduction , sign test, run test, Kolmogrove – Smirnov test, Mann whitney test..
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 17-07-2017 to 31-10-2017}

Name of the Teacher –Roshan More

Subject – Business Statistic III Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2017	8	Game Theory: Meaning, two person zero-sum game, pure and mix strategies, Pay off tables, saddle points,
August, 2017	12	minimax and maximin principles, Dominance principles. Examples and problems. Statistical Decision Theory: Introduction, acts, states of nature, pay off, regret, Decision Making Under Risk, Expected Opportunity Loss (EOL) Criterion and Expected Monetary Value (EMV) Criterion. Decision Making Under Uncertainty, Maximin Criterion, Maximax , Minimax Regret Criterion, Laplace Criterion, Hurvitz Criterion, Examples and problems.
Sept., 2017	14	Replacement Problem: Introduction, replacement of Item that deteriorates with time when value of money remains same during the period.
Octo., 2017	14	Statistical Quality Control : Introduction, Chance and assignable Causes of variation, Uses of SQC, Control limits, specification limits, Tolerance limits Process and product control, Control charts for mean, range, P-Chart, C-Chart ,Process Capability study , Interpretation of capability index Cp and Cpk
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2017 to 31. 03. 2018}

Name of the Teacher – Roshan More

Subject – Business Statistics III Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December,	12	CPM/PERT: Meaning and scope, activity, event, node, network, path, critical path, slack, float (total, free, independent), forward pass and backward pass methods. Pessimistic, Most likely and Optimistic times in PERT, mean and variance for each activity, expected duration of project, probability of completion of project, Examples and problems.
January,	12	Simulation: Meaning and scope, Advantages and disadvantages of simulations, Examples and problems, step wise procedure of drawing model sample using EXCEL from i) uniform distribution and ii) Normal distribution using Box-Muller transformation.
February,	15	Queuing Theory: Meaning, calling population, queue discipline, inter arrival rate, service rate, traffic intensity, single channel Poisson arrival with exponential service rate, average waiting time in i) queue and ii) system, average length of i) queue and ii) system. Examples and problems.
March,	15	Application of derivative in Business: Algebraic Function: Cost function, Profit function, Revenue function. Derivative and double derivative of some simple algebraic functions and its meaning in computation of maxima and minima of a function. Concept of average cost,

		marginal cost, variable cost and fixed cost. Examples and Problems.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN

{For the First Term 16th June, 2017 to 31st October, 2017}

Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar

Subject - Business Finance Compulsory Paper

Subject Title -: Business Finance (Course Code -: 301)

Class - M. Com. Part II Semester - III

Div.- C & D

Department – Department of Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
JUNE, 2017		Admission Process after Graduation Result
JULY, 2017	10	A. Business Finance: Meaning, objective, scope and importance B. Time value of Money Need, Importance, Future value, Present value through discounted cash flow technique
AUGUST, 2017	12 + 4 for Activities	Strategic financial planning: Meaning - objective, assumptions, steps in financial planning - estimating financial requirements - limitations of financial planning - capitalization – over capitalization - under capitalization, estimating financial needs and sources of finance.
SEPTEMBER, 2017	14 + 4 for Activities	Corporate securities and sources of long term finance: A. Ownership securities - equity shares: characteristics, advantage and disadvantages, preference shares: characteristics, advantage and disadvantages, Companies Act (Amendment) 2013 B. Creditor's securities- debentures: characteristics classification- procedure of issuing debentures and Bonds. C. The dividend decision: Background of dividend policy, measures of dividend policy, dividend yield and dividend payout.
OCTOBER, 2017	12 + 4 for Activities	Short term finance and working capital Characteristics of short term finance – short term needs sources of short term financing – trade creditors, bank credit, bank financing of account receivables, working capital - advantages and disadvantages of short term financing.
TOTAL	48 + 12 for Activities	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune

LECTURE PLAN

{For the Second Term 21st November, 2017 to 30th April, 2018}

Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar

Subject - **Capital Market and Financial Services.** Compulsory Paper

Subject Title -: **Capital Market and Financial Services.** (Course Code -: 401)

Class - M. Com. Part II Semester - IV

Div.- C & D

Department – Department of Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
Nov. 2017		Revisions of Semester III Papers
Dec. 2017		Semester III Examination
January, 2018	10	Capital market: -Meaning, Functions, Structure, Characteristics, Participants of capital market - Capital market instruments, Equity share, Preferences shares, Debenture, Bonds - Innovative debt instruments - Forward contracts, Futures contract - Options contract, trends in capital market.
February, 2018	10 + 4 for Activities	Stock Market Stock exchange: organization-membership-governing body - Bombay stock exchange, National Stock Exchange and Over the Counter Exchange of India (OTECEI) 1. Primary market - Functions of primary market - issue mechanism, participants 2. Secondary market : Objectives, functions of secondary markets, stock broking, e-broking, depository system-functions and benefits stock market trading-derivatives trading
March, 2018	16 + 4 for Activities	Financial Services Merchant banking -meaning-functions and services rendered Mutual funds: Meaning, functions-Types-Open and closed ended funds-income funds balanced fund, growth fund-index fund Portfolio management -meaning and services Credit rating -meaning and need, various credit rating agencies. Foreign Direct Investment
April, 2018	12 + 4 for Activities	Securities and Exchange Board of India (SEBI) Background, Establishment, functions, powers, achievements and Regulatory Aspects, recent changes & emerging trends.
TOTAL	48 + 12 for Activities	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017-18
{From 01. 08. 2017 to 30. 11. 2017 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – Strategic Management Class M.Com Div. A & B

Name of the Department- Department of Administration

Month	No. of Lectures	Topics – Sub -Topics
Aug., 2017	16	<p>Nature and Scope of Strategic Management Characteristics, Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management,</p> <p>Strategy Formulation and Strategic Analysis: Vision, Mission, Objectives, Goals, Industry analysis (Michel Porter's Model), Resource Audit, SWOC Analysis, Stakeholders Expectations.</p>
Sept., 2017	16	<p>Strategic Planning: Conceptual Understanding of Strategic Plan, - Meaning, Stages Steps, Alternatives, Advantages and Disadvantages of Strategic Planning, How to make it effective?.</p> <p>Implementation Strategic actions Implementation Issues, Planning and Allocating Resources, – Financing Planning, Manpower Planning, Organizational</p>
Oct., 2017	18	<p>Structures, - Degree of Flexibility and Autonomy. Corporate governance and Ethics, Structure and control with Organisations, Leadership Implication for Strategy. Principles of Strategic Leadership.</p> <p>Global Strategy Introduction , Identifying International Opportunities, International strategy, International Business level strategy, International corporate level Strategy.</p>

		<p>Functional Strategy: Marketing Strategy ii. Production Strategy iii. Research and Development (R&D) Strategy iv. Human Resource (HR) Strategy v. Financial Strategy vi. Logistics Strategy</p>
Nov., 2017	08	<p>Strategic Review: Introduction, Evaluating the Strategic Performance – Criteria and Problems –Introduction to the Concepts of Corporate Restructuring, Business Process Reengineering, Benchmarking, TQM, Six Sigma, Supported by seminar on Current Trends in Strategic Management.</p>
TOTAL	58	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From August 2018 to November 2018}

Name of the Teacher – Prof. Pratima Agnihotri

Subject – Additional English (1107A) Class – F. Y. B. Com. Div. – A, B, C, D

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
August 2018	17	Unit 1. Keith Douglas, “Vergissmeinnicht” W. H. Auden, “Refugee Blues” Unit 2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please”
September 2018	16	Unit 3. Thomas L. Friedman, “The World is Flat”, first 14 pages of the eponymous book Unit 4. R. K. Narayan, “Rajam and Mani” in Swami and Friends
October 2018	7	Unit 5. Joào Pedro Galhano Alves, “Living with Lions”
November 2018	14	Unit 6. O’Henry, “The Last Leaf” Unit 6. Khalil Gibran, “On Beauty”
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2018-19
{From January 2019 to April 2019}

Name of the Teacher – Prof. Pratima Agnihotri

Subject – Additional English (1207A) Class – F. Y. B. Com. Div. – A, B, C, D.

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
January 2019	16	Unit 1. Arthur Miller, Death of a Salesman
February 2019	16	Unit 2. Creative Use of English Language : A Tool for Lateral Thinking
March 2019	16	Unit 3. High-end Uses of English for Commerce Students
April 2019	6	Unit 3. High-end Uses of English for Commerce Students
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher -Vidushi Tewari

Subject – Basics of Banking Class- F.Y. B.com Division- B and C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2018	13	<p>Introduction To Banking 1.1 Evolution of the word 'Bank' 1.2 Meaning of Banking, Main Universal Principles of Banking 1.3 Types of Banking Organization Structures 1.4 General Types of Banks 1.5 Traditional and Modern Functions of Banks</p> <p>Procedure for Opening and Operating of Deposit Accounts with a Bank 2.1 Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age, Residence, Specimen signature and Nomination: Importance</p>
August, 2018	11	<p>2.2 Procedure for Operating Deposit Account: (i) Documents - Pay-in-slip, Withdrawal slip, Issue of - Passbook, Cheque book (ii) Fixed Deposits - Fixed deposit receipt, Premature encashment, Loan against fixed deposit. (iii) Recurring deposit – Premature encashment, Loan against recurring deposit.</p> <p>2.3 Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to other branch of the same bank. 2.4 Types of account holders</p>

		<p>(i) Individual account holders- Single or Joint, Illiterate, Minor, Married woman, Pardahnashin woman, Non-resident account(NRI)</p> <p>(ii) Institutional account holders - Sole proprietorship, Partnership firm, Joint stock company, Hindu undivided family, Clubs, Associations and Societies and Trusts, Government</p>
September, 2018	14	<p>Lending Principles, Credit Creation and Balance Sheet of a bank</p> <p>3.1 Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks. Conflict between liquidity and profitability</p> <p>3.2 Multiple Credit Creation: Process and Limitations</p> <p>3.3 Balance sheet of a commercial bank.</p>
October, 2018	16	<p>Digital Banking</p> <p>4.1 Meaning of Digital Banking, Need for and importance of IT in banking.</p> <p>4.2 Concept and Benefits of Core Banking Solution (CBS)</p> <p>4.3 Banking with the use of Modern Technology:</p> <p>(i) Phone Banking / Tele Banking</p> <p>(ii) Net Banking / Internet Banking / Online Banking</p> <p>(iii) Mobile Banking</p> <p>(iv) Automated Teller Machine</p> <p>(v) Debit Card</p> <p>(vi) Credit Card</p> <p>(vii) Cheque Truncation System (CTS) – Truncated Cheques</p> <p>4.4 Electronic Fund Transfer :</p> <p>(i) Real Time Gross Settlement (RTGS)</p> <p>(ii) National Electronic Funds Transfer (NEFT)</p> <p>(iii) Society for Worldwide Inter-bank Financial Telecommunication (SWIFT)</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher -Vidushi Tewari

Subject –Fundamentals of Finance Class- F.Y. B.com Division- B and C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	<p>Introduction To Finance</p> <p>Meaning and Definition of Finance Evolution of the concept of Finance Features of Finance Areas of Finance Finance and other Disciplines Financial Theories Financial Engineering and Financial Modeling Personal Finance 1 Personal Financial Planning 2 Steps in Personal Financial Planning 3 Principles of Personal Finance 4 Key Areas of Personal Financial Planning 5 Debt Management 6 Basic Rules to Budgeting and Money Management 7 Investment Avenues for middle class Investors 8 Saving and Investment 9 Career as a Financial Advisor</p>
January, 2019	12	<p>Financial Management</p> <p>-Meaning and Definition of Financial Management -Nature and Scope of Financial Management -Organization of Finance Function -Functions of Financial Management (Finance Functions) -Procedure for Closure of a Deposit Account and Transfer</p>

		<p>of a Deposit Account to other branch of the same bank. - Corporate Financial Planning -Meaning and Definition of Corporate Financial Planning Financial Plan Types of Financial Plan Financial Planning Process Importance of Financial Planning -Role and Functions of Financial Manager -Career as a Finance Manager</p>
<p>February, 2019</p>	<p>15</p>	<p>Stock Exchanges In India</p> <p>3.1 Introduction to Stock Exchanges 3.1.1 Meaning and Definition of Stock Exchange 3.1.2 Scope of Stock Exchange 3.1.3 Organization, Membership and Governing Body of Stock Exchange 3.1.4 Working and Functions of Stock Exchange 3.1.5 Services provided by Stock Exchange 3.1.6 Listing of Body Corporate in Stock Exchange 3.2 Review of Stock Exchanges in India 3.2.1 History of Stock Exchanges in India 3.2.2 Reasons for slow development of Stock Exchanges in India 3.2.3 Advantages and Disadvantages of investing in Share Markets 3.3 Securities Exchange Board of India (SEBI) 3.3.1 Introduction of SEBI 3.3.2 Organization of SEBI 3.3.3 Functions and Powers of SEBI 3.3.4 SEBI Guidelines 3.3.5 Role of SEBI (a) Protection and Education of Investors by SEBI (b) Investors Protection Fund (IPF) (c) Brokers Contingency Fund (BCF) (d) Trade Guarantee Fund (EGF) 3.4 Career in Share Market and Financial Services 3.4.1 Various types of Career Avenues in the Share Market 3.4.2 Career Opportunities available in the Financial Services Mutual Fund</p>

		Advisor, Financial Analyst, etc.
March, 2019	15	Insurance Sector In India 4.1 Introduction to Insurance 4.1.1 Meaning and Definition of Insurance 4.1.2 Types of Insurance, Reinsurance, 4.1.3 Bancassurance 4.1.4 Need of Insurance 4.1.5 Role of Insurance in economy 4.1.6 Review of Insurance in India 4.1.7 Malhotra Committee Report 4.1.8 Opening of Insurance Sector to Private Players 4.1.9 Recent Trends in Insurance Sector in India 4.2 Life Insurance 4.2.1 Life Insurance Products and Services 4.2.2 Annuities and Pension Plans 4.2.3 ULIP Plans 4.2.4 Underwriting 4.2.4 Claim Settlement 4.2.5 LIC and Private Life Insurance Companies in India 4.3 General Insurance 4.3.1 Types of General Insurance – Fire, Marine, Insurance, Motor, Accident, Health, Plant & Machinery, Miscellaneous Insurance, etc. 4.3.2 Private General Insurance Companies in India 4.4 Career in Insurance 4.4.1 Career Opportunities in Insurance Sector 4.4.2 Actuarial Science in General Insurance
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
 {From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher – Neetika Sharma

Subject - BEE-I Class - F.Y. B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	14	Business Environment i) Meaning, Definition, Importance of Business Environment ii) Various Aspects of Business Environment iii) Interrelation Between changing Environment and Environmental Decisions and policies iv) Case Studies- Relevant case studies on changing environment
August, 2018	14	Entrepreneur and Entrepreneurship i) Meaning, Definition and Evolution ii) Qualities of entrepreneur with analytical study iii) Types of Entrepreneurs iv) Importance of Entrepreneurship.
Sept., 2018	12	Entrepreneur Behaviour i) Comparison between Entrepreneur Personalities with Non-Entrepreneur Personalities ii) Comparison between Manager and Entrepreneur iii) Comparison between Entrepreneur and Intrapreneur
Oct., 2018	14	Business Ethics i) Concept, Meaning, Nature and Types of Business Ethics ii) Ethical Issues in Business:(Any 1 Ethical Issue from Finance, Marketing, Human Resource and Production) CSR i) Concept, Meaning, Nature ii) Importance of CSR and Recent Policies in CSR Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Neetika Sharma

Subject - BEE-II Class F.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	14	<p>Motivation Meaning, Definition, Nature, Scope, Significance, Importance of motivation, Techniques of motivation.</p> <p>Theories of Motivation Maslow's Theory, Herzberg's Theory, McGregor, Ouchi's Theory Z, McClelland's Theory</p>
Jan., 2019	12	<p>Fundamentals and role of E-Commerce</p> <p>i) Meaning, Definition, Importance ii) Traditional Practice Vs E-commerce Practice iii) Types of E Commerce – B2B, B2C, C2C, C2A, B2A. iv) E commerce: Opportunities and Challenges</p>
Feb, 2019	14	<p>Biographical study of Local entrepreneurs</p> <p>i) Dr. Cyrus Poonawala ii) Mr. Ravi Pandit iii) Narayan Murthy iv) Kiran Mujumdar Shaw v) One local entrepreneur</p>
Mar, 2019	14	<p>Trade and Industrial Associations</p> <p>i) Meaning and Importance of Trade and Industrial Association ii) Contribution, Functions and Role of MCCIA and DICCI iii) Role and functions of CII and FICCI iv) Role and Functions of MCI and DCI Revision</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department - English

Month	No. of Lectures	Topics – Sub -Topics
July 2018	12x5	Play by Oscar Wilde, 'The Importance of Being Earnest' Introduction: 1. Biography of the writer, 2. His credits to the contemporary time as an aesthetic creed. 3. Development and change according to time of literary genre. 4. Social Significance of the play-Victorian Period.
August, 2018	14x5	Act-I Discussion on Theme, Explanation, Analysis, Characters, Setting, Literary and Socio-cultural Significance of the play.
Sept. 2018	14x5	Communication Skills: Dialogue Writing, Paragraph Writing, Interview Writing. Test-I. Question Paper 10 marks and Assignment 10 marks, MCQs 10 marks.
Oct. 2018	14x5	Phonology: Phonetic Symbols Consonants, Vowels and diphthongs.

TOTAL	54x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 02. 12. 2018 to 31.03. 2019}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2018	12x5	1. (S. S.) 'The Lament' by Anton Chekhov: Explanation, Analysis.
Jan. 2019	13x5	2. (S. S.) 'A Cup of tea' by Kathrine Mansfield: Explanation, Analysis. 3. Notice: introduction, grammar, composition. 4. Agenda: introduction, grammar, composition. 5. Resolution: introduction...
Feb. 2019	13x5	5. Resolution: introduction, grammar, composition. 6. Poem: 'Dover Beach' by Matthew Arnold: Explanation, Analysis, Appreciation. 7. 'Night of the Scorpion' by Nissim Ezekiel: Explanation, Analysis, Appreciation.
Mar. 2019	14x5	8. PowerPoint Presentation: introduction, composition, oral presentation. 9. (S. S.) 'The Magic Shop' by H. G. Wells: Explanation, Analysis, Appreciation. Poem: 'Money Madness' by D. H. Lawrence: Explanation, Analysis, Appreciation.

		Revisions: Discussion on Theory Questions, MCQs. Grammar and Communication Skills.
Apr. 2019		Theory Exam & Assessment
TOTAL	52x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 06. 07. 2018 to 30. 11. 2018 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Management Accounting (F2)

Class F.Y.B.Com Div. B

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
August, 2018	16	Accounting for management Sources of data Cost Classification
Sept., 2018	18	Presenting Information Accounting for labour material & overheads Absorption & Marginal Costing
Octo., 2018	20	Cost Accounting methods Alternative Cost Accounting principles
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 01. 12. 2018 to 31.03. 2019 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - Management Accounting Class F.Y.B.Com Div B

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	16	Budgeting
Jan., 2019	16	Standard Costing
Feb., 2019	14	Performance Management
March, 2019	10	Performance Management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02.07.2018 to 31.10.2018 }

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Foundation Course in Commerce-I

Class: F. Y. B.Com. Div. –B **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
July 2018	17	Unit 1 : Introduction and overview of forms of business organisations-meaning-types of business organisations-comparative study-Non-commercial organisation(NGO) –role, importance, challenges, structure of organisation-principles Unit 2: Business practices: meaning, definitions, importance of business practices, business arrangements-outsourcing-mergers-franchise-turnkey...
August 2018	16	Joint venture-MNC Unit 3 : Overview of management-meaning, definitions, nature, scope, role, significance, Science or art, professional management, process, levels, managerial skills
Sept. 2018	12	Unit 4: Management theories: F W Taylor Henry Fayol
Oct. 2018	10	Unit 5: Recent commercial trends: Commerce and management related recent trends to be discussed. Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{ From 02.07.2018 to 31.10.2018 }

Name of the Teacher –Dr. Asama S. Bagwan Subject –Marketing and salesmanship-I

Class : F.Y.B.Com. Div. E Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
July 2018	16	<p>Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand),</p> <p>Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation , Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions. Significance of marketing, Limitations of Marketing</p> <p>Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.</p>
August 2018	16	<p>Marketing Research- Concept and Process, Marketing Information System-Concept and Components</p> <p>Unit 3 : Marketing Organisations, Meaning, Definitions, Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation</p>
Sept. 2018	12	<p>Unit 4 : Market Segmentation</p> <p>Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid, Target Marketing, Market Positioning</p>
Oct. 2018	10	<p>Unit 5 : Consumer Behaviour</p> <p>Meaning, Definitions, Importance. Determinants of Consumer Behaviour- Cultural, Personal, Social, Psychological, Buying Decision Process Organisational Buying Behaviour- Meaning, Characteristics</p> <p>Internal evaluation</p>

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-2019
{From 01. 08. 2018 to 30. 11. 2019}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __FYBCOM_____ Div. __A B

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	14	Introduction and Overview of forms of Organization Types and forms, Comparative study, Non commercial organizations, Structure and Principles of Organization
August, 2018	14	Business Practices Meaning, Importance of business practices Business arrangements[Outsourcing, Mergers, Franchise, Turnkey] Joint venture MNC
Sept., 2018	12	Overview of Management Meaning, nature scope role, significance , Importance, Characteristics Need of Management study, skills
Octo., 2018	12	Management Theories Basic concepts of commerce
Nov., 2018	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester
{ From 01. 12. 2018 to 30.04. 2019 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____FY BCOM_____Div. __A,B

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2018	10	Business ethics Concept, Meaning, Nature and Types of Business ethics, Importance of ethics Ethical issues in Business
Dec., 2018	8	CSR Concept meaning nature Importance of CSR and recent policies in CSR
Jan., 2019	12	Trade and Industrial Association Meaning and Importance of Trade and Industrial Association Role of Functions of MCCIA and DICCI Role and Functions of CII and FICCI
Feb., 2019	10	Concept of Entrepreneur and Entrepreneurship Meaning definition and evolution Qualities of entrepreneur with analytical study Types of entrepreneurs
March, 2019	12	Role of Importance of entrepreneurship Basic concepts in business and commerce
April, 2019	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 02. 12. 2018 to 31.03. 2019}

Name of the Teacher – Neetika Sharma

Subject – Marketing and Salesmanship-II Class F.Y.B. Com Div. C

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	14	Product Decision i) Meaning, Definitions, Levels of Product, Types of Products ii) New Product Development – Concept, Process iii) Product Life Cycle and Marketing Strategies
Jan., 2019	14	Price Decision i) Meaning, Definitions, Pricing Objectives, Importance of Pricing Decision ii) Types of pricing Strategies, Factors influencing Pricing Decision, Pricing Methods
Feb., 2019	12	Place Decision i) Introduction, definition, Meaning ii) Characteristics and Role of Marketing Channels iii) Channel Options: wholesaler, Retailing, Franchising, Direct Marketing-types, E-commerce,
Mar., 2019	14	Promotion Decision i) Meaning, Definition, Features ii) Importance of Promotion Mix iii) Integrated Marketing Communication mix elements – Advertisements, Sales promotion, Public relations and publicity, Direct Marketing, Personal Selling Recent Trends in Marketing Concept and Characteristics of each Trend- Green Marketing, Global Marketing, Services marketing, Rural Marketing, Social Marketing, Digital Marketing, Relationship marketing, Internal marketing iv) Role and Functions of MCI and DCI Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02/07/2018 to 31/10/2018 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com **Div-** E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	16	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
August, 2018	16	Office Manager and Organistional Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Sept., 2018	16	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions Role of Public relations officer in modern offices. Modern methods of Public relations
Octo., 2018	16	Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance

TOTAL	64	
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Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
 {From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher - Neetika Sharma

Subject Business Communication Class S.Y.B.Com. Div. B, E

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	14	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2018	10	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2018	16	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2018	14	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 02. 12. 2018 to 31.03.2019}

Name of the Teacher – Neetika Sharma

Subject -Business Communication Class S.Y.B. Com Div. B, E

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	18	Technical Skills for Employability Job Letters CV GD Interview Skills Manners and Etiquette
Jan., 2019	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2019	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2019	14	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
 {From 01. 07. 2018 to 30. 11. 2019}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __SYBCOM_____ Div A, C, D

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	14	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2018	14	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2018	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2018	14	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2018	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester
{ From 01. 12. 2018 to 30.04. 2019}

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____SY BCOM_____Div. __A,C,D

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	14	Technical Skills for Employability Job Letters CV
Jan 2018	12	GD Interview Skills Manners and Etiquette
Feb 2019	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
March 2019	14	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
April 2019	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2021	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher – Neetika Sharma

Subject - Business Entrepreneurship-I Class - S.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	14	Entrepreneur and Entrepreneurship - i) Definition, Meaning - Functions of an Entrepreneur ii) Need & importance of Entrepreneurship, iii) Role of Entrepreneur as a Job Creator and Wealth Creator, iv) Recent concepts in Entrepreneurship- Social Entrepreneurship, Green Entrepreneurship, Intrapreneurship etc v) Women Entrepreneurship, Rural Entrepreneurship
August, 2018	14	Entrepreneurial Motivation i) Entrepreneurial Motives ii) David C. McClelland's Theory of Need for Achievement iii) Kakinada Experiment, iv) Maslow need hierarchy theory (from entrepreneurship perspective) v) Schumpeter theory
Sept., 2018	12	Creativity and Innovation i) Creativity – meaning - Creativity Process – ii) Techniques & tools of creativity iii) Innovation & invention: Meaning - Sources of innovation iv) Peter Drucker's Principles of innovation - Do's & Don'ts of innovation. v) Legal protection of Innovation vi) Disruptive Innovation
Octo., 2018	14	Collective entrepreneurship i) Concept - meaning & significance – ii) Individual Entrepreneurship v/s Group Entrepreneurship, Advantages & disadvantages of Group Entrepreneurship iii) Self-Help group - Definition - meaning & Evolution - Nature - scope of SHG – iv) Administration functions & operation SHG's - Do's & Don'ts with suitable illustration of Self-Help group
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 02. 12. 2018 to 31.03. 2019}

Name of the Teacher – Neetika Sharma

Subject – Business Entrepreneurship-II Class S.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec, 2018	12	Entrepreneur and Primary and Secondary Sector Meaning and importance of Primary and Secondary Sector, Features of Primary and Secondary Sector, Role of Primary Sector, Role of Secondary Sector, Challenges in primary Sector, Challenges in secondary Sector
Jan., 2019	12	Entrepreneur and Service Sector Meaning and importance, Features of service Sector, Role of service sector and service industry management, Types of services, Challenges in service sector, Challenges of changing environment
Feb, 2019	12	Franchisee and Outsourcing Franchising – Definition - meaning & Types, Advantages to the franchisee & franchisor - Franchisee Relationship Steps in starting franchisee - Cautions in Franchising - Business process outsourcing, Franchisee and outsourcing an opportunity to entrepreneur with case study
March, 2019	18	Introduction to the Rules and Legislation i) Applicability of Legislation ii) Industries Development (Regulations) Act, 1951 iii) Factories Act, 1948. iv) The Industrial Employment (Standing Orders) Act, 1946 v) Environment (Protection) Act, 1986 vi) The sale of Goods Ac, 1950 vii) Industrial Dispute Act 1947 viii) MSME Act
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 02.07.2018 to 31.10.2018}

Name of the Teacher –Dr. Asama S. Bagwan Subject – Business Management-I

Class : S.Y.B.Com., Sem-III , div. A, C, E Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	16	Basics of management—meaning, definitions, characteristics, importance, levels of management, managerial skills, professional management, nature and need. Management thinkers: Chhatrapati Shivaji Maharaj as a management guru, Kuatilya's Arthshastra, Michael Porter.....
August, 2018	16	.....Peter Drucker, Vijay Govindrajan, C. K. Prahalad Planning and decision making—concept, definitions, process, limitations, types.
Sept., 2018	12	Organising and staffing—concept, defintions, types of organization structures, methods of staffing, sources of recruitment Internal Evaluation
Octo., 2018	10	Directing-Meaning, definitions, elements, signficance, principles, Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 06. 07. 2018 to 30. 11. 2018 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Corporate Accounting Class S.Y.B.Com Div. C

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
July, 2018	12	Banking Company Accounts
August, 2018	16	Self Balancing ledgers
Sept., 2018	16	Construction Accounts Investment Accounting
Octo., 2018	10	Investment Accounting Revision Internal Exam MCQS
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 01. 12. 2018 to 31.03. 2019 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - _Corporate Accounting Class S.Y.B.Com Div C

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	16	Liquidation Internal Reconstruction
Jan., 2019	16	Tally with Inventory (practicals)
Feb., 2019	14	Company Final Accounts
March, 2019	10	Revision Internal Exam MCQ
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 02-07-2018 to 31-10-2018}

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Elements of Company Law Class SY Div.- A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association: formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company.
August, 2018	15	Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus, types of Shares, issues ,allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system.
Sept., 2018	7	Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Octo., 2018	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Nov., 2018	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2018-19
{From 02-12-2018 to 31-03-2019 }

Name of the Teacher –Mr. Vijay Arvind Salunke

Subject -Elements of Company Law Class SY B. Com Div. A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Dec., 2018	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
Jan., 2019	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
Feb., 2019	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
March, 2019	5	Winding Up 10 Lectures Concept and modes of winding up, Liquidator,
March, 2019	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 02. 07. 2018 to 30. 10. 2018}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July 2018	12	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics 2 Micro and Macro economics 3 Macroeconomics variable and concepts. - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import)</p> <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income - Three sector model (including government and taxation) - Four sector model (Export and Import)</p>
August 2018	14	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income 2.3 Real and Nominal GDP/ GNP 2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure) 2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money 3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin’s Portfolio approach
September 2018	15	<ul style="list-style-type: none"> -Baumol’s Inventory approach -Friedman’s theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI’s money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
October 2018	13	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2018	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
January, 2019	14	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
February 2019	13	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle

		<p>3.3 Theories of Business Cycle</p> <ul style="list-style-type: none"> - Hawtreys theory of Business Cycle - Low/under consumption theory of Keynes - Samuelson’s theory of Business Cycle - Hicks’s theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p>
March 2019	15	<p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p> <p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Smt. Smruti Patwardhan

Subject – Audit and Taxation Class- T.Y.B.com Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Introduction to Principles of Auditing and Audit Process. Definition, Nature-objects-Advantages of Auditing-Types of errors and frauds Various Classes of Audit.
August,	13	Audit programme, Audit Note Book, Working Papers, Internal Control-Internal Check-Internal Audit Checking, Vouching and Audit Report Test checking-Vouching of Cash Book-Verification and Valuation of Assets and Liabilities. Qualified and Clean Audit Report-Audit Certificate-Difference between Audit Report and Audit Certificate. Auditing and Assurance Standards. (AAS- 1,2,3,4,5,28,29)
September,	12	Company Auditor Qualification, Disqualifications, Appointment, Removal, Rights, Duties and liabilities. Tax Audit Definition of Accountant-Scope of Auditor's Role under Income Tax Act Compulsory Tax Audit- Certification for Claiming exemptions- Selective Tax Audit Tax Consultancy and Representation- Proforma of Computerized Systems.
October,	16	Audit of Computerized Systems Auditing in an EDP environment-planning an audit in a computer Environment - problems encountered in an EDP environment- General EDP Control – EDP Application Control- System Development- Data transfer- Audit practice in relation to computerized systems-Computer

		Assisted Audit Techniques (Factors and Preparation of CAAT)
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Smt. Smruti Patwardhan

Subject – Audit and Taxation Class- T.Y.B.com Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December,	14	Important Concepts and Definitions under Income Tax Act-1961. Income, Person, Assessee, Assessment year, Pervious year, Agricultural Income, Exempted Income, Residential Status of an Assessee, PAN, TAN
January	11	Computation of Taxable Income under the different Heads of Income a. Income from Salary – Meaning of salary, Salient features of salary Allowances and tax Liability- Perquisites and their Valuation- Deductions from salary. (Theory and Problems)
February	15	b. Income from House Property Basis of Chargeability Annual Value Self occupied and let out property Deductions allowed (Theory and Problems) c. Profits and Gains of Business and Professions Definitions, Deductions expressly allowed and disallowed (Theory And Problems) d. Capital Gains Chargeability-definitions-Cost of Improvement, Short term and long term Capital gains (Theory only) e. Income from other sources- Chargeability - deductions - Amounts not deductible.(Theory only)
March	14	Computation of Total Taxable Income of an Individual Gross total Income-deductions u/s-80C, 80ccc to 80 U –

		<p>Income Tax calculation- (Rates applicable for respective Assessment year) Education cess</p> <p>Miscellaneous</p> <p>Tax deducted at source-Return of Income-Advance payment of Taxmethods of payment of tax-Forms of Return-Refund of Tax. (Theory)</p> <p>Income Tax Authorities</p> <p>Structure, Functions and powers of various Income Tax Authorities. (Administrative and Judicial), Central Board of Direct Taxes.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 06. 07. 2018 to 30. 11. 2018 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Auditing & Taxation Class T.Y.B.Com Div. A, B, C, D

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
July, 2018	14	Introduction to Auditing,
August, 2018	16	Vouching & Verification, Introduction to Tax Audit
Sept., 2018	16	The Company Auditor, Audit in a CIS Environment
Octo., 2018	8	Basic Concepts & Definitions under Income Tax Act 1961
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 01. 12. 2018 to 31.03. 2019 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - Auditing & Taxation Class T.Y.B.Com Div A,B,C,D

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2018	16	Heads of Income- House Property & Profits & Gains of Business Profession
Jan., 2019	16	Heads of Income- Salary , Capital Gains & Other sources (theory)
Feb., 2019	14	Computation of total income & Tax Payable.
March, 2019	10	Miscellaneous: Filing of return of income, TDS provisions SPPU Practical Viva exams
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher –A. M. Puranik

Subject – Advanced Accounting Class- T.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2018	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2018	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2018		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher –A. M. Puranik

Subject – Advanced Accounting Class- T.Y. B.com Division- E

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2019	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2019	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2019	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Dr Yashodhan P Mahajan

Subject – Advanced Accounting Class- T.Y. B.com Division- A and D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2018	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2018	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2018		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr Yashodhan P Mahajan

Subject – Advanced Accounting Class- T.Y. B.com Division- A and D

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2019	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2019	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2019	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher –Smt. Manjusha V Gokhale

Subject – Advanced Accounting Class- T.Y. B.com Division- B and C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Accounting Standards & Financial Reporting (Introduction to IFRS-Fair Value Accounting):- Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-15 AS-17 to AS-25 simple practical examples of application nature.
August, 2018	12	Final Accounts of Banking Companies :- 1 Introduction of Banking Company - Legal Provisions – Non Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements & Other Obligations - Bills for Collection - Rebate on Bills Discounted -Provision for Bad and Doubtful Debts - Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949. * Introduction to Core Banking System.
Sept., 2018	14	Insurance Claim Accounts :- A. Claim for Loss of Stock - Introduction - Procedure for Calculation -Average Clause - Treatment of abnormal items of goods - Under & Overvaluation of Stock. B. Claim for Loss of Profit - Introduction - Indemnity under policy - Some important terms - Procedure for ascertaining claims. C. Claim for Loss of Fixed Assets - Introduction - Some important terms - Procedure for ascertaining claims.
Octo., 2018		Final Accounts of Co-operative Societies :- a. Credit Co-operative Societies :-

	14	b. Consumer Co-operative Societies :- Meaning - Allocation of Profit as per Maharashtra State Co-operative Societies Act. Preparation of Final Accounts of Credit Co-operative Societies and Consumer Co-operative Societies.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Smt. Manjusha V Gokhale

Subject – Advanced Accounting Class- T.Y. B.com Division- B and C

Name of the Department- Accountancy

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	Computerized accounting practices:- A. VAT & VAT Report B. Service Tax C. Central Value Added Tax D. Income Tax - Tax Deducted at Source (TDS) Including entries with the help of Accounting Software. (Demonstration and Hands Experience.)
January, 2019	12	Branch Accounts :- Stock and Debtors System :- Introduction - Types of Branches – Goods Supplied at Cost & Invoice Price.
February, 2019	15	Single Entry System :- Conversion of Single Entry into Double Entry :- Introduction - Preparation of Cash Book - Total Debtor Account - Total Creditor Account - Final Accounts.
March, 2019	15	Analysis of Financial Statements :- Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis - Problems on Ratio Analysis restricted to the following Ratio only - *Gross Profit Ratio *Net Profit Ratio * Operating Ratio * Stock Turnover Ratio * Debtor Turnover Ratio * Current Ratio * Liquid Ratio * Debt to Equity Ratio.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Administration Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	<p>Human Resource function 1.1 Meaning, Objectives of Human Resource Function, Difference between H.R.M. and H.R.D. 1.2 Organization, Scope and functions of Human Resource Department in Modern Business.</p>
August, 2018	13	<p>1.3 Human Resource Planning – Nature and Scope, Job analysis – Job Description - Job specification. 1.4 Emerging Concept of H.R.D. – Quality Circles –Kaizen – Voluntary Retirement Schemes. Recruitment and Training 2.1 Methods or sources of Recruitment of manpower, Role of Recruitment Agencies- Selection Process. 2.2 Types of Interviews- Interview Techniques. 2.3 Objectives and importance of Training and Development. 2.4 Types and Methods of Training Programmes..</p>
September, 2018	12	<p>Employee Career and Succession planning 3.1 Aims and objectives of career planning. 3.2 Career Planning Process – Career Planning Structure. 3.3 Succession Planning - Meaning Need and importance. 3.4 Types of Career Opportunities A) Public Sector:- State and Local Government level – Personnel officer, Purchasing officer, secretary, Director of Administration Accountant etc. B) Private sector:-Marketing and Sales, Production and Material Management, Financial sector, Management as a profession, Insurance</p>

		Industry, Accounting and Management Information System.
October, 2018	16	Performance Appraisal Management. 4.1 Concept and Importance. 4.2 Performance Appraisal Process. 4.3 Methods and Techniques. 4.4 Merits and limitations of performance appraisal.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Shri. Vijay A Salunke

Subject – Business Administration Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Introduction 1.1 Meaning and scope of Marketing. 1.2 Objectives of Marketing. 1.3 Classification of marketing. 1.4 Functions of Marketing.
January 2019	11	Marketing Mix 2.1 Meaning and Importance of Product, Product mix, product life cycle. New product development- Types of new product, Branding, Packaging, and Labelling. 2.2 Price – Meaning, Factors affecting Pricing Decisions, Methods of Pricing. 2.3 Place – Functions of distribution channels, Types of distribution Channels, Impact of technology on Distribution. 2.4 Promotion – Meaning of sales promotion, Importance, Methods and New techniques of sales promotion.
February 2019	15	Advertising 3.1 Advertising- Meaning, Scope, Importance, Role of advertising in modern business, Criticism on Advertising practices. 3.2 Advertising media – Different medias of advertising, Selection of advertising media. 3.3 Ethics in advertising- Ethics and appeals in Advertising, Advertising Standards Council of India. 3.4 Future of advertising – Advertising in depression and crisis,

		Employment opportunities in advertising field.
March 2019	14	Modern Marketing Trends 4.1 Global marketing – Meaning, Scope, Importance, International marketing Challenges and Problems. 4.2 Marketing Research- Meaning, Scope and Methods of Marketing research. 4.3 Retailing- Meaning, New Trends in Marketing, Direct Marketing, Malls, Franchising. 4.4 Recent Trends in Marketing E-Marketing ii) Telemarketing iii) Internet Marketing iv) M-Marketing.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – GKB

Subject – Business Administration III Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	<p>Finance -:</p> <p>1.1 Money and Finance, Need, Nature and Importance of Finance.</p> <p>1.2 Finance Functions, Objectives of Financial Management, Functions of Finance Manager.</p>
August, 2018	13	<p>1.3 Financial need of a modern business organization.</p> <p>Financial Planning -:</p> <p>2.1 Meaning, Nature and characteristics of financial planning. Scope, Importance, Advantages, Limitations, of Financial Planning</p> <p>2.2 Steps in financial planning.</p> <p>2.3 Methods of estimating financial requirements.</p>
September, 2018	12	<p>Capitalization and Capital Structure -:</p> <p>3.1 Capitalization – Concept, Factors governing capitalization, over and under capitalization - Causes and effects, Fair Capitalization.</p> <p>3.2 Capital Structure- Meaning, Concept and Principles of capital structure, Factors influencing the pattern of capital structure.</p> <p>3.3 Trading on equity- Concepts and effects.</p>
October, 2018	16	<p>Management of Capital -:</p> <p>4.1 Types of capital- Fixed capital and working capital, owned and borrowed capital, Short and Long term Capital.</p> <p>4.2 Need, Importance, Factors governing fixed and working capital requirement.</p> <p>4.3 Sources of capital - Shares, Debentures, Public</p>

		Deposits, Ploughing back of profits, Loans from Bank and Financial Institutions, Trade creditors, Installment credit etc.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – GKB

Subject – Business Administration III Class- T.Y. B.com Division- D

Name of the Department- Business Administration

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	<p>Production management Functions -:</p> <p>1.1 Meaning, Definition, Functions of Production Management, Responsibilities of Production manager .</p> <p>1.2 Production Planning - Objectives, Importance, levels of planning.</p> <p>1.3 Routing & Scheduling - Meaning, Route Sheets, Scheduling, Master and sequential scheduling, scheduling devices.</p> <p>1.4 Production control- Definition and meaning, Necessity, objectives, factors and techniques of production control</p>
January 2019	11	<p>Plant Location and Plant Layout</p> <p>2.1 Introduction, importance, factors responsible for plant location.</p> <p>2.2 Plant Layout- Meaning, Definition, Importance of good layout, factors relevant for choice of layout, Line, Process and Product layout.</p> <p>2.3 Plant Layout - Advantages, disadvantages and techniques.</p>
February 2019	15	<p>Inventory management</p> <p>3.1 Inventory management -Introduction, methods, and Norms.</p> <p>3.2 EOQ, Use of Computers in Inventory Management,</p> <p>3.3 Material Requisition Planning (MRP) , Just In Time (JIT),ABC Analysis.</p>
March 2019	14	<p>Material Handling and supply chain management</p> <p>4.1 Meaning, function of material handling, principles of material handling.</p>

		<p>4.2 Common material handling devices fork lift truck, platform truck, straddle carrier, chain hoist, roller and belt conveyor, bridge crane, crawler crane.</p> <p>4.3 Supply chain management- Theory, Principles, Implications, Factors affecting supply chain management.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for First Term 2018-19
{ From 01. 08. 2018 to 30. 11. 2018 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Indian Financial System (Banking & Finance Paper III) (1505F)

Class – T. Y. B. Com.

Div. -A

Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
August, 2018	17	An Overview of Indian Financial System Financial Institutions – Regulatory, Intermediary and Non-Intermediaries. Financial Markets – Money and Capital Markets Financial Instruments Indicators of Financial Development Role of Financial System in Economic Development Recent Trends in Indian Financial System
Sept., 2018	16	Indian Money Market Meaning and Scope of Indian Money Market Structure and Characteristics of Money Market Functions of Indian Money Market Institutions in the Money Market Deficiencies of Indian Money Market Reforms in Indian Money Market after 1991 Indian Capital Market Basics, Meaning, Scope, Characteristics, Functions, Participants, Classification of Capital Market
Octo., 2018	06	<u>Secondary Market</u> Objectives and Functions of Secondary Market Role, Reforms and Recent Trends in Indian Capital Market Details of Stock Exchanges in India, Study of Indices in India
Nov., 2018	15	Indian Foreign Exchange Market Meaning, Segments, Participants. Spot Market and Forward Market Basics of Exchange Rate Determination, Rate Quotations Methods of Foreign Exchange, Exchange Risk Management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 03. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Deepak Powdel

Subject – Banking Law & Practices Class- T.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2018	14	Principles of Bank Lending, Evaluation of Customer (5Cs) Intro-Banker Customer Relationship Types of relationship
January 2019	11	Banker Customer Relationship- Secrecy by bankers, termination of banker-customer relationship, Garnishee order
February 2019	15	Modes of creating charges: Lien, Bailment, Pledge, Mortgage
March 2019	14	Recovery of loans, Debt Tribunals, Lok Adalat, SARFAESI Act, Project Appraisal by Banks
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 03. 12. 2018 to 31. 03. 2019}

Name of the Teacher - Deepak Powdel

Subject – Study of International Economics Class- T.Y. B.com Division- B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December 2018	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January 2019	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February 2019	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March 2019	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 05. 07. 2018 to 31. 10. 2019}

Name of the Teacher - Deepak Powdel

Subject – Banking Law and Practices Class- T.Y. B.com Division- A

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2018	14	Banking Regulation Act, 1949. Def: sec 5, functions sec 6, other sections such as management, sec 10, Reserves, sec 17, 18. Licensing-sec 22, 23, Winding up, and banking regulation act as applicable to cooperative banks.
August, 2018	13	Negotiable Instruments Act, 1881. Sec-5 Def, Holder, Holder in due course, Payment banker, Endorsement, Presentment of cheques, dishonour of cheques, to sec 147, punishment
September, 2018	11	Paying Banker: Duties and Rights of Paying Banker
October, 2018	16	Collecting banker: Duties and Rights of collecting banker Cheques and types of cheques
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Law

Subject – BRF

Class- T.Y.B.com

Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	<p>Law of Contract - General Principles.(Indian Contract Act, 1872)</p> <ul style="list-style-type: none"> · Definition, Concept and kinds of contract · Offer and Acceptance. · Capacity of parties. · Consideration. · Consent and free consent. · Legality of object and consideration.
August, 2018	13	<ul style="list-style-type: none"> · Void Agreements. · Discharge of contract. · Breach of contract and remedies (Including damages, meaning, kinds and rules for ascertaining damages) <p>Law of Partnerships: 2.1. Indian Partnership Act 1932: Partnership; Definition and Characteristics, Types of Partners, Rights, Duties and Liabilities of Partners, Dissolution of Partnership. 2.2. Limited Liability Partnership Act 2008: Limited Liability Partnership (LLP); Concept, Nature and Advantages, Difference between LLP and Partnership Firm, Difference between LLP and company, Partners and designated partners, Incorporation of LLP, Partners and their relations, Liability of LLP and Partners (Section 27).</p>
September,	12	Financial Disclosure by LLP, Contributions (Section 32), Assignments and Transfer of

2018		<p>Partnership Rights (Section 42) Conversation to LLP (Section 55), Winding-up and dissolution (Section 63 & 64)</p> <p>Sale of Goods.(Sale of Goods Act,1930) Contract of sale-Concept and Essentials. Sale and agreement to sale. Goods-Concept and kinds.</p>
October, 2018	16	<p>Conditions and warranties. (Definition, Distinction, implied conditions and warranties)Transfer by non-owners. Rights of Unpaid Seller and Remedial Measures.</p> <p>E-Contracts (E-Transactions/E-Commerce.):</p> <ul style="list-style-type: none"> · Significance of E-Transactions /E-Commerce. _ Nature. _ Formation. _ Legality. _ Recognition. <p>(Chapter 4.Sec.11-13 of I T Act,2000 relating to attribution, acknowledgement, dispatch of E-Records)</p> <ul style="list-style-type: none"> · Digital Signatures –Meaning & functions, Digital Signature certificates [Sections 35-39] · Legal issues involved in E-Contracts.
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Law

Subject – BRF

Class- T.Y.B.com

Division- A,B,C,D & E

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	<p>The Consumer Protection Act, 1986</p> <ul style="list-style-type: none"> · Salient features of the C.P. Act. · Definitions-Consumer, Complainant, Services, Defect & Deficiency, Complainant, unfair trade practice, restrictive trade practice. · Consumer Protection Councils. · Procedure to file complaint & Procedure to deal with complaint & Reliefs available to consumer.(Sec.12 to14) · Consumer Disputes Redressal Agencies. (Composition, Jurisdiction, Powers and Functions.)
January 2019	11	<p>Intellectual Property Rights : (IPRs)</p> <ul style="list-style-type: none"> · WIPO: Brief summary of objectives, organs, programmes& activities of WIPO.TRIPS: As an agreement to protect IPR-Objectives & categories of IPR covered by TRIPS. · Definition and conceptual understanding of following IPRs under the relevant Indian current statutes. · Patent: Definition & concept, Rights & obligation of Patentee, its term. · Copyright: Characteristics & subject matter of copyright, Author & his Rights, term. · Trademark: Characteristics, functions, illustrations, various marks, term, internet domain name- Rights of trademark holder. · Design: Importance, characteristics, Rights of design holder. · Geographical Indications, Confidential Information &

		Trade Secrets, Traditional knowledge—Meaning & scope of these IPRs.
February 2019	15	<p>Negotiable Instruments Act, 1881:</p> <ul style="list-style-type: none"> · Concept of Negotiable Instruments: Characteristics, Meaning Important relevant definitions under the Act · Definitions, Essentials of promissory note, bill of exchange and cheque. Distinction between these instruments. Crossing of cheques – It's meaning and types. · Holder and holder in due course, Privileges of holder in due course. · Negotiation, endorsement, kinds of endorsement. · Liabilities of parties to negotiable instruments. · Dishonour of N. I., kinds, law relating to notice of dishonour. Dishonour of cheques.
March 2019	14	<p>Arbitration & Conciliation:</p> <ul style="list-style-type: none"> · Concept of Arbitration & Conciliation. · Definition & Essentials of Arbitration Agreement. · Power and Duties of Arbitration. Conciliation proceeding. (Provisions of Arbitration & Conciliation Act,1996 in nutshell to be covered.)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing II Class- T.Y. B.com Division- A & B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Overheads: 1.1. Meaning and definition of overheads. 1.2. Classification of overheads
August, 2018	13	Accounting of Overheads (Part-I) 2.1 Collection and Allocation of overheads. 2.2 Apportionment and Re-apportionment of overheads
September, 2018	12	Accounting of Overheads (Part-II) 3.1 Absorption - Meaning ,Methods of Overhead Absorption 3.4 Under and Over Absorption of overheads- Meaning, Reasons and Accounting treatment
October, 2018	16	Activity Based Costing 4.1 Definitions-Stages in Activity Based Costing 4.2 Purpose and Benefits of Activity Based Costing 4.3 Cost Drivers 4.4 Problems on Activity Based Costing [Simple Problems only]
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Smt. Preeti R. Rajguru

Subject – Costing II Class- T.Y. B.com Division- A & B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Methods of Costing: 5.1 Introduction to Methods of Costing. 5.2 Job Costing- Meaning, Features, Advantages and Limitations
January 2019	11	Contract Costing: 6.1 Meaning and Features of Contract Costing 6.2 Work Certified and Uncertified, Escalation clause, Cost Plus contract, work-in- progress 6.3 Profit on incomplete contract
February 2019	15	Process Costing 7.1 Meaning and features of process costing 7.2 Preparation of process accounts including normal and abnormal loss/gain 7.3 Joint Products and By Products [Theory Only]
March 2019	14	Service Costing: 8.1 Meaning, Features and Applications. 8.2 Cost Unit-Simple and composite 8.3 Cost Sheet for Motor transport service 8.4 Cost Statement for Hospital and Hotel Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing III Class- T.Y. B.com Division- A and C

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Material Accounting 1.1 Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety.
August, 2018	13	1.2 Cost-Profit-Volume Analysis- Assumptions and limitations of cost volume analysis 1.3 Application of Marginal Costing Technique:- Make or buy Decision, Acceptance of export order & Limiting factors. Budgetary Control: 2.1 Definition and Meaning of Budget & Budgetary control 2.2 Objectives of Budgetary control
September, 2018	12	2.3 Procedure of Budgetary control 2.4 Essentials of Budgetary control 2.5 Advantages and Limitations of Budgetary control 2.6 Types of Budgets. Uniform costing and Inter-firm Comparison 3.1 Meaning and ,objectives
October, 2018	16	3.2 Advantages and disadvantages. Introduction to management information system in

		Costing 4.1 Meaning , objectives and Advantages 4.2 Procedure of MIS
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Dr Prashant V Sathe

Subject – Costing III Class- T.Y. B.com Division- B

Name of the Department- Costing

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Standard Costing 5.1 Definition and meaning of standard cost & standard Costing. 5.2 Types of standards, setting up of Material & Labour Standards 5. 3 Difference between Standard Costing & Budgetary Control. 5.4 Advantages and Limitations of standard costing 5.5 Variance Analysis & its Significance 5.6. 1 Meaning, Types and Causes of Material & Labour variances. 5.6. 2 Problems on Material & Labour variances.
January 2019	11	Farm Costing 6.1 Meaning and Features of Farm Costing 6.2 Advantages & Limitations of Farm Costing 6.3 Practical Problems
February 2019	15	Cost Accounting Record Rules & Cost Audit: 7.1 Introduction to cost accounting record u/s 148 of the companies Act 2013 7.2 Cost records and Verification of Cost Records 7.3 Cost auditor – Appointment- Rights and duties
March 2019	14	Cost Audit (Legal Provisions): 8.1 Cost Audit - Meaning, Scope, objectives & advantages of Cost Audit. 8.2 Cost Audit Report and Annexure to cost Audit

		Report. 8.3 Introduction to Cost Accounting Standards issued by Institute of Cost and Management of India . 8.4 Generally accepted Cost Accounting principles.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 02. 07. 2018 to 31. 10. 2018}

Name of the Teacher -Vidushi Tewari

Subject – Indian and Global Economy Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2018	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August, 2018	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4.Hospitality/Healthcare/ Travel and Tourism

September, 2018	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT 5.
October, 2018	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher -Vidushi Tewari

Subject – Study of International Economics Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January 2019	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February 2019	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March 2019	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 05. 07. 2018 to 31. 10. 2019}

Name of the Teacher - Deepak Powdel

Subject – Indian and Global Economy Class- T.Y. B.com Division- B

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2018	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August, 2018	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4. Hospitality/Healthcare/ Travel and Tourism

September, 2018	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT
October, 2018	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management III Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Advertising I a) Fundamentals of Advertising 1. Conceptual framework, Nature, Scope and Scope and Functions of Advertising 2. Role of Advertising in Modern Business 3. Advertising – Objectives – Types, Benefits and Limitations 4. Ethics in Advertising
August, 2018	13	b) Advertising Media 1. Definitions – Classifications and Characteristics of Different Media 2. Comparative Study of Advertising Media 3. Selection of Media-Factors Affecting Selection of Media 4. Media Mix-Geographical selective-Media Scheduling 5. E-Advertising Advertising II Appeals and Approaches in Advertisement 1. Introduction- Different Appeals and their Significance 2. Advertising Message 3. Direct and Indirect Appeal 4. Relation between Advertising Appeal and Buying Motive 5. Positive and Negative Emotional Approaches
September, 2018	12	Brand management a) Introduction of Branding b) Brand identity

		<ul style="list-style-type: none"> c) Advertising and Branding d) Brand Extension e) Identity Sources – symbols, logos, trademarks
October, 2018	16	<p>Industrial Marketing</p> <ul style="list-style-type: none"> a) Introduction to Industrial Marketing b) Types of Industrial Goods c) Difference between Industrial and Consumer Marketing d) Purchasing practices of Industrial customers
TOTAL	49	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Gautam K. Bengale

Subject – Marketing Management III Class- T.Y. B.com Division- E

Name of the Department- Marketing

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Marketing Research a) Meaning, nature and scope of Marketing Research b) Marketing Research process c) Types of Research d) Types of Data e) Types of Questionnaire
January 2019	11	Distribution Management a) Warehousing and Transport decisions b) Logistics – meaning, nature c) Logistics Function d) Warehousing – need, functions e) Transportation – modes, factors affecting transportation costs
February 2019	15	Target Marketing a) Meaning, nature, importance b) Market Targeting c) Selection of Target Segment d) Targeting Strategies
March 2019	14	Marketing Control a) Meaning, objectives of Marketing Control b) Benefits of Marketing Control: - essential of an effective Marketing Control System c) Techniques of Marketing Control d) Process of Marketing Control e) Marketing Audit – meaning, characteristics, objectives, process of Marketing Audit
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher –Roshan More

Subject – Business Statistic II Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Introduction to Probability: Definitions of : Permutation, Combination, Sample Space, Event, different types of events, Probability of an event,
August, 2018	12	Conditional Probability, Independence of two events, Partition of sample space. Bayes Theorem (statement only). Examples and problems. Uni-variate Discrete Probability Distribution: Definitions of : random variable, discrete random variable, probability distribution of discrete random variable, Probability mass function (p.m.f.), Cumulative distribution function, mean , variance and standard deviation. Properties of distribution function. Examples and problems.
Sept., 2018	14	Some Standard Discrete Probability Distributions : 1. Bernoulli: p.m.f., mean and variance. (statement only) 2. Binomial: p.m.f., mean, variance and additive property. (statement only) real life situation. 3. Poisson: p.m.f., mean, variance and additive property.(statement only) real life situation. Examples and problems.
Octo., 2018	14	Bi-variate Discrete Probability Distribution: Bivariate discrete random variable, Joint probability distribution of bivariate discrete random variable, marginal and conditional distribution and independence of two variables.

		Examples and problems.
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Roshan More

Subject – Business Statistics Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	<p>Normal Distribution: Normal Distribution :Definition, p.d.f. curve, properties of normal distribution, state mean and variance, standard normal variate, problems to evaluate probabilities(using statistical table and excel), additive property for two variables (statement only). Fitting of normal distribution using Excel.Examples and problems.</p>
January, 2019	12	<p>Test Of Hypothesis-I: 1.Definitions of :Hypothesis, Null hypothesis, Alternating hypothesis, Critical region, Types of Errors, Level of significance, P-value. 2.Test for Population Mean(for large and exact sample): Describe test procedure for testing i. Ho:$m=m_0$ against H1: $m \neq m_0$ and ii. Ho: $m_1 = m_2$ against H1: $m_1 \neq m_2$. If population variance is known. 3.Test for Population Mean: Describe test procedure for testing i. Ho: $m = m_0$ against H1: $m \neq m_0$ and ii. Ho: $m_1 = m_2$ against H1: $m_1 \neq m_2$. If population variance is unknown. 4.Describe the test procedure for paired t-test. 5.Test for population proportion : Describe test procedures for testing i. Ho: $P= P_0$against H1: $P \neq P_0$and ii. Ho: $P_1 =P_2$ against H1: $P_1 \neq P_2$.</p>

February, 2019	15	Test Of Hypothesis-II: 1. Describe Chi-square test for testing i. Goodness of fit. ii. Independence of attributes. 2. Describe test procedure for testing $H_0: s_1^2 = s_2^2$ against $H_1: s_1^2 \neq s_2^2$ (test based on F-distribution)
March, 2019	15	Non-parametric Tests : Introduction , sign test, run test, Kolmogrove – Smirnov test, Mann whitney test..
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2018}

Name of the Teacher –Roshan More

Subject – Business Statistic III Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
July, 2018	8	Game Theory: Meaning, two person zero-sum game, pure and mix strategies, Pay off tables, saddle points,
August, 2018	12	minimax and maximin principles, Dominance principles. Examples and problems. Statistical Decision Theory: Introduction, acts, states of nature, pay off, regret, Decision Making Under Risk, Expected Opportunity Loss (EOL) Criterion and Expected Monetary Value (EMV) Criterion. Decision Making Under Uncertainty, Maximin Criterion, Maximax , Minimax Regret Criterion, Laplace Criterion, Hurvitz Criterion, Examples and problems.
Sept., 2018	14	Replacement Problem: Introduction, replacement of Item that deteriorates with time when value of money remains same during the period.
Octo., 2018	14	Statistical Quality Control : Introduction, Chance and assignable Causes of variation, Uses of SQC, Control limits, specification limits, Tolerance limits Process and product control, Control charts for mean, range, P-Chart, C-Chart ,Process Capability study , Interpretation of capability index Cp and Cpk
Total	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017-18
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher – Roshan More

Subject – Business Statistics III Class- T.Y. B.com Division- B

Name of the Department-

Month	No. of Lectures	Topics – Subtopics
December, 2018	12	CPM/PERT: Meaning and scope, activity, event, node, network, path, critical path, slack, float (total, free, independent), forward pass and backward pass methods. Pessimistic, Most likely and Optimistic times in PERT, mean and variance for each activity, expected duration of project, probability of completion of project, Examples and problems.
January, 2019	12	Simulation: Meaning and scope, Advantages and disadvantages of simulations, Examples and problems, step wise procedure of drawing model sample using EXCEL from i) uniform distribution and ii) Normal distribution using Box-Muller transformation.
February, 2019	15	Queuing Theory: Meaning, calling population, queue discipline, inter arrival rate, service rate, traffic intensity, single channel Poisson arrival with exponential service rate, average waiting time in i) queue and ii) system, average length of i) queue and ii) system. Examples and problems.
March, 2019	15	Application of derivative in Business: Algebraic Function: Cost function, Profit function, Revenue function. Derivative and double derivative of some simple algebraic functions and its meaning in computation of maxima and minima of a function. Concept of average cost, marginal cost, variable cost and fixed cost. Examples and Problems.

TOTAL	54	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 17-07-2018 to 31-10-2019}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Indian and Global Economy Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
July, 2018	14	<p>Agriculture</p> <ol style="list-style-type: none"> 1. Characteristics of Indian Economy 2. Role and place of agriculture in Indian Economy 3. Trends in agricultural productivity- Causes and measures to improve productivity. 4. Government policy measure (MSP/subsidies/ Crop Insurance) Strategies of Agri. Development 5. Problems and measures in Agricultural Marketing 6. Introduction to Agri- Business <p>Industry</p> <ol style="list-style-type: none"> 1. Role of Industry in India 2. Public and Private Industries 3. MSME (Micro/Small & Medium Enterprise), Definitions, performance and problems.
August, 2018	13	<p>Government initiatives- Skill development, self-employment, Make in India, Agriculture export zone, Ease of Doing Business Index, (MUDRA).</p> <p>Service Sector</p> <ol style="list-style-type: none"> 1. Evolution/Trends since 1991 2. Major contributors of service sector 3. Information technology (ITES) /Banking / 4.Hospitality/Healthcare/ Travel and Tourism

September, 2018	11	Infrastructure <ol style="list-style-type: none"> 1. Urban & Rural Infrastructure development 2. Type of Infrastructure-physical and social 3. Government schemes for infrastructural development- UDAN, Bharatmala, and Smart City Mission. 4. PPP and BOT 5.
October, 2018	16	Human Development <ol style="list-style-type: none"> 1. Demographics (Interstate analysis) Gender inequality, Literacy, Unemployment, Birth Rate, Mortality Rate, Life-Expectancy, Per capita Income. 2. H.D.I./Hunger Index /Gini coefficient/Lorenz Curve 3. a) Government Measures to reduce Poverty-MGNREGA , P.M. Gram Sadak Yojana, Ujjwala Yojana, b) Government Measures to increase education - Right to education, Gross enrollment ratio, Mid- Day Meal Scheme. 4. Integrated Rural Development Programme (IRDP)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2018-19
{From 02. 12. 2018 to 31. 03. 2019}

Name of the Teacher - Dr.S.V.Waghmare

Subject – Study of International Economics Class- T.Y. B.com Division- D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
December, 2018	14	Introduction to International Economics and Theories of Trade 1.1 Mercantilism Theory and Absolute advantage theory. 1.2 Comparative advantage theory. 1.3 Heckler-Olin Theory, Leontief Paradox 1.4 Intra – Inter industry theory
January 2019	11	Balance of Payments 2.1 Meaning and BOP accounts- Current & Capital account. 2.2 Equilibrium and Disequilibrium in BOP accounts- causes and measures, Role of IMF in BOP. 2.3 Rupee convertibility 2.4 Trends of Indian BOP accounts. 2.5 Mundell-Fleming Open Economy Model.
February 2019	15	Foreign Exchange Market 3.1 Exchange rate determination- Gold standard, PPP theory, LIBOR 3.2 Fixed, Flexible and Managed exchange rates Trade Policies 4.1 Background of Foreign Trade Policies and Current Foreign Trade Policy of India 4.2 Case for Protectionism 4.3 Case for Free Trade 4.4 FDI, FII and Anti-Dumping policies.
March 2019	14	Regional and Economic Co-operation 5.1 SAARC 5.2 ASEAN 5.3 European Union

		5.4 BRICS 5.5 World Trade Organization
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune

LECTURE PLAN

{For the First Term 20th June, 2018 to 28th October, 2018}

Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar

Subject - Business Finance Compulsory Paper

Subject Title -: Business Finance (Course Code -: 301)

Class - M. Com. Part II Semester - III

Div.- C & D

Department – Department of Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
JUNE, 2018	10	Unit 1 Introduction To Business Finance A. Business Finance: Meaning, objective, scope and importance
JULY, 2018	12	B. Time value of Money Need, Importance, Future value, Present value through discounted cash flow technique
AUGUST 2018	14	Unit 2 Strategic financial planning: Meaning - objective, assumptions, steps in financial planning - estimating financial requirements - limitations of financial planning - capitalization – over capitalization - under capitalization, estimating financial needs and sources of finance.
SEPTEMBER 2018	12	Corporate securities and sources of long term finance: A. Ownership securities - equity shares: characteristics, advantage and disadvantages, preference shares: characteristics, advantage and disadvantages, Companies Act (Amendment) 2013 B. Creditor's securities- debentures: characteristics classification- procedure of issuing debentures and Bonds. C. The dividend decision: Background of dividend policy, measures of dividend policy, dividend yield and dividend payout.
OCTOBER 2018	12	Short term finance and working capital Characteristics of short term finance – short term needs sources of short term financing – trade creditors, bank credit, bank financing of account receivables, working capital - advantages and disadvantages of short term financing.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune

LECTURE PLAN

{For the Second Term 1st December, 2018 to 30th April, 2019}

Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar

Subject - **Capital Market and Financial Services** (Compulsory Paper)

Subject Title -: **Capital Market and Financial Services.** (Course Code -: 401)

Class - M. Com. Part II Semester - IV

Div.- C & D

Department – Department of Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
December, 2018	10	Unit 1 - Introduction To Capital market: -Meaning, Functions, Structure, Characteristics, Participants of capital market - Capital market instruments, Equity share, Preferences shares, Debenture, Bonds - Innovative debt instruments - Forward contracts, Futures contract - Options contract, trends in capital market.
January, 2018	12	Unit 2 - Stock Markets in India Stock exchange: organization-membership-governing body - Bombay stock exchange, National Stock Exchange and Over the Counter Exchange of India (OTECEI) 1. Primary market - Functions of primary market - issue mechanism, participants
February, 2018	10	Unit 2 - Stock Markets in India 2. Secondary market: Objectives, functions of secondary markets, stock broking, e-broking, depository system-functions and benefits stock market trading-derivatives trading
March, 2018	16	Unit 3 - Financial Services Merchant banking -meaning-functions and services rendered Mutual funds: Meaning, functions-Types-Open and closed ended funds-income funds balanced fund, growth fund-index fund Portfolio management -meaning and services Credit rating -meaning and need, various credit rating agencies. Foreign Direct Investment
April, 2018	12	Unit 4 - Securities and Exchange Board of India (SEBI) Background, Establishment, functions, powers, achievements and Regulatory Aspects, recent changes & emerging trends.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 01. 08. 2018 to 30. 11. 2018 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – Strategic Management Class M.Com Div. A & B

Name of the Department- Department of Administration

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	12	Nature and Scope of Strategic Management Characteristics, Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management, Strategy Formulation and Strategic Analysis: Vision, Mission, Objectives, Goals, Industry analysis (Michel Porter's Model), Resource Audit, SWOC Analysis, Stakeholders Expectations.
August, 2018	12	Strategic Planning: Conceptual Understanding of Strategic Plan, - Meaning, Stages Steps, Alternatives, Advantages and Disadvantages of Strategic Planning, How to make it effective?.
Sept., 2018	12	Implementation Strategic actions Implementation Issues, Planning and Allocating Resources, – Financing Planning, Manpower Planning, Organizational Structures, - Degree of Flexibility and Autonomy. Corporate governance and Ethics, Structure and control with Organizations, Leadership Implication for Strategy. Principles of Strategic Leadership.
Octo., 2018	12	Global Strategy Introduction , Identifying International Opportunities, International strategy, International Business level strategy, International corporate level Strategy. Functional Strategy: Marketing Strategy ii. Production Strategy iii. Research and

		Development (R&D) Strategy iv. Human Resource (HR) Strategy v. Financial Strategy vi. Logistics Strategy
Nov., 2018	06	Strategic Review: Introduction, Evaluating the Strategic Performance – Criteria and Problems –Introduction to the Concepts of Corporate Restructuring, Business Process Reengineering, Benchmarking, TQM, Six Sigma, Supported by seminar on Current Trends in Strategic Management.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From August 2019 to November 2019}

Name of the Teacher – Prof. Aarti Shringarpure

Subject – Additional English (1107A) Class – F. Y. B. Com. Div. – A, B, C, D.

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
August 2019	17	Unit 1. Keith Douglas, “Vergissmeinnicht” W. H. Auden, “Refugee Blues” Unit 2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please”
September 2019	16	Unit 3. Thomas L. Friedman, “The World is Flat”, first 14 pages of the eponymous book Unit 4. R. K. Narayan, “Rajam and Mani” in Swami and Friends
October 2019	7	Unit 5. Joào Pedro Galhano Alves, “Living with Lions”
November 2019	14	Unit 6. O’Henry, “The Last Leaf” Unit 6. Khalil Gibran, “On Beauty”
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2019-20
{From January 2020 to April 2020}

Name of the Teacher – Prof. Aarti Shringarpure

Subject – Additional English (1207A) Class – F. Y. B. Com. Div. – A, B, C, D

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
January 2020	16	Unit 1. Arthur Miller, Death of a Salesman
February 2020	16	Unit 2. Creative Use of English Language : A Tool for Lateral Thinking
March 2020	16	Unit 3. High-end Uses of English for Commerce Students
April 2020	6	Unit 3. High-end Uses of English for Commerce Students
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04.07.2019 to 24.10.2019}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE** Class – **FYBCOM** Div. **A,B & C**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
JULY 2019	17	Evolution of the word 'Bank', Meaning of Banking, Types of Banking Organization Structures, Types of Banks, Functions of Banks, Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age & Residence, Specimen signature and Nomination: Importance
AUGUST 2019	16	Procedure for Operating Deposit Account, Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to another branch of the same bank, Types of account holders
SEPTEMBER 2019	20	Balance sheet of a commercial bank., Multiple Credit Creation: Process and Limitations, Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks, Conflict between liquidity and profitability, Credit rating of customers by CIBIL
OCTOBER 2019	1	Meaning of Digital Banking, Need and importance of IT in banking., Modes of Electronic Fund Transfer, Use of Technology in Banking Sector
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2019-20
{From 02.12.2019 to 31.03.2020}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE** Class – **FYBCOM** Div. **A,B &C**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
DECEMBER 2019	18	Meaning of finance, Features of finance, Sources of finance, Different Areas of Finance
JANUARY 2019	10	Meaning and Definition of Financial Management, Nature and Scope of Financial Management, Organization of Finance Function, Functions of Financial Management (Finance Functions)
FEBRUARY 2019	12	Working of Stock Exchanges, Review of Stock Exchanges in India, Securities Exchange Board of India (SEBI) , Career in Share Market
MARCH 2020	14	Introduction to Insurance, Life Insurance – LIC and Private Life Insurance Companies in India, General Insurance – GIC and Private Non-Life Insurance Companies in IRDA and Recent Trends in Insurance Sector in India
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – Semester-I 2019-20
{From 04. 07. 2019 to 01. 12. 2019}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English & Additional English- Class- F. Y. B. Com. Div.-
A, B, C, D, & A (Additional English),

Name of the Department - English

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12x5	<p>1. Play by Oscar Wilde, ‘The Importance of Being Earnest’ Introduction: 1. Biography of the writer, 2. His credits to the contemporary time as an aesthetic creed. 3. Development and change according to time of literary genre. 4. Social Significance of the play-Victorian Period.</p> <p>2. Keith Douglas, “Vergissmeinnicht”</p> <p>W.H. Auden, “Say this city has ten million souls”</p>
August 2019	15x5	<p>1. Act-I Discussion on Theme, Explanation, Analysis, Characters, Setting, Literary and Socio-cultural Significance of the play.</p> <p>2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please”</p> <p>3. Thomas L. Freedman, “The World is Flat”, first 14 pages of the eponymous book</p> <p>4. R.K.Narayan, “Rajam and Mani” in <u>Swami and Friends</u></p>

Sept. 2019	15x5	<ol style="list-style-type: none"> 1. Communication Skills: Dialogue Writing, Paragraph Writing, Interview Writing. Test-I. Question Paper 10 marks and Assignment 10 marks, MCQs 10 marks. 2. Joao Pedro Galhano Alvarez, "Living with Lions"
Octo. 2019	16x5	<ol style="list-style-type: none"> 1. Phonology: Phonetic Symbols Consonants, Vowels and diphthongs. 2. O'Henry, "The Last Leaf" Khalil Gibran, "Of Beauty"
Nov. 2019		Theory Examination and Assessment
TOTAL	54x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN –Semester II 2019-20

{From 02. 12. 2019 to 31.03. 2020}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English & Additional English, Class- F. Y. B. Com. Div.-A, B, C, D, & A (Additional English),

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2019	12x5	<ol style="list-style-type: none"> 1. (S. S.) 'The Lament' by Anton Chekhov: Explanation, Analysis. 2. Arthur Miller, <u>Death of a Salesman</u>
Jan. 2020	14x5	<ol style="list-style-type: none"> 1. (S. S.) 'A Cup of tea' by Kathrine Mansfield: Explanation, Analysis. 3. Notice: introduction, grammar, composition. 4. Agenda: introduction, grammar, composition. 5. Resolution: introduction... 2. Arthur Miller, <u>Death of a Salesman</u>
Feb. 2020	14x5	<ol style="list-style-type: none"> 1. Resolution: introduction, grammar, composition. 6. Poem: 'Dover Beach' by Matthew Arnold: Explanation, Analysis, Appreciation. 7. 'Night of the Scorpion' by Nissim Ezekiel: Explanation, Analysis, Appreciation. 2. Creative Use of English Language: A Tool for Lateral Thinking <ol style="list-style-type: none"> a) Re-writing Traditional Tales the Business/Commerce Way b) Language Oriented Jokes c) Advertising: The Language Oriented Analysis d) Writing Headlines/Mottos/Graffiti/T-Quotes

		<ul style="list-style-type: none"> e) Understanding Cartoons as a Language Reinforcing Tool f) Using ‘Spellathon’, ‘Unscramble the Jumble’, Tongue - twisters, ‘Whatzit’ Type Activities to Improve Vocabulary and Usage Skills
Mar. 2020	14x5	<p>8. PowerPoint Presentation: introduction, composition, oral presentation. 9. (S. S.) ‘The Magic Shop’ by H. G. Wells: Explanation, Analysis, Appreciation. Poem: ‘Money Madness’ by D. H. Lawrence: Explanation, Analysis, Appreciation.</p> <p>Revisions: Discussion on Theory Questions, MCQs. Grammar and Communication Skills.</p> <p>Unit 3: High-end Uses of English for Commerce Students</p> <ul style="list-style-type: none"> a) Writing an S.O.P. b) Interpreting Visual Data c) Writing Business Reports and Proposals d) Preparing Business Project Outlines e) Introduction to Research Methodology f) Understanding Research-based Commerce-oriented Articles
Apr. 2020		Theory Examination and Assessment
TOTAL	54x5	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-2020
 {From 01. 08. 2019 to 30. 11. 2019}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __FYBCOM_____ Div_ B

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	14	Introduction and Overview of forms of Organization Types and forms, Comparative study, Non commercial organizations, Structure and Principles of Organization
August, 2019	14	Business Practices Meaning, Importance of business practices Business arrangements[Outsourcing, Mergers, Franchise, Turnkey] Joint venture MNC
Sept., 2019	12	Overview of Management Meaning, nature scope role, significance , Importance, Characteristics Need of Management study, skills
Octo., 2019	12	Management Theories Basic concepts of commerce
Nov., 2019	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 01.12.2019 to 30.04.2020 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____FY BCOM_____Div,B

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2019	10	Business ethics Concept, Meaning, Nature and Types of Business ethics, Importance of ethics Ethical issues in Business
Dec., 2019	8	CSR Concept meaning nature Importance of CSR and recent policies in CSR
Jan., 2020	12	Trade and Industrial Association Meaning and Importance of Trade and Industrial Association Role of Functions of MCCIA and DICCI Role and Functions of CII and FICCI
Feb., 2020	10	Concept of Entrepreneur and Entrepreneurship Meaning definition and evolution Qualities of entrepreneur with analytical study Types of entrepreneurs
March, 2020	12	Role of Importance of entrepreneurship Basic concepts in business and commerce
April, 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{ From 04.07.2019 to 24.10.2019 }

Name of the Teacher –Dr. Asama S. Bagwan Subject –Marketing and salesmanship-I

Class : F.Y.B.Com. Div. C and E Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand), Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation ,Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions. Significance of marketing, Limitations of Marketing Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.
August 2019	08	Marketing Research- Concept and Process, Marketing Information System-Concept and Components Unit 3 : Marketing Organisations, Meaning, Definitions, Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation
Sept. 2019	12	Unit 4 : Market Segmentation Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid, Target Marketing, Market Positioning
Oct. 2019	16	Unit 5 : Consumer Behaviour Meaning, Definitions, Importance. Determinants of Consumer Behaviour- Cultural, Personal, Social, Psychological, Buying Decision Process Organisational Buying Behaviour- Meaning, Characteristics Internal evaluation

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2019-20
{From 01.12.2019 to 31.03.2020}

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Marketing and Salesmanship-II

Class: F. Y. B.Com. **Div. -**C and E **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2019	16	Product mix--meaning of the concept, levels of product, new product development-concept, process, PLC-concept, phases and strategies, Pricing—meaning, definitions, importance, types, factors influencing pricing.....
Jan. 2020	16	.....pricing methods, Place decisions-introduction, definitions, characteristics and role of channel members, channel options. Promotion decisions: Meaning and definitions.....
Feb. 2020	12	.....Importance of IMC, elements-advertisements, sales promotion, public relations, direct selling, publicity, personal selling Internal evaluation
March 2020	10	Recent trends in marketing-concept and characteristics-green marketing, global marketing, services marketing, rural marketing, social marketing, digital marketing, relationship marketing, internal marketing Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 02. 12. 2019 to 31. 03. 2020}

Name of the Teacher – Neetika Sharma

Subject – Marketing and Salesmanship-II Class F.Y.B. Com Div. D

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	14	Product Decision i) Meaning, Definitions, Levels of Product, Types of Products ii) New Product Development – Concept, Process iii) Product Life Cycle and Marketing Strategies
Jan., 2020	14	Price Decision i) Meaning, Definitions, Pricing Objectives, Importance of Pricing Decision ii) Types of pricing Strategies, Factors influencing Pricing Decision, Pricing Methods
Feb., 2020	12	Place Decision i) Introduction, definition, Meaning ii) Characteristics and Role of Marketing Channels iii) Channel Options: wholesaler, Retailing, Franchising, Direct Marketing-types, E-commerce,
Mar., 2020	14	Promotion Decision i) Meaning, Definition, Features ii) Importance of Promotion Mix iii) Integrated Marketing Communication mix elements – Advertisements, Sales promotion, Public relations and publicity, Direct Marketing, Personal Selling Recent Trends in Marketing Concept and Characteristics of each Trend- Green Marketing, Global Marketing, Services marketing, Rural Marketing, Social Marketing, Digital Marketing, Relationship marketing, Internal marketing iv) Role and Functions of MCI and DCI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04/07/2019 to 24/10/2019 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com Div- E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
August, 2019	16	Office Manager and Organistional Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Sept., 2019	12	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions Role of Public relations officer in modern offices. Modern methods of Public relations
Octo., 2019	16	Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance

TOTAL	56	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04/07/2019 to 24/10/2019 }

Name of the Teacher – V.H. Deshpande **Subject** - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com **Div-** E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
August, 2019	16	Office Manager and Organistional Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Sept., 2019	12	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions Role of Public relations officer in modern offices. Modern methods of Public relations
Octo., 2019	16	Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance

TOTAL	56	
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Deccan Education Society's

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04.07.2019 to 24.10.2019}

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Business Administration-I

Class: S. Y. B.Com. Div. –D **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Unit 1 : Introduction to business administration, definitions, characteristics, scope, objectives, Commerce-meaning, terms-trade, aids to trade, administration, management, organisation, functions of organisation Unit 2: Overview of commercial and non-commercial organisation-sole trading,
August 2019	16	partnership firm, LLP, joint stock company, Not for profit company, NGO, one person company, MNC, MSME, factors determining the suitability of form of business Unit 3: Business environment-meaning, constituents of business environment
Sept. 2019	12	Impact of new policies on business environment Unit 4 Business promotion: concept, stages.....
Oct. 2019	10	.....factors affecting location and size, recent trends in location, size of the business Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2019-20
{From 02.12.2019 to 31.03.2020}

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Business Administration-II

Class: S. Y. B.Com. Div. –D **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub –Topics
Dec. 2019	16	Unit 1 : Legal aspects of business (recent trends)-Compliance of legal aspects in promoting business unit Unit 2 : productivity: meaning, importance, measurements of productivity...
Jan. 2020	16	.....Factors affecting productivity, role of National Productivity Council, product quality control Unit 3: Industrial sickness: Meaning, definitions, symptoms, causes & consequences, role of government,
Feb. 2020	12	BIFR, case study Unit 4 Business Alliances-mergers and acquisitions, franchising...
March 2020	10	Outsourcing, concept and characteristics of PPP, Business engineering Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 02. 12. 2019 to 31. 03. 2020}

Name of the Teacher – Neetika Sharma

Subject -Business Communication Class S.Y.B.Com. Div. A

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	14	Technical Skills for Employability Job Letters CV GD Interview Skills Manners and Etiquette
Jan., 2020	14	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2020	14	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2020	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
 {From 01. 08. 2019 to 30. 11. 2020}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __SYBCOM_____ Div.B,C, __E__

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	14	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
August, 2019	14	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Sept., 2019	12	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Octo., 2019	14	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
Nov., 2019		Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester
{ From 01. 12. 2019 to 30.04. 2020 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____SY BCOM_____ Div. _B,C, E_

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2019	10	Technical Skills for Employability Job Letters CV
Dec., 2020	8	GD Interview Skills Manners and Etiquette
Jan., 2020	10	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Feb., 2020	12	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
March, 2020	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
April, 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 23. 08. 2021 to 31. 12. 2021 }

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Business Entrepreneurship Paper I Class SY BCom Div. E

Name of the Department: Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Unit 1: Entrepreneur and Entrepreneurship Definition , Meaning functions of Entrepreneur Need and Importance Of Entrepreneurship
August, 2019	15	Role of Entrepreneur as Job Creator and Wealth Creator Social , Women , Rural , Green Entrepreneurship, Intrapreneurship Unit 2: Entrepreneurial Motivation Entrepreneurial Motives, David C. McClland's Theory Of Need Of Achievement , Kakinada Experiment
Sept., 2019	7	Maslow's Need Hierarchy Theory (from Entrepreneurial Point of View) , Schumpeter Theory of Innovation Unit 3: Creativity and Innovation Meaning of Creativity and Process of Creativity Techniques and Tools Of Creativity Innovation and Invention Meaning ,
Octo., 2019	8	Sources of innovation Do's and Dont's Of Innovation , Disruptive innovation, Legal Protection Of innovation
Nov., 2019	10	Unit 4: Collective Entrepreneurship Meaning and significance , Advantages and Disadvantages of collective Entrepreneurship,

		Self – Help Group- meaning , definition ,nature , scope , Administrative Functions and Operations of Self Help Group Do’s and Dont’s of Self –Help Group Difference Between Collective Entrepreneurship and Individual Entrepreneurship
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{ From 01.01.2022 to 30.04.2022 }

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Business Entrepreneurship

Class : SY Bcom Div. E

Name of the Department: Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	12	Unit 1: Entrepreneur and Primary and Secondary Sector Meaning and importance Features of primary and secondary sector
Dec., 2019	12	Role and Challenges of Primary and Secondary Sector Unit 2 : Entrepreneur and Service Sector Meaning , importance, features, Role, Types, Challenges of Service sector
Jan., 2020	10	Service Industry Management Role and challenges Unit 3: Franchise and Outsourcing Franchise- Meaning ,Definition, Types Advantages to the Franchisee and Franchisor- Fanchisee relationship Steps in Starting Franchisee- Cautions in franchising- Business Process Outsourcing Case Study on Franchisee and Outsourcing an opportunity to entrepreneur.
Feb., 2020	10	Unit 4: Introduction to Rules and Legislation Applicability of Legislation

		Industrial Development Act, 1951 Factories Act, 1948
March, 2020	10	The Industrial Employment (standing Orders) Act, 1946 MSME ACT Industrial Dispute Act , 1947 The Sale Of Goods Act , 1950 Environment (Protection) Act 1986
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04.07.2019 to 24.10.2019}

Name of the Teacher –Dr. Asama S. Bagwan Subject – Business Management

Class : S.Y.B.Com. Sem-III Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	16	Basics of management—meaning, definitions, characteristics, importance, levels of management, managerial skills, professional management, nature and need. Management thinkers: Chhatrapati Shivaji Maharaj as a management guru, Kuatilya's Arthshastra, Michael Porter.....
August, 2019	16	.....Peter Drucker, Vijay Govindrajan, C. K. Prahalad Planning and decision making—concept, definitions, process, limitations, types.
Sept., 2019	12	Organising and staffing—concept, defintions, types of organization structures, methods of staffing, sources of recruitment Internal Evaluation
Octo., 2019	10	Directing-Meaning, definitions, elements, significance, principles, Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{ From 01.12.2019 to 31.3.2020 }

Name of the Teacher –Dr. Asama S. Bagwan Subject –Business Management -II

Class : S.Y.B.Com. Div A and B

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2019	16	Motivation: Meaning, need, Maslow's need hierarchy theory, Herzberg's Two Factor Theory, McGreggor's Theory X and Theory Y, Ouchi's Theory Z, McClelland's Theory, Four drive model by Lawrence and Nohria Leadership: Meaning and importance, qualities.....
Jan. 20	16	.....Functions of a leader, leadership styles. Leadership dimensions of Swami Vivekananda, Mahatma Gandhi, Dr. Babasaheb Ambedkar
Feb. 20	12	Coordination and control: Meaning and need, techniques, difficulties, Control-need, steps in the process, techniques Internal evaluation
March 20	10	Recent trends in business management: Business ethics, CSR, Corporate governance, Green management, stress management, conflict management, time management, work-life balance, event management, use of IT in management
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
 {From 04. 07. 2019 to 24. 10. 2019}

Name of the Teacher – Neetika Sharma

Subject - Business Management-I Class - S.Y.B. Com Div.- D

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Basic Concepts of Management Meaning, Definition, The need of Management Study Characteristics of Professional Management, Process of Management, Level of Management, Managerial Skills, Challenges before management
August, 2019	12	Brief Review of Management Thought Kautilya's Arthashastra and Shivaji Maharaj's Management Wisdom, Management Thought Leaders –Peter Drucker, Michael Porter, C.K.Pralhad,,Vijay Govindrajan
Sept., 2019	14	Functions of Management Planning & Decision Making. Planning-Meaning, Definition, Nature, Importance, Forms, Types of Planning, Steps in Planning, Limitations of Planning. Forecasting-Meaning & Techniques Decision Making- Meaning, Types of Decisions & Steps in decision making
Oct., 2019	16	Organization & staffing Meaning, Process & Principles, Departmentalization, Organization Structure, Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization versus Decentralization, Teamwork. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment. Direction Direction- Meaning, Elements, Principles, Techniques & importance Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 02. 12. 2019 to 31. 03. 2020}

Name of the Teacher – Neetika Sharma

Subject – Business Management-II Class S.Y.B. Com Div. D

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	14	Motivation Meaning, importance, Process Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory, The Four drive model of employee motivation by Lawrence and Nohria
Jan., 2020	12	Leadership Meaning, Importance, Qualities, Functions of a Leader, Leadership Styles Leadership dimensions of national leaders Swami Vivekanand, Mahatma Gandhi, Dr. Babasaheb Ambedkar
Feb., 2020	14	Co-Ordination And Control Meaning and Need, Techniques of establishing Co-ordination, Difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
March, 2020	14	Recent Trends in Business Management Business Ethics, Corporate Social Responsibility, Corporate Governance, Green Management, Stress management, Conflict management, Time management, Work – life balance, Event Management, Use of IT in Management Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04.07.2019 to 24.10.2019}

Name of the Teacher –Dr. V.H. Deshpande Subject – Business Management

Class : S.Y.B.Com. Sem-III Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	16	Basics of management—meaning, definitions, characteristics, importance, levels of management, managerial skills, professional management, nature and need. Management thinkers: Chhatrapati Shivaji Maharaj as a management guru, Kuatilya's Arthshastra, Michael Porter.....
August, 2019	16	.....Peter Drucker, Vijay Govindrajan, C. K. Prahalad Planning and decision making—concept, definitions, process, limitations, types.
Sept., 2019	12	Organising and staffing—concept, defintions, types of organization structures, methods of staffing, sources of recruitment Internal Evaluation
Octo., 2019	10	Directing-Meaning, definitions, elements, significance, principles, Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{ From 01.12.2019 to 31.3.2020 }

Name of the Teacher –V.H. Deshpande Subject –Business Management -II

Class : S.Y.B.Com. Div A and B

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec. 2019	16	Motivation: Meaning, need, Maslow's need hierarchy theory, Herzberg's Two Factor Theory, McGreggor's Theory X and Theory Y, Ouchi's Theory Z, McClelland's Theory, Four drive model by Lawrence and Nohria Leadership: Meaning and importance, qualities.....
Jan. 20	16	.....Functions of a leader, leadership styles. Leadership dimensions of Swami Vivekananda, Mahatma Gandhi, Dr. Babasaheb Ambedkar
Feb. 20	12	Coordination and control: Meaning and need, techniques, difficulties, Control-need, steps in the process, techniques Internal evaluation
March 20	10	Recent trends in business management: Business ethics, CSR, Corporate governance, Green management, stress management, conflict management, time management, work-life balance, event management, use of IT in management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 04-07-2019 to 24-10-2019}

Name of the Teacher – Dr. R.P. Kuchekar

Subject – Elements of Company Law Class SY Div.- A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association: formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company.
August, 2019	15	Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus, types of Shares, issues, allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system.
Sept., 2019	7	Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Octo., 2019	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Nov., 2019	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2019-20
{From 02-12-2019 to 31-03-2020}

Name of the Teacher –Dr. R.P. Kuchekar

Subject -Elements of Company Law Class SY B. Com Div. A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Dec., 2019	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
Jan., 2020	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
Feb., 2020	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
March, 2020	5	Winding Up 10 Lectures Concept and modes of winding up, Liquidator,
March, 2020	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 04-07-2019 to 24-10-2019}

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Elements of Company Law Class SY Div.- A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association: formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company.
August, 2019	15	Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus, types of Shares, issues ,allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system.
Sept., 2019	7	Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Octo., 2019	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Nov., 2019	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2019-20
{From 02-12-2019 to 31-03-2020}

Name of the Teacher –Mr. Vijay Arvind Salunke

Subject -Elements of Company Law Class SY B. Com Div. A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Dec., 2019	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
Jan., 2020	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
Feb., 2020	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
March, 2020	5	Winding Up 10 Lectures Concept and modes of winding up, Liquidator,
March, 2020	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 06. 07. 2019 to 30. 11. 2019 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Financial Management Class S.Y.B.Com Div. B

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
July, 2019	14	Financial Management Function Financial Management Environment
August, 2019	16	Investment Appraisal Techniques
Sept., 2019	16	Working Capital Management
Octo., 2019	8	Business Valuations
Nov., 2019	NIL	Diwali Break & Semester End exams
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01. 12. 2019 to 31.03. 2020 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - Financial Management Class S.Y.B.Com Div B

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	16	Business Finance
Jan., 2020	16	Risk Management
Feb., 2020	14	Revision by ISDC Faculty
March, 2020	10	Revision Internal MCQs--- (cancelled due to Covid-19 lockdown)
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
 {From 04. 07. 2019 to 24. 10. 2019}

Name of the Teacher – Neetika Sharma

Subject – Marketing Management - I Class - S.Y.B. Com Div.- E

Name of the Department – Business Studies Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Marketing Values, Satisfaction & Retention: Business Components – Stakeholders, Processes, Resources, Organization. Customer Satisfaction. Concept of Value – Value Chain, Providing Value – Cost Balance, Value – Delivery System. Attracting & Retaining Customers – Attracting Customers, Relationship Marketing.
August, 2019	14	Marketing Budgets & Costs: Marketing Cost Analysis – Importance of Marketing Costs Analysis, Steps in Marketing Costs Analysis, Full Costs Versus Contribution Margin Approach. Customer Profitability Analysis – Steps in Customer Profitability Analysis. Financial Situation Analysis – Financial Ratios. Contribution Analysis. Budgeting for the Sales Force Department.
Sept., 2019	14	Understanding Customer Behaviour: Factors Influencing Consumer Buying Behaviour. Buying Decisions – Buying Roles, Buying Behaviour, Buying Decision Process.
Oct., 2019	14	Marketing Research & Demand Forecasting: Meaning & Scope of Marketing Research. The Marketing Research Process – Research Instruments, Data Collection Techniques. The Importance of Ethical Marketing Research. Demand Forecast & Measurement. Market Classification. The Concept of Market Demand – Market Potential, Company Demand, Company Sales Forecast, Sales Quota & Sales Budget.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 06. 07. 2019 to 30. 11. 2019 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Auditing & Taxation Class T.Y.B.Com Div. A, B, C, E

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
July, 2019	14	Introduction to Auditing, Audit of Financial Statements (Part-1)
August, 2019	16	Audit of Financial Statements (Part-2) Concepts & definitions under Income Tax Act 1961 Computation of Income from House Property
Sept., 2019	16	Computation of Income from Salary
Octo., 2019	8	Revision Internal Exams- MCQs
Nov., 2019	NIL	Diwali Break & Semester End exams
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01. 12. 2019 to 31.03. 2020}

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - Auditing & Taxation Class T.Y.B. Com Div A,B,C,E

Name of the Department: Accounting , Law & Taxation

Month	No. of Lectures	Topics – Subtopics
Dec., 2019	16	Heads of Income- Profits & Gains of Business Profession, Tax Audit, Capital Gains & Other Sources
Jan., 2020	16	Set-off & Carry forward of Income Clubbing of Income Computation of Total Income & tax payable Corporate Taxation-Basics
Feb., 2020	14	Miscellaneous: Filing of return of income, TDS provisions Company Audit Audit in a Computerized environment
March, 2020	10	Revision Internal MCQs--- (cancelled due to Covid-19 lockdown)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 04.07.2019 to 24.10.2019}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE-IV** Class – **TYBCOM** Div. **A**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
JULY 2019	14	Definition – Capital - Reserve Fund - Cash Reserve for Non-Scheduled Banks, Liquid Assets – Licensing - Branch Licensing - Management, Profit and Loss Account and Balance Sheet – Sec. 10, 29 & 30, Powers of the Reserve Bank of India – Sec. 35 & 36, Voluntary Amalgamation – Sec. 44A, Compulsory Amalgamation – Sec. 45, Liquidation – Sec. 45, Banking Regulation Act as applicable to Co-operative Banks., Banker's Book
AUGUST 2019	14	Definition, Characteristics and Presumptions of Negotiable Instruments., Promissory Note, Bills of Exchange – Definitions and Features, Negotiation Presentment, Notice of Dishonor, Noting and protesting, Cheque – Definitions, Meaning, Features, Types of Cheques, Crossing , Parties to Negotiable Instruments, Types of Endorsement
SEPTEMBER 2019	20	Collecting banker Duties & Rights, Statutory protection to bankers, Dishonor of instruments, Return of Cheques, The payment & Settlement Systems Act
OCTOBER 2019	14	Definition of Banker and Customer, Relationship between banker & Customer, Banker's Obligation of Secrecy of Accounts, Banker's Lien, Right of Set Off Disclosure permitted by the Banker's Practices and Usage, Bankers Obligation to honour Cheques, Garnishee Order & Termination of banker customer relationship
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2019-20
{From 02.12.2019 to 31.03.2020}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE - VI** Class – **TYBCOM** Div. **A**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
DECEMBER 2019	10	Principles of Secured advances & Precautions to be taken by the banker while advancing against: a. Documents of title to Goods, b. Real Estate, c. Fixed Deposit Receipt, d. Bullion, e. Supply Bills, f. Life Insurance Policy, g. Shares, h. Agricultural Produce
JANUARY 2019	10	Introduction to Principles of Lending, Bankers' Loan Policy, Modes of Creating Charge, Precautions to be taken by Bankers while creating and recording charge
FEBRUARY 2019	20	Steps in Project Appraisal, Legal & Non Legal measures of recovery
MARCH 2020	14	Management of Balance Sheet, Basel Norms II & III, Prevention of Money Laundering Act
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 04. 07. 2019 to 24. 10. 2019}

Name of the Teacher – Neetika Sharma

Subject - Business Entrepreneurship-III Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Small Scale Industries Definitions - Meaning - Product Range - Capital Investment - Meaning and importance of Tiny Industries, Ancillary Industries and Cottage Industries. Role played by SSI in the development of Indian Economy. Problems faced by SSI's and the steps taken to solve the problems - Policies Governing SSI's
August, 2019	14	Formation of Small-Scale Industries: Business opportunity, scanning the environment for opportunities, evaluation of alternatives and selection based on personal competencies. Steps involved in the formation of a small business venture: location, clearances and permits required, formalities, licensing and registration procedure.
Sept., 2019	14	Business Plan Preparation: Meaning and importance - objectives - Selection of suitable form of organization - Precautions to be taken by an entrepreneur while preparing Business Plan. Project Appraisal - Break - even Analysis and Ratio Analysis, Debt Service Coverage Ratio - Gross Profit: Net Profit Ratio and Return on Investment (ROI), Project Audit
Oct., 2019	14	Project Assistance: Financial assistance through SFC's, SIDBI, Commercial Banks, IFCI - Non-financial assistance from DIC, SISI, KVIC - Financial incentives for SSI's and Tax Concessions - Assistance for obtaining Raw Material, Machinery, Land and Building, Venture Capital and Technical Assistance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 02. 12. 2019 to 31.03. 2020}

Name of the Teacher – Neetika Sharma

Subject – Business Entrepreneurship-V Class T.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	14	Business Plan Implementation: Meaning - importance - preparation of Business Plan, Financial aspects, Marketing aspects, Human Resource aspects, technical aspects, social aspects of Business Plan. Common pitfalls to be avoided in preparation of a Business Plan
Jan., 2020	14	Small Enterprise Management: (As Distinct from corporate sector management) Functional v/s Integrated Approach, Structured v/s Flexible Approach, Logical v/s Creative Approach Start-up phase Management: Difference of opinion with in promoting team, Avoiding failure – Problem-Solving, Creativity and Innovation, Stability Phase Management, Growth phase Management,
Feb., 2020	14	Business Crises and Sickness: Types of Business Crises, Starting crises, Cash crises, Delegation Crises, Leadership Crises, Financial Crises, Prosperity Crises, Succession Crises, Sickness: Meaning and Definition, Symptoms, Causes, Turnaround Strategies, Revival Schemes of Sickness,
March, 2020	12	Skill Development: Documents required for Registration of SSI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01. 07. 2019 to 30. 11. 2019}

Name of the Teacher – Dr. Rajeshree Gokhale

Subject - Business Entrepreneurship-IV Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	14	Organizational Behaviour: Organizational Behaviour – Meaning, Definitions, Need, Nature. Importance & Scope, Historical roots of OB. Organizational Behaviour Models. Values-Concept, Sources, Types. Disciplines contributing to OB (e.g. Psychology, Sociology)
August, 2019	12	Individual Behaviour and Personality: Determinants of individual behaviour – Personality: Meaning, Definitions, Determinants of Personality, Personality Traits, Personality Development, Emotional Intelligence, Entrepreneurial Personality, Perception, Values, Attitudes
Sept., 2019	14	The Study of Stories of Following Entrepreneurs and Intrapreneurs (1) Jack Ma- Alibaba (2) Hanumant Rao Gaikwad- BVG Group (3) Indra Nooyi (4) Sunder Pichai (5) One Local / National Entrepreneur[Success and Failure story]
Octo., 2019	12	Group and Group Dynamics: Meaning and Definitions of Group, Classification of Group, Group task, Group size – Group formation process. Group Structure Group Dynamics: Influence in Group Group Cohesion – Helping Behaviour, Co–operation and Competition Improved Work Group
Nov., 2019	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01. 12. 2019 to 30.04. 2020}

Name of the Teacher – Dr. Rajeshree Gokhale

Subject – Business Entrepreneurship-VI Class T.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Dec., 2019	12	Team Building: Team - Meaning and Definitions Types of team Creating high performance team Managing team, Success Stories of Team Building
Jan, 2020	14	Stress and Conflict Management: Stress – Meaning and Definitions, Types, Sources and Consequences of stress. Stress management – Personal and Organizational approach Conflict Management: Meaning and Nature of Conflicts. Types, Causes of Conflicts. Remedies to overcome the Conflicts
Feb., 2020	14	Motivation and Leadership Need for and Importance of Motivation at Workplace Job description & Job analysis Management by Objects (MBO)– Job rotation – Job enrichment – Employee Involvement Program, Case study of Leadership.
Ma., 2020	12	Organizational Change and Development: Meaning and Definitions Causes of Change A Change Model Resistance to Change Strategies of Change and Development, Development Techniques
Apr, 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___Dr. G.K. Bengale

Subject -Production and Operation Management Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Introduction to Production & Operations Management Meaning & Functions, Types of Production Systems Mass Production/Flow line, Continuous, Intermittent, Batch production, Job Lots etc., Service Systems, - Recent trends in production and service system Plant layout – Objectives, basic principles, types, Safety considerations and environmental aspects.
September	12	Product Design and Development Product Design – Meaning – Responsibility, factors, determining the design characteristics of good design, Production Department Stages of Product Design, Factor responsible for product development, tools of product development, product planning, standardization, simplification and diversification. Techniques of Product Development.
October	14	Production Planning & Control Production Planning and Control – Meaning, objectives, important procedures, Production Planning, Routing, Scheduling, ERP integrated system Dispatch, follow up, production control -meaning, objectives – factors – factors affecting production control, problems and cases
November	14	Quality Management and Productivity Meaning, measurement, techniques, factors affecting productivity measures to boost productivity – ISO 9000 to ISO -4000 – role of NPC Effects of liberalization & globalization on operations management Problems of rationalization, automation, and computerization. Preventive Maintenance, Inspection and Quality Control, Kaizen five s'GMP (Good Manufacturing Practices) Quality Circles, TQM
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___Dr. G.K. Bengale

Subject – Financial Management Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Introduction Meaning & definition of Financial Management, Role of Finance Manager, Goals of Financial Management, Financial systems (in India) – Financial Assets, Financial Markets, Financial Intermediaries, Regulatory infrastructure (RBI,SEBI), Trends in Indian Financial System
September	12	Investment Decisions Capital Expenditure Decisions, Capital budgeting-purpose, process, types of capital investment decisions, capital budgeting techniques, capital rationing, Investment Decision Methods – Average Rate of Return (ARR), Pay Back, Internal Rate of Return(IRR), Present Value Approach.
October	14	Financial Statements and Financial Analysis Financial Statements – Concept, their anatomy, Balance Sheet and its utility, Income Statement and its utility, limitation of financial statements. Financial Analysis – Types of analysis, utility, Techniques of Financial Analysis Ratio Analysis & Fund Flow Analysis
November	14	Management of Working Capital Nature of working capital, understanding working capital management- its significance –circular flow concept, Factors affecting working capital requirements Financing of working capital. Inventory management & Receivable management.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___ Prof. Dr. J. R. Lanjekar

Subject – Business Finance (5401) Class – M. Com. Part I

Div. A & B

Name of the Dept. – Banking & Finance

Month	No. of Lectures	Topic – Sub-Topics
August	14	Introduction To Business Finance <u>Business Finance</u> : Meaning, objectives, scope and importance <u>Time Value of Money</u> : Need, Importance, Present value calculation through Discounted Cash Flow Technique (with exercise) , Future value
September	08	Strategic Financial Planning: Meaning - Objectives, Various Components of Financial Requirements Estimating Financial Requirements (Short Term and Long Term) Stages in Financial Planning and their Limitations Capitalization – Over Capitalization, Under Capitalization
October	16	<u>Sources of finance-</u> Long Term Finance – All Types of Corporate Securities Short Term Finance –Need, Advantages & Disadvantages Corporate Securities Ownership Securities And Creditorship Securities The Innovative Capital Market Instruments Corporate Securities: Amendments in Companies Act in 2013, 2015 & 2017
November	16	The Dividend Policy Background of Dividend Policy Regulatory aspects of Dividend Policy; Formulation of Dividend Policy Dividend Rate and Dividend Yield, Payout Ratio and Retention Ratio Determinants of Dividend Policy , Relevance of Tax Considerations <u>Other Issues</u> Buy Back of Shares, Bonus Dividend, Right Issue, Stock Split Reverse Split and its Impact on Valuation of Shares
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___ Dr. .A. M. Puranik

Subject – Costing I Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Nature and Scope of Cost Accounting: Introduction, Meaning, Definition and Objectives of Cost Accounting, Cost Centre and Cost unit. Elements of Cost: Material, Labour and Overheads. Material: Concept, Procurement of Material, concept of Landed cost of material and major currencies (Dollar, Euro, and Pound). Storage and Inventory Control Techniques Perpetual Inventory system, ABC Analysis, Inventory Turnover ratios, Just In Time, Economic Ordering Quantity.
September	12	Labour: Meaning, Definition and significance of Labour. Classification of Labour, Principles and Methods of Remuneration, Performance linked Incentives. Accounting of Labour cost, Job Evaluation and Merit Rating.
October	14	Overheads: Meaning, Classification, Allocation, Apportionment and Absorption of Overheads. Accounting of Overheads
November	14	Methods of Costing: Job costing, Batch Costing and Contract Costing. Process costing Operating costing (Hospitals, Educational Institutes, Hotels and logistics and Warehouse.)
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___ Dr. .A. M. Puranik

Subject – Costing II Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Budgeting & Budgetary Control Types of Budget, All Functional Budget & Master Budget, Key and limiting factor, fixed and flexible, cash budget, Zero base Budget [ZBB]
September	12	Standard Costing – Concept of Standard costs, Setting up of Standards: Variance analysis- Material Labour, Overhead, Sales and profit.
October	14	Uniform Costing & Inter Firm Comparison Reasons for differences in Cost and Costing Practices. The application of Uniform Costing, Advantages and limitations of Uniform Costing. Inter firm comparison Meaning, Advantages and Disadvantages
November	14	Responsibility Accounting and Reporting Definition, Meaning, Principles, controllable and Noncontrollable costs. Centers of control, cost Centers, Revenue Center, Responsibility Center, Profit Center and Performance Measurement of Business Center. Reporting to different levels of Management.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___ Dr. P. V. Sathe

Subject – Costing V Class – M. Com. Part II Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	12	Theoretical Background <ul style="list-style-type: none"> • Meaning, Definition, Objectives and scope of Cost Audit • Relevance- Significance of Cost Audit • Types of Audit • Efficiency Audit • Proprietary Audit • Social Audit • System Audit
September	12	Role and profile of Cost Auditor <ul style="list-style-type: none"> • Qualifications, Disqualifications, Appointment, Remuneration and Removal of Cost Auditor • Role of Cost, Financial and Management Auditor • Distinguish between Cost Audit and Financial Audit • Rights, Duties, Responsibilities and Liabilities of Cost Auditor under Company Act 2013 & • Other statues as amended from time to time.
October	14	Cost Audit- Process and Program <ul style="list-style-type: none"> • Steps used in Cost Audit • Compliance under Cost Audit • Verification of Cost Records • Evaluation of Internal Control System • Audit Notes and Working Papers • Cost Audit in Electronic Data Processing Environment
November	16	Presentation and Preparation of Cost Audit Report <ul style="list-style-type: none"> • Detail Contents of the Report • Distinction between 'Notes' and 'Qualifications' to the report • Cost Auditor's observation and conclusions. • Study of Cost Audit Report Rules

		<ul style="list-style-type: none"> • Cost Accounting Records Rules of the Company Act. 2013 Practical/ Case studies on Cost Audit • Valuation of Raw materials, Work in progress and finished goods • Calculation of Different ratios usually used in the process of Cost accounting and auditing
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___ Dr. P. V. Sathe

Subject – Costing VI Class – M. Com. Part II Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Conceptual Background <ul style="list-style-type: none"> • Introduction, Definition and conceptual background of Management Audit. • Difference between Financial Audit & Management Audit Objectives. • Importance & Scope of Management Audit. • Relationship among different audits.
September	12	Process of Management Audit <ul style="list-style-type: none"> • Preliminaries of Management Audit. • Conduct & Essentials of Management Audit. • Program of Management Audit.
October	14	Internal Audit – Risk Analysis- Risk Management <ul style="list-style-type: none"> • Meaning and Concept • Importance and relevance of Internal audit, Risk Analysis, Risk Management • Auditor's Role in Risk Analysis and Risk Management
November	14	Compliance Audit – Corporate Service Audit – Corporate Development Audit <ul style="list-style-type: none"> • Meaning and concept • Importance and relevance of Corporate Service Audit, Corporate Development Audit • Corporate culture and Corporate Image • Critical Path Method and Program Evaluation and Review Technique • Social Cost Benefit analysis
December	12	Operational Audit and Risk Assessment <ul style="list-style-type: none"> • Meaning & Concept of Operational Audit and Risk Assessment • Objectives, Plan for Operational Audit • Program for Operational Audit • Auditor's role in Risk Assessment

TOTAL	66	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – Dr. V.H. Deshpande

Subject – Human Resource Management Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	Steps in Training process Identify job competencies Criteria for identifying training needs (personal, team and organizational) Training need assessment
September	12	Designing and Implementing a training program Trainer identification Methods and techniques of training Designing a training module Train the Trainer Budgeting the training
October	14	Evaluation of training programs Krikpatrick model of evaluation Measuring transfer of learning CIRO model ROI of training program Cost benefit analysis
November	14	Technology in training programs Different aids of training and their limitations E-learning/Online training Distance learning Competency mapping and career development Definition and confusion about competency Components and categories of competencies Career development Innovative career development initiatives in organizations
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 01. 2019 to 30. 04. 2019 }

Name of the Teacher – Dr. V.H. Deshpande

Subject – Human Resource Management Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
January	14	Steps in Training process Identify job competencies Criteria for identifying training needs (personal, team and organizational) Training need assessment
February	12	Designing and Implementing a training program Trainer identification Methods and techniques of training Designing a training module Train the Trainer Budgeting the training
March	14	Evaluation of training programs Krikpatrick model of evaluation Measuring transfer of learning CIRO model ROI of training program Cost benefit analysis
April	14	Technology in training programs Different aids of training and their limitations E-learning/Online training Distance learning Competency mapping and career development Definition and confusion about competency Components and categories of competencies Career development Innovative career development initiatives in organizations
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – ___Prof. Y. P. Mahajan

Subject – Management Accounting Class – M. Com. Part I

Div. A

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	BASIC CONCEPTS: Management Accounting- Meaning and Definition, Characteristics, Objectives, scope functions, Tools and Techniques of Management Accounting, Advantages and Limitations
September	12	FINANCIAL STATEMENT ANALYSYS: Objectives of analysis of financial statement Tools of financial statement analysis Multi - step income statement, Horizontal analysis, Common sized analysis, Trend analysis, Analytical Balance Sheet
October	14	RATIO ANALYSIS: Ratio Analysis-Meaning and rationale, advantages and limitations. Types of Ratios -: Liquidity Ratios, Solvency Ratios, Profitability Ratios, Efficiency Ratios, Integrated Ratios.
November	14	BUDGETARY CONTROL Concepts and Objectives, Merits and Demerits of Budgetary Control, Fixed and Flexible Budget, Cash Budget and master Budget, Zero based Budgeting
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – Dr. V.H. Deshpande

Subject – Organisational Behaviour Class – M. Com. Part I Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	INTRODUCTION TO ORGANISATIONAL BEHAVIOUR Definition and Goals of Organisational Behaviour, Organisational Theories- Classical, Neo classical and Contemporary,. Role of Information Technology in Organisation .Impact of Globalisation on OB,.Models of Organisational Behaviour – Autocratic, Custodial, Supportive, Collegial and SOBC
September	12	UNIT-II ORGINSATIONAL DESIGNS , CULTURE , Organisational Designs- Formal and informal, Horizontal Network and Virtual Designs. Definition and Characteristics of Organisational Culture. Creating and Maintaining Culture
October	14	UNIT III PERSONALITY & ATTITUDES INDIVIDUAL AND GROUP BEHAVIOUR Meaning of Personality, Attributes of Personality Dimensions of Attitude, Attitude Change, Job Satisfaction, Outcomes of Job Satisfaction Perception and emotions, Johari window, Transactional analysis Group decision making- Individual behavior and Group behaviour, techniques of group decision making, etc.
November	14	UNIT-IV MOTIVATIONAL PROCESSES & EMOTIONAL INTELLIGENCE Types of Motives – Primary, General, Secondary Vroom's Expectancy Theory Meaning of Emotional Intelligence Emotional Intelligence in the Workplace Motivation and organizational

		effectiveness STRESS AND CONFLICT Meaning & Causes of Stress, Types of Conflict: Intra individual, Interactive, The Effects of Stress and Conflict, Managing Stress and Conflict Concept of Work-life Balance.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2019-20)
{ From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – Dr. V.H. Deshpande

Subject – BA VII

Class – M. Com. Part II

Div. A & B

Name of the Dept. –

Month	No. of Lectures	Topic – Sub-Topics
August	14	CONTEMPORARY ISSUES IN BUSINESS ADMINISTRATION Change management-Concept, Significance. Managing Change- Important features, Dimensions, approaches towards managing change ,futuristic and strategic approach toward changing business environment
September	12	APPROACHES TO QUALITY MANAGENT AND ENTERPRISE RESOURCE PLANNING Total quality management, six sigma- Technique, features and five S system of quality management. Concept and feature of E .R.P, Tools of E.R.P, Applying E.R.P. in Business. Computers & E.R.P.
October	14	CROSS CULTURAL MANAGEMENT SYSTEM Global Management System- Concept & significance. Issues in cross cultural management. Acquisition and Mergers- role and importance ,current trends in acquisitions and mergers national and international scenario
November	14	TURN AROUND & INNOVATION MANAGEMENT Concept & Significance of Turnaround Management, techniques of Turnaround management, turnaround Management, Prerequisite for Success. Take over and Turnaround management restructuring and Reengineering of Business, Concept Of Innovation Advantages and Significances of Innovation, Key steps in innovation Management, Role of Government and Private Institutions in Promoting innovation.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – Dr. C. N. Rawal

Subject – Research Methodology Class M.Com II Div. A & B

Name of the Department-

Month	No. of Lectures	Topics – Sub -Topics
August, 2019	12	Introduction to Research Methodology – 1.1 Meaning & Definition of Research 1.2 Significance & Limitations of Research 1.3 Types of Research
September 2019	14	Hypothesis and Research Design 2.1 Introduction to Hypothesis 2.2 Types of Hypothesis 2.3 Framing Hypothesis 2.4 Research Design (Definition, Objectives, Essentials of good Research Design)
October 2019	14	Data Collection Process – 2.1 Research Process & collection of data 2.2 Primary Data (Definition, Advantages, Disadvantages & Methods of collection of Primary Data) (Observation, Interview, Scheduling, Questionnaire) 2.3 Secondary Data ((Definition, Advantages, Disadvantages, Types &Methods of collection of Secondary Data) 2.4 Introduction to Sampling (Types and Techniques)
November 2019	14	Sampling Techniques 3.1 Main Object of Sampling 3.2 Basic Principles of Sampling 3.3 Sampling Methods 3.4 Exercises Analysis & Report Writing – 3.1 Data Processing, Analysis, Interpretation, 3.2 Meaning & Characteristics of Research Report, Steps involve in report writing

TOTAL	54	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01. 08. 2019 to 30. 11. 2019 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – Strategic Management Class M.Com Div. A & B

Name of the Department- Department of Administration

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	12	Nature and Scope of Strategic Management Characteristics, Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management, Strategy Formulation and Strategic Analysis: Vision, Mission, Objectives, Goals, Industry analysis (Michel Porter's Model), Resource Audit, SWOC Analysis, Stakeholders Expectations.
August, 2019	12	Strategic Planning: Conceptual Understanding of Strategic Plan, - Meaning, Stages Steps, Alternatives, Advantages and Disadvantages of Strategic Planning, How to make it effective?.
Sept., 2019	12	Implementation Strategic actions Implementation Issues, Planning and Allocating Resources, – Financing Planning, Manpower Planning, Organizational Structures, - Degree of Flexibility and Autonomy. Corporate governance and Ethics, Structure and control with Organizations, Leadership Implication for Strategy. Principles of Strategic Leadership.
Octo., 2019	12	Global Strategy Introduction , Identifying International Opportunities, International strategy, International Business level strategy, International corporate level Strategy. Functional Strategy: Marketing Strategy ii. Production Strategy iii. Research and

		Development (R&D) Strategy iv. Human Resource (HR) Strategy v. Financial Strategy vi. Logistics Strategy
Nov., 2019	06	Strategic Review: Introduction, Evaluating the Strategic Performance – Criteria and Problems –Introduction to the Concepts of Corporate Restructuring, Business Process Reengineering, Benchmarking, TQM, Six Sigma, Supported by seminar on Current Trends in Strategic Management.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From September 2020 to December 2020}

Name of the Teacher – Prof. Vijay Vishnu Darekar

Subject – Additional English (1107A) Class – F. Y. B. Com. Div. – A, B, C, D,
& E

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
September 2020	17	Unit 1. Keith Douglas, “Vergissmeinnicht” W. H. Auden, “Refugee Blues”
October 2020	16	Unit 2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please” Unit 3. Thomas L. Friedman, “The World is Flat”, first 14 pages of the eponymous book
November 2020	06	Unit 4. R. K. Narayan, “Rajam and Mani” in Swami and Friends Unit 5. João Pedro Galhano Alves, “Living with Lions”
December 2021	15	Unit 6. O’Henry, “The Last Leaf” Unit 6. Khalil Gibran, “On Beauty”
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From February 2021 to May 2021 }

Name of the Teacher – Prof. Vijay Vishnu Darekar

Subject – Additional English (1207A) Class – F. Y. B. Com. Div. – A, B, C, D,
& E.

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
February 2021	8	Unit 1. Arthur Miller, Death of a Salesman
March 2021	17	Remaining part of Unit 1. Arthur Miller, Death of a Salesman Unit 2. Creative Use of English Language : A Tool for Lateral Thinking
April 2021	16	Remaining part of Unit 2. Creative Use of English Language : A Tool for Lateral Thinking Unit 3. High-end Uses of English for Commerce Students
May 2021	13	Unit 3. High-end Uses of English for Commerce Students
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07.09.2020 to 31.12.2020}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE** Class – **FYBCOM** Div. **A,B & C**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
SEPTEMBER 2020	17	Evolution of the word 'Bank', Meaning of Banking, Types of Banking Organization Structures, Types of Banks, Functions of Banks, Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age & Residence, Specimen signature and Nomination: Importance
OCTOBER 2020	16	Procedure for Operating Deposit Account, Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to another branch of the same bank, Types of account holders, (Chapter 2) Balance sheet of a commercial bank., Multiple Credit Creation: Process and Limitations,
NOVEMBER 2020	06	Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks, Conflict between liquidity and profitability, Credit rating of customers by CIBIL
DECEMBER 2020	15	Meaning of Digital Banking, Need and importance of IT in banking., Modes of Electronic Fund Transfer, Use of Technology in Banking Sector
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher -Vidushi Tewari

Subject – Basics of Banking Class- F.Y. B.com Division- C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
September 2020	17	<p>Introduction To Banking 1.1 Evolution of the word 'Bank' 1.2 Meaning of Banking, Main Universal Principles of Banking 1.3 Types of Banking Organization Structures 1.4 General Types of Banks 1.5 Traditional and Modern Functions of Banks</p> <p>Procedure for Opening and Operating of Deposit Accounts with a Bank 2.1 Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age, Residence, Specimen signature and Nomination: Importance</p>
October 2020	16	<p>2.2 Procedure for Operating Deposit Account: (i) Documents - Pay-in-slip, Withdrawal slip, Issue of - Passbook, Cheque book (ii) Fixed Deposits - Fixed deposit receipt, Premature encashment, Loan against fixed deposit. (iii) Recurring deposit – Premature encashment, Loan against recurring deposit.</p> <p>2.3 Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to other branch of the same bank. 2.4 Types of account holders</p>

		<p>(i) Individual account holders- Single or Joint, Illiterate, Minor, Married woman, Pardahnashin woman, Non-resident account(NRI)</p> <p>(ii) Institutional account holders - Sole proprietorship, Partnership firm, Joint stock company, Hindu undivided family, Clubs, Associations and Societies and Trusts, Government</p>
November 2020	06	<p>Lending Principles, Credit Creation and Balance Sheet of a bank</p> <p>3.1 Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks. Conflict between liquidity and profitability</p> <p>3.2 Multiple Credit Creation: Process and Limitations</p> <p>3.3 Balance sheet of a commercial bank.</p>
December 2021	15	<p>Digital Banking</p> <p>4.1 Meaning of Digital Banking, Need for and importance of IT in banking.</p> <p>4.2 Concept and Benefits of Core Banking Solution (CBS)</p> <p>4.3 Banking with the use of Modern Technology:</p> <p>(i) Phone Banking / Tele Banking</p> <p>(ii) Net Banking / Internet Banking / Online Banking</p> <p>(iii) Mobile Banking</p> <p>(iv) Automated Teller Machine</p> <p>(v) Debit Card</p> <p>(vi) Credit Card</p> <p>(vii) Cheque Truncation System (CTS) – Truncated Cheques</p> <p>4.4 Electronic Fund Transfer :</p> <p>(i) Real Time Gross Settlement (RTGS)</p> <p>(ii) National Electronic Funds Transfer (NEFT)</p> <p>(iii) Society for Worldwide Inter-bank Financial Telecommunication (SWIFT)</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15.10.2020 to 15.01.2020}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **Business Environment and Entrepreneurship – I Class – FYBCOM**

Div. **E**

Name of the Department - **BUSINESS PRACTICES**

Month	No. of Lectures	Topics – Sub -Topics
OCTOBER 2020	17	Business Environment i) Meaning, Definition, Importance of Business Environment ii) Various Aspects of Business Environment iii) Interrelation Between changing Environment and Environmental Decisions and policies iv) Case Studies- Relevant case studies on changing environment
NOVEMBER 2020	16	Entrepreneur and Entrepreneurship i) Meaning, Definition and Evolution ii) Qualities of entrepreneur with analytical study iii) Types of Entrepreneur iv) Importance of Entrepreneurship.
DECEMBER 2020	6	Entrepreneur Behaviour i) Comparison between Entrepreneur Personalities with Non Entrepreneur Personality ii) Comparison between Manager and Entrepreneur iii) Comparison between Entrepreneur and Intrapreneur

<p style="text-align: center;">JANUARY 2021</p>	<p style="text-align: center;">15</p>	<p>Business Ethics</p> <p>i) Concept, Meaning, Nature and Types of Business Ethics</p> <p>ii) Ethical Issues in Business:(Any 1 Ethical Issue from Finance, Marketing, Human Resource and Production)</p> <p>CSR</p> <p>i) Concept, Meaning, Nature</p> <p>ii) Importance of CSR and Recent Policies in CSR</p>
<p>TOTAL</p>	<p style="text-align: center;">54</p>	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 17.02.2021 to 05.06.2021 }

Name of the Teacher – **MANALI N. CHAVAN**

Subject - - **Business Environment and Entrepreneurship - I** Class – **FYBCOM**
Div. **E**

Name of the Department - **BUSINESS PRACTICES**

Month	No. of Lectures	Topics – Sub -Topics
FEBRUARY 2021	17	Meaning, Definition, Nature, Scope, Significance, Importance of motivation, Techniques of motivation
MARCH 2021	16	Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi's Theory Z. McClelland's Theory.
APRIL 2021	20	i) Meaning, Definition, Importance ii) Traditional Practice Vs E-commerce Practice iii) Types of E Commerce iv) E commerce : Opportunities and Challenges i) Mr. Cyrus Poonawala ii) Mr. Ravi Pandit iii) One local entrepreneur
MAY 2021	12	Trade and Industrial Associations i) Meaning and Importance of Trade and Industrial Association ii) Contribution, Functions and Role of MCCIA and DICCI & Role and functions of CII and FICCI
JUNE 2021	01	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15.10. 2020 to 15.01. 2021}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department – English (Online Lectures)

Month	No. of Lectures	Topics – Sub -Topics
Oct. 2020	06x5	Play by Oscar Wilde, 'The Importance of Being Earnest' Introduction: 1. Biography of the writer, 2. His credits to the contemporary time as an aesthetic creed. 3. Development and change according to time of literary genre. 4. Social Significance of the play-Victorian Period.
Nov. 2020	12x5	Act-I Discussion on Theme, Explanation, Analysis, Characters, Setting, Literary and Socio-cultural Significance of the play.
Dec. 2020	12x5	Communication Skills: Dialogue Writing, Paragraph Writing, Interview Writing. Test-I. Question Paper 10 marks and Assignment 10 marks, MCQs 10 marks.
Jan. 2020	10x5	Phonology: Phonetic Symbols Consonants, Vowels and diphthongs.
Feb. 2021		Theory Examination (Online)
TOTAL	40x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 17. 02. 2021 to 05.06. 2021}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department: English (Online Lectures)

Month	No. of Lectures	Topics – Sub -Topics
Feb. 2021	06x5	1. (S. S.) 'The Lament' by Anton Chekhov: Explanation, Analysis.
Mar. 2021	12x5	2. (S. S.) 'A Cup of tea' by Kathrine Mansfield: Explanation, Analysis. 3. Notice: introduction, grammar, composition. 4. Agenda: introduction, grammar, composition. 5. Resolution: introduction...
Apr. 2021	12x5	5. Resolution: introduction, grammar, composition. 6. Poem: 'Dover Beach' by Matthew Arnold: Explanation, Analysis, Appreciation. 7. 'Night of the Scorpion' by Nissim Ezekiel: Explanation, Analysis, Appreciation.
May. 2021	12x5	8. PowerPoint Presentation: introduction, composition, oral presentation. 9. (S. S.) 'The Magic Shop' by H. G. Wells: Explanation, Analysis, Appreciation. Poem: 'Money Madness' by D. H. Lawrence: Explanation, Analysis, Appreciation.
Jun.	03x5	Theory Examination (Online)

2021		
TOTAL	36x4	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15. 10. 2020 to 15. 01. 2021}

Name of the Teacher -Vidushi Tewari

Subject – Business economics (micro). Class- F.Y. B.com Division- C and D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
October 2020	11	<p>INTRODUCTION TO BUSINESS ECONOMICS AND MICRO ECONOMICS.</p> <p>1.1 Meaning and Nature of Business Economics</p> <p>1.2 Basic economic problems and Market Mechanism</p> <p>1.3 Principles of Micro Economics</p> <p>1.4 Objectives of the firm: Economic and Non-Economic Goals or objectives</p> <p>1.5 Relationship between Economics and Business, Economics and Banking, Economics and Mathematics</p>
November 2020	13	<p>DEMAND ANALYSIS</p> <p>2.1 Concepts of Demand and Law of Demand a) Changes in Demand, Assignment /Case Study</p> <p>2.2 Demand Function- Concept (simple demand equations) Demand and supply equation.</p> <p>2.3 Elasticity of Demand a) Types of Elasticity: calculations of elasticity b) Income and Cross elasticity c) Measurements of Elasticity of Demand</p> <p>2.4 Indifference Curve Analysis a) Concept and Characteristics b) Consumer's Equilibrium c) Price effects = Substitution and Income Effects</p>
December 2020	17	<p>2.5 Demand Forecasting a) Methods of Demand Forecasting 1] Direct Methods - Estimation of demand by survey 2] Indirect Method- Forecasting of Demand by using Trend</p>

		<p>projections, Averages and Regression equations</p> <p>SUPPLY ANALYSIS & PRODUCTION FUNCTION</p> <p>3.1 Concepts of Supply and Law of Supply</p> <p>a) Changes in Supply, Assignment /Case Study</p> <p>3.2 Supply Function- Concept (simple demand equations) Demand and supply equation.</p> <p>3.3 Elasticity of Supply</p> <p>a) Types of Supply Elasticity:</p> <p>b) Measurements of Elasticity of Supply</p> <p>3.4 Production Function</p> <p>a) The Law of Variable Proportions</p> <p>b) The Law of Returns to Scale</p> <p>3.5 Production Curve Analysis</p> <p>a) Concept and Characteristics</p> <p>b) Producers Equilibrium (Isoquant and Iso-cost)</p>
January 2021	13	<p>COST CONCEPTS AND ANALYSIS</p> <p>4.1 Cost Analysis- Types of Cost</p> <p>Economic Cost, Opportunity Cost, Fixed and Variable Cost, Sunk Cost, Incremental Costs and Replacement Cost</p> <p>4.2 Behaviour of Cost functions</p> <p>a) In the Short Run, (linear and quadratic functions)</p> <p>b) In the Long Run, (Traditional and modern LAC)</p> <p>4.3 Economies and Dis-economies of Scale</p> <p>REVENUE AND PROFITS: CONCEPT AND ANALYSIS</p> <p>5.1 Meaning and Concept of Revenue: Total revenue, Average revenue, Marginal revenue</p> <p>5.2 Relationship between TR, AR, MR</p> <p>5.3 Relation between e, AR and MR</p> <p>5.4 Concept of break-even point</p> <p>5.5 Meaning and Concept of profits:</p> <p>5:6 Types of Profits: Normal, Super Normal/Abnormal, Subnormal and losses.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 17. 02. 2021 to 05. 06. 2021}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Micro) Class- F.Y. B.com Division- C and D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
February 2021	12	<p>Market structure and Equilibrium</p> <p>1.1 Types and importance of markets on the basis of region- Local, Regional, National and International, and their importance</p> <p>1.2 Types of Markets on the basis of competition: Perfect Competition- Features and Market equilibrium</p> <p>1.3 Monopoly – Features, Types, Price Discrimination, Public Monopoly, and Market equilibrium</p> <p>1.4 Monopolistic competition- Features and market equilibrium</p> <p>1.5 Oligopoly- Feature: a) Non Collusive Oligopoly: Feature b) Collusive Oligopoly: Cartel, Price Leadership, Dominant firms</p>
March 2021	12	<p>1.6 Few Case Studies on the above topics and explanation with examples from CCI judgments.</p> <p>1.7 Concept of Game Theory.</p> <p>Pricing Strategies</p> <p>2.1 Introduction – Meaning</p> <p>2.2 Types of Pricing Strategies</p> <p>Pricing of Factors of Production</p> <p>3.1 General Theory of Distribution</p> <p>3.2 Marginal Productivity of Theory of Distribution</p> <p>3.3 Rent a) Ricardian theory of Rent b) Modern Theory of Rent c) Quasi Rent</p>

April 2021	15	<p>3.4 Wages</p> <p>3.4.1 Formal and Informal (Organized and Unorganized) Sector</p> <p>3.4.2 Inequality of wages.</p> <p>3.4.3 Role of trade unions</p> <p>3.4.4 Backward Sloping Supply Curve of Labour</p> <p>3.5 Interest</p> <p>a] Classical theory of Interest</p> <p>b] Loanable Funds Theory of Interest</p> <p>c] Keynes's Liquidity Preference theory of Interest</p> <p>3.6 Profit</p> <p>a] Concept of Profit</p> <p>b] Theories of Profit</p> <p>Dynamic Theory of Profit</p> <p>Innovation Theory of Profit</p> <p>Risk and Uncertainty Theory of Profit</p>
May 2021	15	<p>Welfare Economics</p> <p>4.1 Concept of Welfare Economics</p> <p>4.2 Measurement of Welfare</p> <p>4.3 Concept of welfare by Pareto and Edgeworth</p> <p>Market Failure and Government Intervention</p> <p>5.1 Meaning and need of Government Intervention</p> <p>5.2 Methods of Intervention</p> <p>5.3 Role of regulatory institutions</p>
TOTAL	54	

FY Account Sem 1 BhosaleDeccan Education Society's
Brihan Maharashtra College of Commerce, Pune

TEACHING PLAN – for First Semester 20xx-xx

{From 15. 10. 2020 to 15. 01. 2021 }

Name of the Teacher –Dr. Bhosale K.S. Subject -Financial Accounting Class –
F.Y B COM Div.A,B,C,D,E Name of the Department:- ACCOUNTANCY

Month	No. of Lectures	Topics – Sub -Topics
October, 2020	17	<u>Introduction to Accounting</u> Introduction , Process of Accounting, Objectives and Functions of Accounting, Branches of Accounting, Limitations of Accounting
November, 2020	16	<u>Accounting Concepts Conventions & Principles</u> <u>Overview of Accounting Standards [AS]in India</u> Study of AS – 1, AS- 2 , AS- 10
December., 2020	06	<u>Single Entry to Double Entry Conversion</u> Introduction , features, difference between single entry system and double entry system, A] Statement of Affairs Method B] Conversion Method
January., 2020	15	<u>Final Accounts of Cooperative Societies</u> Meaning, Introduction, Benefits, Kinds of Cooperative Societies- a] Credit co-operative, Consumer cooperative, Housing cooperative societies. Final Accounts as per form ‘ N’ as per cooperative registration Act
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, {Autonomous} Pune
LECTURE PLAN – for the Second Semester 2020-2021
{ From 17. 02. 2021 to 05.06. 2021 }

Name of the Teacher – __Dr. Bhosale K.S.

Subject - __FINANCIAL ACCOUNTING [1202]

Class F.Y.B COM_Div.A,B,C,D,E Name of the Department: ACCOUNTANCY

Month	No. of Lectures	Topics – Sub -Topics
FEB., 2020	12	A] <u>Basic Tally</u> : Introduction to computerized Accounting System, Various soft wares used for computerized accounting system, Tally start up , Tally Screen components, Gateway of Tally, Features and Configuration, Company Creation, Creation of Ledgers , Vouchers , voucher entries. Report Creation: Balance Sheet, P/L Account, Day Book, List of Accounts, Drill down Display, Back-up and Restore Data, Shut down Company, Various Short Keys in Tally .
MAR., 2020	6	B] <u>Pay Roll Accounting</u> : Introduction , Meaning , Pay heads, Salary Emoluments ,Deductions, Company Creation, Features and Configuration for Pay roll , Creation of Various Groups : Employee Cost , Employees Contribution, Attendance Record, Creation of Cost Centre. Various Vouchers Types under Pay roll, Generation of Reports: Pay Slips, Pay sheet, Attendance sheet.
APR., 2021	14	<u>Accounting Standards</u> : AS-4, AS -5, AS- 9,AS-12, AS- 15. <u>Branch Accounts</u> : Introduction , Need of Branch Accounting, Types of Branch Accounting Accounting Methods – A] Debtors Method B] Stock and Debtors Method C] Branch Trading , P/L Account method, D] Goods supply at Cost and Invoice Price Method
MAY.2021	10	B] Stock and Debtors Method

		C] Branch Trading , P/L Account method, D] Goods supply at Cost and Invoice Price Method
JUNE, 2021	12	<u>Accounting of Not for Profit Organization:</u> Introduction , Non – Government Organization, Preparation of Accounts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 17. 02. 2021 to 05. 06. 2021}

Name of the Teacher -Vidushi Tewari

Subject –Fundamentals of Finance Class- F.Y. B.com Division- C

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
February 2021	12	<p>Introduction To Finance</p> <p>Meaning and Definition of Finance Evolution of the concept of Finance Features of Finance Areas of Finance Finance and other Disciplines Financial Theories Financial Engineering and Financial Modeling Personal Finance 1 Personal Financial Planning 2 Steps in Personal Financial Planning 3 Principles of Personal Finance 4 Key Areas of Personal Financial Planning 5 Debt Management 6 Basic Rules to Budgeting and Money Management 7 Investment Avenues for middle class Investors 8 Saving and Investment 9 Career as a Financial Advisor</p>
March 2021	12	<p>Financial Management</p> <p>-Meaning and Definition of Financial Management -Nature and Scope of Financial Management -Organization of Finance Function -Functions of Financial Management (Finance Functions) -Procedure for Closure of a Deposit Account and Transfer</p>

		<p>of a Deposit Account to other branch of the same bank. - Corporate Financial Planning -Meaning and Definition of Corporate Financial Planning Financial Plan Types of Financial Plan Financial Planning Process Importance of Financial Planning -Role and Functions of Financial Manager -Career as a Finance Manager</p>
<p>April 2021</p>	<p>15</p>	<p>Stock Exchanges In India</p> <p>3.1 Introduction to Stock Exchanges 3.1.1 Meaning and Definition of Stock Exchange 3.1.2 Scope of Stock Exchange 3.1.3 Organization, Membership and Governing Body of Stock Exchange 3.1.4 Working and Functions of Stock Exchange 3.1.5 Services provided by Stock Exchange 3.1.6 Listing of Body Corporate in Stock Exchange 3.2 Review of Stock Exchanges in India 3.2.1 History of Stock Exchanges in India 3.2.2 Reasons for slow development of Stock Exchanges in India 3.2.3 Advantages and Disadvantages of investing in Share Markets 3.3 Securities Exchange Board of India (SEBI) 3.3.1 Introduction of SEBI 3.3.2 Organization of SEBI 3.3.3 Functions and Powers of SEBI 3.3.4 SEBI Guidelines 3.3.5 Role of SEBI (a) Protection and Education of Investors by SEBI (b) Investors Protection Fund (IPF) (c) Brokers Contingency Fund (BCF) (d) Trade Guarantee Fund (EGF) 3.4 Career in Share Market and Financial Services 3.4.1 Various types of Career Avenues in the Share Market 3.4.2 Career Opportunities available in the Financial Services Mutual Fund</p>

		Advisor, Financial Analyst, etc.
May 2021	15	Insurance Sector In India 4.1 Introduction to Insurance 4.1.1 Meaning and Definition of Insurance 4.1.2 Types of Insurance, Reinsurance, 4.1.3 Bancassurance 4.1.4 Need of Insurance 4.1.5 Role of Insurance in economy 4.1.6 Review of Insurance in India 4.1.7 Malhotra Committee Report 4.1.8 Opening of Insurance Sector to Private Players 4.1.9 Recent Trends in Insurance Sector in India 4.2 Life Insurance 4.2.1 Life Insurance Products and Services 4.2.2 Annuities and Pension Plans 4.2.3 ULIP Plans 4.2.4 Underwriting 4.2.4 Claim Settlement 4.2.5 LIC and Private Life Insurance Companies in India 4.3 General Insurance 4.3.1 Types of General Insurance – Fire, Marine, Insurance, Motor, Accident, Health, Plant & Machinery, Miscellaneous Insurance, etc. 4.3.2 Private General Insurance Companies in India 4.4 Career in Insurance 4.4.1 Career Opportunities in Insurance Sector 4.4.2 Actuarial Science in General Insurance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15.10. 2020 to 15.01. 2021 }

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Foundation Course in Commerce-I

Class: F. Y. B.Com. **Div. –**A and B **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Oct.2020	17	Unit 1 : Introduction and overview of forms of business organisations-meaning-types of business organisations-comparative study-Non-commercial organisation(NGO) –role, importance, challenges, structure of organisation-principles Unit 2: Business practices: meaning, definitions, importance of business practices, business arrangements-outsourcing-mergers-franchise-turnkey...
Nov.2020	16	Joint venture-MNC Unit 3 : Overview of management-meaning, definitions, nature, scope, role, significance, Science or art, professional management, process, levels, managerial skills
Dec.2020	06	Unit 4: Management theories: F W Taylor Henry Fayol
Jan. 2020	15	Unit 5: Recent commercial trends: Commerce and management related recent trends to be discussed. Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 01. 09. 2020 to 31. 12. 2020 }

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Foundation Course in Commerce-I

Class: F. Y. B.Com. **Div. –**A and B **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Sept.2020	17	Unit 1 : Business Ethics-Concept, Meaning, Nature and Types of Business Ethics, Importance of Ethics Ethical Issues in Business:(Any 1 Ethical Issue from Finance, Marketing, Human Resource and Production) Unit 2 : CSR : Concept, Meaning, Nature, Importance of CSR and Recent Policies in CSR
Oct.2020	16	Unit 3 : Trade and Industrial Association: Meaning and Importance of Trade and Industrial Association, Role and Functions of MCCIA and DICCI, Role and functions of CII and FICCI, Introduction to MCED and DIC.
Nov.2020	06	Unit 4 : Concept of Entrepreneur and Entrepreneurship: Meaning, Definition and Evolution, Qualities of entrepreneur with analytical study,
Dec. 2020	15	Types of Entrepreneur , Role and Importance of Entrepreneurship Unit 5: Recent commercial trends: Commerce and management related recent trends to be discussed. Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15.10. 2020 to 15.01. 2021 }

Subject –Marketing and salesmanship-I Class : F.Y.B.Com. Div. C, D

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Oct. 2020	16	Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand), Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation , Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions., Significance of marketing, Limitations of Marketing Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.
Nov. 2020	08	Marketing Research- Concept and Process, Marketing Information System-Concept and Components Unit 3 : Marketing Organisations, Meaning, Definitions, Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation
Dec 2020	12	Unit 4 : Market Segmentation Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid Target Marketing, Market Positioning
Jan. 2021	16	Unit 5 : Consumer Behaviour Meaning, Definitions, Importance.,Determinants of Consumer Behaviour-Cultural, Personal, Social, Psychological, Buying Decision Process, Organisational Buying Behaviour- Meaning, Characteristics Internal evaluation

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 01. 09. 2020 to 31. 12. 2020 }

Name of the Teacher –Dr. Asama S. Bagwan Subject –Marketing and salesmanship-II

Class : F.Y.B.Com. Div. C, D Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Sept. 2020	17	Product mix--meaning of the concept, levels of product, new product development--concept, process, PLC--concept, phases and strategies, Pricing—meaning, definitions, importance, types, factors influencing pricing.....
Oct. 2020	16	.....pricing methods, Place decisions-introduction, definitions, characteristics and role of channel members, channel options. Promotion decisions: Meaning and definitions.....
Nov. 2020	06	.....Importance of IMC, elements-advertisements, sales promotion, public relations, direct selling, publicity, personal selling Internal evaluation
Dec. 2020	15	Recent trends in marketing-concept and characteristics-green marketing, global marketing, services marketing, rural marketing, social marketing, digital marketing, relationship marketing, internal marketing Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15. 10. 2020 to 15. 01. 2021}

Name of the Teacher – Neetika Sharma

Subject – Marketing and Salesmanship-I Class - B.Com. F.Y. Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Oct, 2020	12	Basics of marketing i) Market- Definitions, Concepts of Market (Place, Area, Demand), ii) Marketing- Introduction, Definitions, Evolution, Scope. iii) Approaches to the study of marketing (Marketing Orientations) - Production, Sales, Customer-orientation, Social Orientation iv) Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions. v) Significance of marketing, Limitations of Marketing
Nov, 2020	12	Marketing Environment Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External, Marketing Research- Concept and Process Marketing Organizations Meaning, Definitions, Forms of Marketing organizations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organization
Dec., 2020	18	Market Segmentation i) Introduction, Importance ii) Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid iii) Target Marketing iv) Market Positioning
Jan., 2021	12	Consumer Behaviour i) Meaning, Definitions, Importance. ii) Determinants of Consumer Behaviour-Cultural, Personal, Social, Psychological iii) Buying Decision Process iv) Organizational Buying Behaviour- Meaning, Characteristics
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 17. 02. 2021 to 05. 06. 2021}

Name of the Teacher – Neetika Sharma

Subject – Marketing and Salesmanship-II Class F.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	09	Product Decision i) Meaning, Definitions, Levels of Product, Types of Products ii) New Product Development – Concept, Process iii) Product Life Cycle and Marketing Strategies
Mar., 2021	14	Price Decision i) Meaning, Definitions, Pricing Objectives, Importance of Pricing Decision ii) Types of pricing Strategies, Factors influencing Pricing Decision, Pricing Methods
April., 2021	14	Place Decision i) Introduction, definition, Meaning ii) Characteristics and Role of Marketing Channels iii) Channel Options: wholesaler, Retailing, Franchising, Direct Marketing-types, E-commerce,
May., 2021	14	Promotion Decision i) Meaning, Definition, Features ii) Importance of Promotion Mix iii) Integrated Marketing Communication mix elements – Advertisements, Sales promotion, Public relations and publicity, Direct Marketing, Personal Selling
June, 2021	03	Recent Trends in Marketing Concept and Characteristics of each Trend- Green Marketing, Global Marketing, Services marketing, Rural Marketing, Social Marketing, Digital Marketing, Relationship marketing, Internal marketing iv) Role and Functions of MCI and DCI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15/10/2020 to 15/01/2021}

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com **Div-** D and E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Oct 2020	17	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
Nov 2020	16	Office Manager and Organisational Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Dec 2020	08	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions.
Jan 2021	15	Role of Public relations officer in modern offices. Modern methods of Public relations Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance

TOTAL	54	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{ From 17/02/2021 to 05/06/2021 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – **Organisational Skill Development**

(Basics of Organisational Behaviour) Sem II

Subject Code: **1205 (B)**

Class – F.Y. B.Com Div- E

Name of the Department- Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	8	<p style="text-align: center;">Fundamentals of Organizational Behavior</p> <p>Definition, Nature, Scope, and Goals of Organizational Behavior. Fundamental Concept of organizational behavior.</p> <p>Models of Organizational behavior. Emerging Aspects of Organizational behavior – TMQ, Managing Cultural Diversity, Quality Circles and Total Employee Involvement.</p>
March, 2021	16	<p>Attitude Values and Motivation</p> <p>Effects of Employee Attitudes. Personal and Organizational Values. Nature and Importance of Motivation- definition, process of motivation Motives, classification of motives, primary and secondary motives, Morale- definition, relationship with productivity, morale indicators.</p>
April, 2021	16	<p>Personality</p> <p>Definition of Personality, Determinants of Personality. Theories of Personality – Trait Theory – The Big Five Model. Type Theory – Myers-Briggs Type personality. Self-Theory – Locus of Control.</p>

		<p>Work Stress</p> <p>Meaning and Definition of Stress – Individual Level, Organizational Level, Type A and Type B Assessment of Personality Causes of Stress – Physiological Effect, Psychological Effect, Behavioral Impact. Stress Management – Individual Strategies, Organizational Strategies.</p>
May, 2021	16	<p>Group Behavior and change in Organizational</p> <p>Nature of Group, Types of Groups, Team Building and Effective Teamwork. Goals of Organizational Change, Resistance to Change, Overcoming Resistance to change.</p>
June, 2021	02	<p>Revision Lectures</p>
TOTAL	58	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15-10-2020 to 15-01-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-I)

F.Y.B.COM (SEM-1)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Oct, 2020	10	Basic concepts in taxation – Meaning, Nature, Scope, Importance of taxation
Nov 2020	8	Constitutional Background of the taxation-Articles 245,246 and 264 to290A.Schedule 7 th List I,II&III
Nov., 2020	12	Administrative setup of Indian Tax system Scope of total income and Incidence of tax,
Dec., 2020	14	Residential status of Assessee (Sec 6 to 6(6)) Illustrations on residential status
Jan 2020	10	Canons Of Txation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 15-10-2020 to 15-01-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-II)

F.Y.B.COM (SEM-1)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Oct, 2020	10	Computation of Total Income and Tax Liability (Sec 14,14A ,288A and 288B) Income under the Head “Salaries” (Sec 15 to 17)
Nov 2020	10	Valuation of Perquisites and allowances
Nov., 2020	12	Practical problems on Salary
Dec., 2020	14	Income under the Head “ Income from House Property” and Practical Problems (Sec22 to 27)
Jan 2020	8	Income from Other Source
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 17-02-2021 to 05-06-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-III)

F.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	Income under the Head “ Profits and Gains of Business or Profession “ (Sec 28 to 44D)
March, 2021	12	Practical problems on Profits and Gains of Business or Profession
April., 2021	10	Set off or Carry Forward and Set off of Losses (Sec 70 to 80)
April., 2021	10	Practical problems on Set off or Carry Forward and Set off of Losses
May, 2021	5	Clubbing of Income (Sec 60 to 65)
June 2021	5	Practical problems on Clubbing of Income
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 17-02-2021 to 05-06-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-IV)

F.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	Income under the Head “Capital Gains “ (Sec 45 to 55A)
March, 2021	12	Practical problems on Capital Gains
April., 2021	10	Deductions to be made in Computing Total Income (Sec 80 A to 80U chapter VIA)
April., 2021	10	Practical problems on Deductions
May, 2021	5	Total Income Of Partnership Firm
June 2021	5	Tax Planning
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
 {From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher -Neetika Sharma

Subject Business Communication Class S.Y.B. Com Div. A, B

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	17	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
Oct., 2020	16	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Nov., 2020	06	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Dec., 2020	15	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 02. 02. 2021 to 20. 05. 2021}

Name of the Teacher – Neetika Sharma

Subject -Business Communication Class S.Y.B. Com Div. A, B

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	14	Technical Skills for Employability Job Letters CV GD Interview Skills Manners and Etiquette
Mar., 2021	16	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
April., 2021	16	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
May, 2021	08	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
 {From 01. 09. 2020 to 30. 11. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __SYBCOM_____ Div. __E__

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	12	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
Oct 2020	14	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Nov 2020	14	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Dec 2020	14	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
		Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 02.2.2021 to 31.05.2021 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____SY BCOM_____Div. ___E_

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Technical Skills for Employability Job Letters CV GD Interview Skills Manners and Etiquette
Mar 2021	16	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
April 2021	14	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
May 2021	12	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
 {From 07.09.2020 to 31.12.2020}

Name of the Teacher - Dr. R. P. Kuchekar

Subject: Business Communication

Class: SYBCOM

Div: D

Name of the Department : Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	17	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process
Oct 2020	16	Principles of Communication, Types of Communication Barriers to Communication Methods of Communication Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Nov 2020	06	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Dec 2020	15	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc. Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20xx-xx
{ From 2.2.2021to 20.05.2021 }

Name of the Teacher : Dr. R. P. Kuchekar

Subject -Business Communication **Class** :SY BCOM **Div:** E_

Name of the Department :Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	17	Technical Skills for Employability Job Letters
Mar 2021	16	CV GD Interview Skills Manners and Etiquette Presentation Skills Oral Presentations
April 2021	20	PowerPoint Presentations Virtual Presentations
		Cross Cultural Communication Intercultural Communication
May, 2021	13	Diversity at Workplace – Meaning and Importance Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality Revision
TOTAL	66	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for First Term 2020-21
{ From 01. 08. 2020 to 30. 11. 2020 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Indian Banking System (Banking & Finance Paper I) (1306F)

Class – S. Y. B. Com. Div. -A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
	16	Introduction To Indian Banking System: Evolution of Banking in the World (Historical Perspective) Evolution of Banking in India Structure of Indian Banking system Difference between Scheduled and Non-scheduled banks Role of Banking System in the economic growth and development
Sept., 2020	14	Reserve Bank of India (RBI) : Evolution of the RBI Organization and Management of the RBI Functions of the RBI
Octo., 2020	16	Public Sector Banks in India Meaning and Definition of Commercial Banking, Classification of Commercial Banks, Meaning and Importance of Public Sector Banks, State Bank of India : Evolution of State Bank of India, Organization and management of S. B. I., Role of State Bank of India <u>Study of Nationalized Banks:</u> Social Control over banks, Objectives of nationalization of Banks, Arguments for and against nationalization Progress of nationalized banks pertaining to branch expansion, deposit mobilization, credit development and priority sector lending
Nov., 2020	08	Private Sector Banks in India Meaning and Importance of Private Sector Banks, Distinction between Public Sector and Private Sector Banks in India, Regulatory Guideline for Private Sector Banks Old Private Sector Banks in India: Their progress and performance New Generation Private Sector Banks in India: Their progress and performance <u>Foreign Banks in India -</u> Meaning and Functions of Foreign Banks in India, Regulation of Foreign banks in India, Problems and prospects of Foreign Banks in India Recent Development in Foreign Banks
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Term 2020-21
{ From 01. 01. 2020 to 30.04. 2021 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Banking & Finance Paper II (Banking For Development)

Class – S. Y. B.Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
Jan. 2021	17	Regional Rural Banks and NABARD <u>Regional Rural Banks –</u> Reasons for establishment of Regional Rural Banks (RRBs), Meaning of RRBs, Objectives of RRBs, Organization and Management of RRBs, Functions of RRBs. Progress, performance, and problems of RRBs, Consolidation of RRBs, Difference between RRBs and Commercial Banks <u>National Bank for Agriculture and Rural Development –</u> Establishment and Objectives, Functions and Performance
Feb., 2021	12 + 4 for Activities	Co-operative Credit System in India Principles of cooperation, Evolution of cooperative credit system, Amendment in the Co-operative Societies Act, 1961. Meaning, objectives, organization, functions, progress and problems of Three Tier System of Co-operative Credit Land Development Bank and Branches of LDB (Two Tier System of Co-op. Credit) Urban Cooperative Banks and Urban Cooperative Credit Societies
March, 2021	16 + 4 for Activities	Banking Sector Reforms: Rationale and objectives of reforms, problems of Commercial Banks Recommendations of the Narasimham Committee (I) and (II) Management of Non-Performing Assets (NPAs) by the Banks, Debt Recovery Tribunals, SARFAESI Act, 2002, Insolvency Bankruptcy Code (IBC), 2016 Application of Basel Accord Norms as applicable to Indian Banks
April, 2021	9 + 4 for Activities	Recent Trends in Banking Sector: Recent Trends in Indian Banking Sector, Establishment of new Banks Mergers and Acquisitions in Indian Banking FDI in Indian Banking Sector, IFRS applicable to the Indian Banking Industry Mudra Loan Scheme and Loans for Start Ups Financial Literacy and Financial Inclusion in India, Jan Dhan Yojana Role of Micro Finance, Development and financing of Self -Help Groups
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher – Neetika Sharma

Subject - Business Management-I Class - S.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	17	Basic Concepts of Management Meaning, Definition, The need of Management Study Characteristics of Professional Management, Process of Management, Level of Management, Managerial Skills, Challenges before management Brief Review of Management Thought Kautilya's Arthashastra and Shivaji Maharaj's Management Wisdom, Management Thought Leaders –Peter Drucker, Michael Porter, C.K.Pralhad,, Vijay Govindrajan
Oct., 2020	16	Functions of Management Planning & Decision Making. Planning-Meaning, Definition, Nature, Importance, Forms, Types of Planning, Steps in Planning, Limitations of Planning. Forecasting-Meaning & Techniques Decision Making- Meaning, Types of Decisions & Steps in decision making
Nov., 2020	06	Organization & staffing Meaning, Process & Principles, Departmentalization, Organization Structure
Dec., 2020	15	Organization & staffing Authority and Responsibility, Delegation of authority, Difficulties in delegation of Authority, Centralization versus Decentralization, Teamwork. Staffing-Meaning, Need & Importance of Staffing, Recruitment-Sources and Methods of Recruitment. Direction Direction- Meaning, Elements, Principles, Techniques & importance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 02. 02. 2021 to 20.05. 2021}

Name of the Teacher – Neetika Sharma

Subject – Business Management-II Class S.Y.B. Com Div. D

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	14	Motivation Meaning, importance, Process Theories of motivation, Maslow's Need Hierarchy Theory, Herzberg's Two factors Theory, Douglas Mc Gregor's Theory of X & Y & Ouchi 'Theory Z. McClelland's Theory, The Four drive model of employee motivation by Lawrence and Nohria
Mar., 2021	16	Leadership Meaning, Importance, Qualities, Functions of a Leader, Leadership Styles Leadership dimensions of national leaders Swami Vivekanand, Mahatma Gandhi, Dr. Babasaheb Ambedkar
April., 2021	16	Co-Ordination And Control Meaning and Need, Techniques of establishing Co-ordination, Difficulties in establishing co-ordination, Control-Need, steps in the process of control & Techniques.
May, 2021	08	Recent Trends in Business Management Business Ethics, Corporate Social Responsibility, Corporate Governance, Green Management, Stress management, Conflict management, Time management, Work –life balance, Event Management, Use of IT in Management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN
(2020-2021)

{From 7th Sept 2020 to 31st Dec 2020}
(Semester III)

Name of the Teacher -: Ms Preeti Rajguru

Subject -: Cost and Works Accounting Paper I

Class- SYBCOM

Div: A/C/D

Name of the Department- Cost and Works Accounting

Month	No. of Lectures	Topics
Sept 2020	17	Chapter 1: Introduction to Cost Accounting: <ul style="list-style-type: none"> • Meaning, definition, objective, and scope of cost accounting, • Cost unit and Cost Centre Types of Cost and Classification of Cost • Difference between financial accounting and cost accounting • Preparation of Cost Sheet. • Class Test
Oct, 2020	16	Chapter 2: Material Cost: <ul style="list-style-type: none"> ▪ Material Purchase Procedure and Stock level • Stores record and pricing method of issue of material • Inventory Control Techniques (ABC/MRP/VED/Just in time/Perpetual Inventory Control/Inventor • <i>Practical Problem on Pricing of Issue of Material and Inventory Turnover Ratio</i>
Nov 2020	5	Chapter 3: Labour Cost: <ul style="list-style-type: none"> ▪ New methods of tracking time and attendance of Labour (Mobile device, paper punch card, biometric etc.) ▪ Methods of Remuneration: Time Rate System, Piece Rate System, Taylors Differential Piece Rate System,
Dec 2020	12	Chapter 3: Labour Cost: <ul style="list-style-type: none"> ▪ Incentive plan: Halsey Premium plan and Rowan Premium plan ▪ Labour Turnover ▪ <i>Employees cost reporting and measurement of cost efficiency</i> ▪ <i>Practical Problem on method of remuneration and incentive plan</i>
Dec 2020	4	Chapter 4: Cost Accounting Standard: <ul style="list-style-type: none"> • CAS 1 to CAS 5
Total	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN

(2020-2021)

{From 2nd Feb 2021 to 2nd May 2021}

(Semester IV)

Name of the Teacher -: Ms. Preeti Rajguru

Subject -: Cost and Works Accounting Paper II

Class- SYBCOM

Div: A/C/D

Name of the Department- Cost and Works Accounting

Month	No. of Lectures	Topics
Feb 2021	16	Chapter 1: Introduction <ul style="list-style-type: none"> • Meaning, Definition, Classification of Overhead • Steps in accounting of Overheads • Allocation and Apportionment of overheads <p style="text-align: center;"><i>Practical Problem on allocation and apportionment of overhead</i></p>
March 2021	16	Chapter 2: Absorption of Overheads <ul style="list-style-type: none"> • Meaning, methods of absorption, types of Absorption • Under and Over Absorption of Overhead • Reporting of overhead cost <p style="text-align: center;"><i>Practical Problem on allocation and apportionment of overhead</i></p>
April 2021	16	Chapter 3: Activity Based Costing: <ul style="list-style-type: none"> • Meaning, definition, and stages of activity based costing • Purpose and Benefits of Activity based costing • Case study <p style="text-align: center;"><i>Practical Problem Activity Based Costing</i></p>
May 2021	6	Chapter 4: Cost Accounting Standard <ul style="list-style-type: none"> • CAS 6 to CAS 8
Total	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A, B, E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
September 2020	13	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics 2 Micro and Macro economics 3 Macroeconomics variable and concepts. - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import)</p> <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income - Three sector model (including government and taxation) - Four sector model (Export and Import)</p>
October 2020	16	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income 2.3 Real and Nominal GDP/ GNP 2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure) 2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money 3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin’s Portfolio approach
November 2020	10	<ul style="list-style-type: none"> -Baumol’s Inventory approach -Friedman’s theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI’s money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
December 2020	15	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020-21
{From 02. 02. 2021 to 20. 05. 2021}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A, B, E

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
February 2021	12	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
March 2021	15	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
April 2021	15	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle - Hawtreys theory of Business Cycle

		<ul style="list-style-type: none"> - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p>
May 2021	12	<p>Post Keynesian/ Growth models</p> <ul style="list-style-type: none"> 4.1 Factors determining economic growth 4.2 Harrod Domar Model 4.3 Solow Model – Neo classical model 4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati) <p>Macro-Economic Policy (MEP)</p> <ul style="list-style-type: none"> 5.1 Objectives of MEP (Growth, Employment and Price Stability) 5.2 Monetary and Fiscal policy to stabilize economy 5.3 Monetary policy by rule (MPC) <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting 5.4 Measures to encourage savings and investments
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 06. 09. 2020 to 31. 12. 2020 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Financial Management Class S.Y.B.Com Div. B

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
Sept, 2020	14	Financial Management Function Financial Management Environment
Oct, 2020	16	Investment Appraisal Techniques
Nov., 2020	16	Working Capital Management
Dec., 2020	8	Business Valuations
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 25.05.2021}

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - Financial Management Class S.Y.B.Com Div B

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	16	Business Finance
March., 2021	16	Risk Management
April., 2021	14	Risk Management
May, 2021	10	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020 }

Name of the Teacher: Dr. A. S. Bagwan **Subject -** Marketing-I

Class: S. Y. B.Com. Div. –E **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Sept.2020	17	Marketing values, satisfaction & retention-business stakeholders, concept of value-value chain, value delivery system, attracting and retaining customers. Relationship marketing. Marketing budget and costs- concept-importance-steps in marketing costs analysis-customer profitability analysis-financial situation analysis.....
Oct.2020	16	.....contribution analysis, budgeting for sales force department. Consumer behavior-factors influencing C.B., Buying decisions-buying roles-steps in the buying decision process
Nov.2020	06	Marketing research & demand forecasting-meaning, scope, process of marketing research, the importance of marketing research process.
Dec. 2020	15	Market demand, market potential, company demand, company sales forecast, sales quota ,Sales budget, Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 02.02.2021 to 20.05.2021 }

Name of the Teacher: Dr. A. S. Bagwan **Subject** -Marketing Management-II

Class: S. Y. B.Com. Div. –E **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Feb. 2021	16	Marketing planning process, scope, importance, Definition of strategic planning, SBUs, Steps in strategic planning, Developing marketing strategies. Marketing strategies: Competitive strategies, cost leadership, differentiation, focus...
March 2021	16	...Designing competitive strategies, Market leader, Challenger, Follower, Nicher, Competitive Intelligence System-Concept and process. Product Lines: Product personality, Nature of the product, product hierarchy, classification,
April 2021	12	....Product policy: product mix, product mix strategies, PLC- Concept and phases. Internal Evaluation
May 2021	10	Product positioning: Product differentiation, Product form, design, features Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 07-09-2020 to 31-12-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-V)

S.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	10	Agricultural Income and Its Tax Treatment (Sec 2(1A) and 10(1))
Oct., 2020	10	Practical problems on Agricultural Income Tax Incentives
Nov., 2020	12	Income which do not form part of Total Income (Sec 10-Exempt Income)
Dec., 2020	12	Assessment of Individuals – Total Income
Dec., 2020	10	Practical problems on Total Income Total Income of Charitable Trust & Cooperative Society
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 07-09-2020 to 31-12-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-VI)

S.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	10	Return of Income (Sec 139 to 140 A)
Oct., 2020	10	Assessment Procedures
Nov., 2020	12	Case studies on Assessment Procedures
Dec., 2020	12	Deduction of Tax at Source (TDS Sec 190 to 206AA) TDS Returns
Dec., 2020	10	Practical problems on TDS Advance payment of Tax
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Forth Semester 2020-21
{From 02-02-2021 to 20-05-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-VII)

S.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	Constitutional background of GST & GST Council
March, 2021	12	Basic concepts of GST Application of CGST SGST and IGST laws
April, 2021	10	Supply under GST(Sec 07)
April, 2021	10	Illustration on Supply
May, 2021	5	Levy and Collection (Sec 09)
May, 2021	5	Time of Supply
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Forth Semester 2020-21
{From 02-02-2021 to 20-05-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-VIII)

S.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	Exemption from GST -Good and Services exempt from GST list
March, 2021	8	Location of Supplier and place of Supply of Goods and Services (Sec 10)
April., 2021	10	Value of Supply
April., 2021	10	Illustrations on Value of Supply
May, 2021	10	Composition Levy schemes Computation of GST Liability and Practical Illustrations
May, 2021	4	Illustrations on Composition Levy schemes Professional Tax
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, (Autonomous) Pune
TEACHING PLAN – for First Semester 2020-2021
{From 07. 09. 2020 to 31. 12. 2000}

Name of the Teacher – Dr. Yashodhan Prakash Mahajan

Subject – Advanced Accounting (I) Class T.Y.B.Com (Sem V) Div. A & B, C & D

Name of the Department Accountancy

Month	No. of Lectures	Topics – Subtopics
September, 2020	17	Amalgamation Meaning of Amalgamation , Absorption, and external Reconstruction Purchase Consideration, methods Accounting entries and Preparation of Balance sheet after amalgamation Illustrations
October, 2020	16	Holding Company Introduction, Meaning of Holding company and subsidiary company Minority Interest, - Calculation Calculation of Goodwill or Capital Reserve Preparation of consolidated balance sheet of holding company with one subsidiary company Illustration
November, 2020	6	Valuation Of Shares Introduction, concept of valuation of share Need and Factors affecting valuation of shares Methods of Valuation of shares: Net asset method, yield basis method, Fair value Method
December, 2020	15	Accounting Standards: 14,20,21,26
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, (Autonomous) Pune
TEACHING PLAN – for First Semester 2020-2021
{From 02. 02. 2021 to 20. 05. 2021 }

Name of the Teacher – Dr. Yashodhan Prakash Mahajan

Subject – Advanced Accounting (II) Class T.Y. (Sem VI) Div. A & B and C & D

Name of the Department Accountancy

Month	No. of Lectures	Topics – Subtopics
February, 2021	17	Ratio Analysis: Introduction, Types of Ratios, analysis of financial statements with the help of Ratios
March 2021	13	Cash flow Statement and Fund Flow Statement: Introduction, concepts, calculation of working capital, difference between cash flow and fund flow statement
April, 2021	13	Recent Trends in Accounting: Human Resource Accounting, Forensic Accounting, Inflation Accounting, Environmental Accounting
March, 2021	11	Tally GST: Introduction, Concept of goods and service tax , various slabs in GST Act, configuration and features in Tally for GST , Vouchers , Entries
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 06. 09. 2020 to 31. 12. 2020 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject – Auditing & Taxation Class T.Y.B.Com Div: E

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
Sept, 2020	14	Introduction to Auditing, Audit of Financial Statements (Part-1) Audit of Financial Statements (Part-2)
Oct, 2020	16	Concepts & definitions under Income Tax Act 1961 Computation of Income from House Property
Nov., 2020	16	Computation of Income from Salary
Dec., 2020	8	Computation of Income from Salary Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Term 2020-21
{ From 01. 01. 20220 to 30.04. 2021 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Banking & Finance Paper V (Non-Banking Financial Institutions)

Class – T. Y. B.Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
Jan. 2021	17	Non-Banking Financial Institutions (NBFIs) Meaning and Types of NBFIs Distinction between Bank and NBFIs <u>Functions of NBFIs:</u> - Lease Financing, Mutual Funds, Factoring and Forfeiting, Bills Discounting, Housing Finance, Venture Capital, Merchant Banking
Feb., 2021	12 + 4 for Activities	Development Financial Institutions (DFIs) <u>Details about DFIs and Working and Progress of:</u> - IFCI, SFCs, NSSIDC, EXIM Bank and NHB
March, 2021	16 + 4 for Activities	Investment Institutions in India <u>Organization, Working & Functions of</u> – UTI, Life Insurance Companies, Non-Life Insurance Companies, Post Office Savings & Investment Schemes, Provident Fund and Pension Fund.
April, 2021	9 + 4 for Activities	Authorities Regulating Non-Banking Institutions <u>Organization, Working & Functions of</u> – SEBI, IRDA, PFRDA, AMFI, FIMMDA, DICGC and RBI
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 07.09.2020 to 31.12.2020}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE- IV** Class – **TYBCOM** Div. A

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
SEPTEMBER 2020	17	Definition – Capital - Reserve Fund - Cash Reserve for Non-Scheduled Banks, Liquid Assets – Licensing - Branch Licensing - Management, Profit and Loss Account and Balance Sheet – Sec. 10, 29 & 30, Powers of the Reserve Bank of India – Sec. 35 & 36, Voluntary Amalgamation – Sec. 44A, Compulsory Amalgamation – Sec. 45, Liquidation – Sec. 45, Banking Regulation Act as applicable to Co-operative Banks., Banker's Book
OCTOBER 2020	16	Definition, Characteristics and Presumptions of Negotiable Instruments., Promissory Note, Bills of Exchange – Definitions and Features, Negotiation Presentment, Notice of Dishonor, Noting and protesting, Cheque – Definitions, Meaning, Features, Types of Cheques, Crossing, Parties to Negotiable Instruments, Types of Endorsement, (Chapter 3) Collecting banker Duties & Rights
NOVEMBER 2020	6	Statutory protection to bankers, Dishonor of instruments, Return of Cheques, The payment & Settlement Systems Act
DECEMBER 2020	15	Definition of Banker and Customer, Relationship between banker & Customer, Banker's Obligation of Secrecy of Accounts, Banker's Lien, Right of Set Off Disclosure permitted by the Banker's Practices and Usage, Bankers Obligation to honour Cheques, Garnishee Order & Termination of banker customer relationship
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2020-21
{From 02.02.2021 to 20.05.2021}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE - VI** Class – **TYBCOM** Div. **A**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
FEBRUARY 2021	12	Principles of Secured advances & Precautions to be taken by the banker while advancing against: a. Documents of title to Goods, b. Real Estate, c. Fixed Deposit Receipt, d. Bullion, e. Supply Bills, f. Life Insurance Policy, g. Shares, h. Agricultural Produce
MARCH 2021	14	Introduction to Principles of Lending, Bankers' Loan Policy, Modes of Creating Charge, Precautions to be taken by Bankers while creating and recording charge
APRIL 2021	16	Steps in Project Appraisal, Legal & Non Legal measures of recovery
MAY 2021	12	Management of Balance Sheet, Basel Norms II & III, Prevention of Money Laundering Act
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020}

Name of the Teacher – Neetika Sharma

Subject - Business Entrepreneurship-III Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	17	Small Scale Industries Definitions - Meaning - Product Range - Capital Investment - Meaning and importance of Tiny Industries, Ancillary Industries and Cottage Industries. Role played by SSI in the development of Indian Economy. Problems faced by SSI's and the steps taken to solve the problems - Policies Governing SSI's
Oct., 2020	16	Formation of Small-Scale Industries: Business opportunity, scanning the environment for opportunities, evaluation of alternatives and selection based on personal competencies. Steps involved in the formation of a small business venture: location, clearances and permits required, formalities, licensing and registration procedure.
Nov., 2020	06	Business Plan Preparation: Meaning and importance - objectives - Selection of suitable form of organization - Precautions to be taken by an entrepreneur while preparing Business Plan.
Dec., 2020	15	Business Plan Preparation: Project Appraisal - Break - even Analysis and Ratio Analysis, Debt Service Coverage Ratio - Gross Profit: Net Profit Ratio and Return on Investment (ROI), Project Audit Project Assistance: Financial assistance through SFC's, SIDBI, Commercial Banks, IFCI - Non-financial assistance from DIC, SISI, KVIC - Financial incentives for SSI's and Tax Concessions - Assistance for obtaining Raw Material, Machinery, Land and Building, Venture Capital and Technical Assistance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 02. 02. 2021 to 20.05. 2021}

Name of the Teacher – Neetika Sharma

Subject – Business Entrepreneurship-V Class T.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	14	Business Plan Implementation: Meaning - importance - preparation of Business Plan, Financial aspects, Marketing aspects, Human Resource aspects, technical aspects, social aspects of Business Plan. Common pitfalls to be avoided in preparation of a Business Plan
Mar., 2021	16	Small Enterprise Management: (As Distinct from corporate sector management) Functional v/s Integrated Approach, Structured v/s Flexible Approach, Logical v/s Creative Approach Start-up phase Management: Difference of opinion with in promoting team, Avoiding failure – Problem-Solving, Creativity and Innovation, Stability Phase Management, Growth phase Management,
April., 2021	16	Business Crises and Sickness: Types of Business Crises, Starting crises, Cash crises, Delegation Crises, Leadership Crises, Financial Crises, Prosperity Crises, Succession Crises, Sickness: Meaning and Definition, Symptoms, Causes, Turnaround Strategies, Revival Schemes of Sickness,
May, 2021	08	Skill Development: Documents required for Registration of SSI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Dr. Rajeshree Gokhale

Subject - Business Entrepreneurship-IV Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
July, 2020	14	Organizational Behaviour: Organizational Behaviour – Meaning, Definitions, Need, Nature. Importance & Scope, Historical roots of OB. Organizational Behaviour Models. Values-Concept, Sources, Types. Disciplines contributing to OB (e.g. Psychology, Sociology)
Aug, 2020	12	Individual Behaviour and Personality: Determinants of individual behaviour – Personality: Meaning, Definitions, Determinants of Personality, Personality Traits, Personality Development, Emotional Intelligence, Entrepreneurial Personality, Perception, Values, Attitudes
Sept., 2020	14	The Study of Stories of Following Entrepreneurs and Intrapreneurs (1) Jack Ma- Alibaba (2) Hanumant Rao Gaikwad- BVG Group (3) Indra Nooyi (4) Sunder Pichai (5) One Local / National Entrepreneur[Success and Failure story]
Octo., 2020	12	Group and Group Dynamics: Meaning and Definitions of Group, Classification of Group, Group task, Group size – Group formation process. Group Structure Group Dynamics: Influence in Group Group Cohesion – Helping Behaviour, Co–operation and Competition Improved Work Group
Nov., 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 01. 09. 2020 to 30. 11. 2020}

Name of the Teacher – Dr. Rajeshree Gokhale

Subject - Business Entrepreneurship-IV Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	12	Organizational Behaviour: Organizational Behaviour – Meaning, Definitions, Need, Nature. Importance & Scope, Historical roots of OB. Organizational Behaviour Models. Values-Concept, Sources, Types. Disciplines contributing to OB (e.g. Psychology, Sociology)
Oct 2020	14	Individual Behaviour and Personality: Determinants of individual behaviour – Personality: Meaning, Definitions, Determinants of Personality, Personality Traits, Personality Development, Emotional Intelligence, Entrepreneurial Personality, Perception, Values, Attitudes
Nov 2020	14	The Study of Stories of Following Entrepreneurs and Intrapreneurs (1) Jack Ma- Alibaba (2) Hanumant Rao Gaikwad- BVG Group (3) Indra Nooyi (4) Sunder Pichai (5) One Local / National Entrepreneur[Success and Failure story]
Dec 2020	14	Group and Group Dynamics: Meaning and Definitions of Group, Classification of Group, Group task, Group size – Group formation process. Group Structure Group Dynamics: Influence in Group Group Cohesion – Helping Behaviour, Co–operation and Competition Improved Work Group
		Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for First Term 2020-21
{ From 01. 08. 2020 to 30. 11. 2020 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Indian Financial System (Banking & Finance Paper III) (1505F)

Class – T. Y. B. Com.

Div. -A

Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
August, 2020	17	An Overview of Indian Financial System Financial Institutions – Regulatory, Intermediary and Non-Intermediaries. Financial Markets – Money and Capital Markets Financial Instruments Indicators of Financial Development Role of Financial System in Economic Development Recent Trends in Indian Financial System
Sept., 2020	16	Indian Money Market Meaning and Scope of Indian Money Market Structure and Characteristics of Money Market Functions of Indian Money Market Institutions in the Money Market Deficiencies of Indian Money Market Reforms in Indian Money Market after 1991 Indian Capital Market Basics, Meaning, Scope, Characteristics, Functions, Participants, Classification of Capital Market
Octo., 2020	06	<u>Secondary Market</u> Objectives and Functions of Secondary Market Role, Reforms and Recent Trends in Indian Capital Market Details of Stock Exchanges in India, Study of Indices in India
Nov., 2020	15	Indian Foreign Exchange Market Meaning, Segments, Participants. Spot Market and Forward Market Basics of Exchange Rate Determination, Rate Quotations Methods of Foreign Exchange, Exchange Risk Management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN –
2020-2021

{From 9th Sept 2020 to 31st Dec 2020}

Name of the Teacher -: Ms Preeti Rajguru

Subject -: Cost and Works Accounting Paper III

Class- TYBCOM

Div: A/C/D

Name of the Department- Cost and Works Accounting

Month	No. of Lectures	Topics
September	16	Chapter 1: Job Costing and Batch Costing Meaning, features, advantages and limitation of job costing Problems on job costing Batch Costing, meaning, features, advantages, limitation of batch costing Practical problem on job costing and batch costing
October	14	Chapter 1: Job Costing and Batch Costing Practical problem on job costing and batch costing Chapter 2: Contract costing Meaning, features applicability of contract costing Work certified, Work uncertified, Escalation Clause, Cost plus Contract, Retention Money, Work in Progress Profit on Incomplete Contract <i>Practical problem on contract costing</i> Class test
November	16	Chapter 3: Process Costing Meaning and features, applicability of process costing Normal process loss, abnormal process loss, abnormal gain Inter process profit Joint-Product and By-Product <i>Practical problem on inter process costing and joint and by-product</i>
December	8	Chapter 4: Service Costing Meaning and features, applicability of operating costing Cost statement of transport, hospital and hotel <i>Practical problem on operating costing</i> Chapter 5: Farm Costing Meaning, definition, applicability Importance of farm costing in India Preparation of farm cost sheet Internal assignment/tutorial/Revision
Total	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN –
2020-2021

{From: Feb 2021 to May 2021}

Name of the Teacher -: Ms Preeti Rajguru

Subject -: Cost and Works Accounting Paper III

Class- TYBCOM

Div: A/C/D

Name of the Department- Cost and Works Accounting

Month	No. of Lectures	Topics
Feb 2021	12	Chapter 1: Life Cycle Costing & Kaizen Costing Meaning, features, advantages, and limitations of Life Cycle Costing Meaning, features, advantages, and limitations of Kaizen Costing Case Study
March 2021	16	Chapter 2: Target Costing & Throughput Costing Meaning, Introduction, features, importance, scope, advantages, and limitations of Target Costing Meaning, Introduction, features, importance, scope, advantages, and limitations of Throughput Costing Case Study
April 2021	17	Chapter 3: ERP and Six Sigma Introduction, features, Important, and benefits of ERP Reasons for implementation Definition, importance's cope and benefits of Six Sigma, principals of six sigma Case Study Chapter 4: GST Introduction to GST, Features, Importance, and Scope
May- 2021	9	Chapter 5: Study of Journal- Management Accountant Case study
	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020 }

Name of the Teacher: Dr. A. S. Bagwan **Subject** -Marketing Management-III

Class: T. Y. B.Com. Div. –E **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Sept.2020	17	Product development-challenges-process-product committees, product development-product venture teams Branding & packaging: brand as a concept, value & significance of a brand, types of brands, brand challenges..
Oct.2020	16	...brand equity, brand name, brand strategy decisions, other brand strategies, Packaging, labelling, Universal product code. Pricing and marketing: significance of price, price and non-price competition, the process of setting the price, pricing methods, other concepts relating to pricing decisions.
Nov.2020	06	Communication mix: Types of communication channels- personal channel, non-personal channel, promotional tools,
Dec. 2020	15	.....developing a communication mix, push pull strategies, PLC, future of marketing communication. Internal evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 02.02.2021 to 20.05.2021 }

Name of the Teacher: Dr. A. S. Bagwan **Subject** -Marketing Management-V
Class: T. Y. B.Com. **Div. –E** **Name of the Department-**Commerce

Month	No. of Lectures	Topics – Sub -Topics
Feb. 2021	16	Role of financial institutions in rural marketing-Need for credit, agricultural credit situation, types of credit, rural credit institution, NABARD, commercial banks, SCBs, SCARDBs, RRBs, Local Area Banks, Kisan Credit Cards, Rural Marketing strategies-rural marker segmentation-product strategies.....
March 2021	16	.....distribution strategies-promotion strategies-social marketing. Industrial markets, goods, customers- product segments, types of industrial goods, industrial customers.....
April 2021	12	.....product management, industrial demand, purchasing practices, difference between industrial and individual customers. Industrial product planning-dimensions of newness, innovation, sources of new product ideas, PLC, Technological forecasting, limitations, engineering the prototype...
May 2021	10	..... process development, forecasting methods. Internal evaluation.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 07/09/2020 to 31/12/2020}

Name of the Teacher – Dr. R. P. Kuchekar

Subject – Marketing Management IV Sem V **Class:** TY Bcom Div. E

Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
September 2020	17	Unit 1 : Advertising, sales promotion & public relations: Meaning , importance , nature , Types of Business Ethics Ethical Issues in (any 1 Finance , HR ,Production)
Oct 2020	16	Unit 2 : Developing & managing marketing department & organization : Concept , meaning , nature , importance , Recent Policies in CSR
Nov 2020	06	Unit 3 : Global marketing strategies Meaning , importance of trade and industrial Association Role and Functions of MCCIA , DICCI, CII, FICCI
Dec 2020	15	Unit 4 : Direct & online marketing Meaning, Definition, evolution , types , Importance of Entrepreneur and Entrepreneurship Qualities of Entrepreneur, Case Studies
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{ From 02/02/2021 to 20/05/2021 }

Name of the Teacher – Dr. R. P. Kuchekar

Subject – Marketing Management IV Sem VI Class TY Bcom Div. E

Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	17	Unit 1 : Globalisation: Thoughts and Process:
March, 2021	16	Unit 2 : International Sales Management :
April, 2021	20	Unit 3 : International Trade and India
May, 2021	13	Unit 4 : Modes of Entry into International Markets
TOTAL	66	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 06. 09. 2020 to 31. 12. 2020 }

Name of the Teacher – Smruti Saurabh Patwardhan

Subject –SBR Class T.Y.B.Com Div. B

Name of the Department : Accounting ,Law & Taxation

Month	No. of Lectures	Topics – Sub –Topics
Sept, 2020	14	Conceptual Framework Professional Ethics Performance Reporting
Oct, 2020	16	Revenue Non-Current Assets Agriculture & Inventories Foreign currency
Nov., 2020	16	Leases Employee Benefits Sharebased Payments
Dec., 2020	8	Group Accounting- Basics, Changes in structures
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 25.05.2021}

Name of the Teacher – Smruti Saurabh Patwardhan

Subject - SBR Class T.Y.B.Com Div B

Name of the Department : Accounting , Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	16	Group Structure- foreign currency & Cash flows
March., 2021	16	Events after the reporting period, Provisions & contingencies Financial Instruments Taxes Segment Reporting
April., 2021	16	Related Parties Adopting new standards Small & Medium Enterprises Analysis & Interpretation Current Issues
May, 2021	6	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 07-09-2020 to 31-12-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-IX)

T.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	10	Input Tax Credit and its Utilisation (Sec 16)
Oct., 2020	10	Practical Illustrations on Input Tax Credit and its Utilisation
Nov., 2020	12	Registration (Sec 22-24)
Dec., 2020	12	Returns & Tax Invoice, Debit and Credit Notes (Sec 37)
Dec., 2020	10	Illustrations on Registration and Returns
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 07-09-2020 to 31-12-2020}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-X)

T.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Sept, 2020	10	Brief Background of Customs Laws
Oct., 2020	10	Introduction important definitions
Nov., 2020	12	Levy Of Custom Duty
Dec., 2020	12	Valuation of Goods for Customs Export promotion Schemes under Customs Act 1962
Dec., 2020	10	Import & Export Procedure and Rules for Baggage Provision of Duty Drawback & SEZ,EOU Unit
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2020-21
{From 02-02-2021 to 20-05-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-XI)

T.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	PROJECT WORK - INCOME TAX ACT, 1961 Introduction
March, 2021	12	Topic Selection
April, 2021	10	Data Collection
April, 2021	10	Data Analysis
May, 2021	5	Project Submission
May, 2021	5	Project Viva
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2020-21
{From 02-02-2021 to 20-05-2021}

Name of the Teacher –Swati Bhanudas Mahanoor

Subject - VOCATIONAL TAX PROCEDURE AND PRACTICES (PAPER-XII)

T.Y.B.COM (DIV-B)

Name of the Department- Accounts, Law & Taxation

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2021	12	PROJECT WORK - GST LAW Introduction
March, 2021	12	Topic Selection
April, 2021	10	Data Collection
April, 2021	10	Data Analysis
May, 2021	5	Project Submission
May, 2021	5	Project Viva
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – For The First Term (2020-21)
{ From 01. 08. 2020 to 30. 11. 2020 }

Name of the Teacher – ___ Prof. Dr. J. R. Lanjekar

Subject – Business Finance (5401)

Compulsory Paper

Class – M. Com. Part II – Semester III

Div. A & B

Name of the Dept. – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
August, 2020	16	Introduction To Business Finance <u>Business Finance</u> : Meaning, objectives, scope and importance <u>Time Value of Money</u> : Need, Importance, Present value calculation through Discounted Cash Flow Technique (with exercise) , Future value
Sept., 2020	14	Strategic Financial Planning: Meaning - Objectives, Various Components of Financial Requirements Estimating Financial Requirements (Short Term and Long Term) Stages in Financial Planning and their Limitations Capitalization – Over Capitalization, Under Capitalization
Octo., 2020	16	<u>Sources of finance-</u> Long Term Finance – All Types of Corporate Securities Short Term Finance –Need, Advantages & Disadvantages Corporate Securities Ownership Securities And Creditorship Securities The Innovative Capital Market Instruments Corporate Securities: Amendments in Companies Act in 2013, 2015 & 2017
Nov., 2020	08	The Dividend Policy Background of Dividend Policy Regulatory aspects of Dividend Policy; Formulation of Dividend Policy Dividend Rate and Dividend Yield, Payout Ratio and Retention Ratio Determinants of Dividend Policy , Relevance of Tax Considerations <u>Other Issues</u> Buy Back of Shares, Bonus Dividend, Right Issue, Stock Split Reverse Split and its Impact on Valuation of Shares
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2020-21)
 {For the Second Term 1st January 2020 to 30th April 2021}
 Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar
 Subject - Capital **Market and Financial Services** (Compulsory Paper)
 Subject Title -: **Capital Market and Financial Services.** (Course Code -: 5401)
 Class - M. Com. Part II Semester - IV Div.- A & B
 Department – Department of Banking & Finance

Month	No. of Lectures	Topic – Sub-Topics
Jan. 2021	17	Indian Capital Market <u>Capital Market</u> - Meaning, Definitions, Features, Functions, Structure, Participants in Capital Market, Companies Act, 2013 – Important provisions, Reforms and Recent Trends in Capital Market in India <u>Securities and Exchange Board of India (SEBI)</u> - Background, Establishment, Organization, Functions and Powers, Measures taken by SEBI for Investors' Protection, SEBI Guideline
Feb., 2021	12 + 4 for Activities	Securities Market <u>Stock Exchange</u> – Organization, Membership and Governing Body of Bombay Stock Exchange and National Stock Exchange <u>Classification of Capital Market</u> <i>Primary market</i> - Functions of primary market - issue mechanism, participants <i>Secondary market</i> - Objectives, functions of secondary markets, stock broking, e-broking, Depository System, Dematerialization of Securities, Procedure of Share Trading and Share Investment, Functions and benefits Stock Market Trading
March, 2021	16 + 4 for Activities	Derivatives Market Derivatives, Meaning, Definition and Features of Derivatives, Types of Derivatives - Forward Contract, Future Contract, Option Contract, Swap and Swap-Options, Derivatives Trading
April, 2021	9 + 4 for Activities	Institutional Financial Services Merchant banking-Meaning-functions and services rendered. Portfolio management-Meaning and services. Mutual funds -: Meaning, functions-Types-Open and closed ended funds-income funds balanced fund, growth fund-index fund. Credit Rating - Meaning and need, various credit rating agencies. FDI and FII in India. Recent Trends in Financial Services Sector in India
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
{From 01. 08. 2020 to 30. 12. 2020}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __MCOM Div.__A, B

Name of the Department _Business Administration ethics and professional values

Month	No. of Lectures	Topics – Sub -Topics
Aug 2020	18	Introduction to ethics
Sept, 2020	6	Indian ethical practices
Oct 2020	10	Dilemmatic situations in professional ethics and code of conduct
Nov 2020	18	Indian approach to business ethics and Revision
Dec 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
{From 01. 08. 2020 to 30. 11. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Financial Management Class __MCOM Div. __A, B

Name of the Department _Business Administration Financial Mgt

Month	No. of Lectures	Topics – Sub -Topics
Dec 2020	18	Introduction to Financial Managemnt
August, 2020	6	Investment Decisions
Sept., 2020	10	Financial statements and Financial analysis
Octo., 2020	18	Management of working capital
Nov., 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021-2021
{From 01. 01. 2021 to 30. 05. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Knowledge management_ Class __MCOM Div. __A, B

Name of the Department _Business Administration knowledge management

Month	No. of Lectures	Topics – Sub -Topics
Jan 2021	18	Introduction to Knowledge management
Feb 2021	6	Organizational learning
March 2021	10	Knowledge management and change management
April 2021	18	Knowledge Management Culture
May 2021	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-2021
{From 01. 08. 2020 to 30. 11. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Production and Operation mgt_ Class __MCOM Div. __A, B

Name of the Department _Business Administration

Month	No. of Lectures	Topics – Sub -Topics
Dec 2020	18	Introduction to Production and Operations Management
August, 2020	6	Product Design and Development
Sept., 2020	10	Production Planning and Control
Octo., 2020	18	Quality Management and Productivity
Nov., 2020	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 07. 09. 2020 to 31. 12. 2020 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – Strategic Management Class M.Com Div. A & B

Name of the Department- Department of Administration

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	17	Nature and Scope of Strategic Management Characteristics, Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management, Strategy Formulation and Strategic Analysis: Vision, Mission, Objectives, Goals, Industry analysis (Michel Porter's Model), Resource Audit, SWOC Analysis, Stakeholders Expectations.
Oct 2020	16	Strategic Planning: Conceptual Understanding of Strategic Plan, - Meaning, Stages Steps, Alternatives, Advantages and Disadvantages of Strategic Planning, How to make it effective?. Implementation Strategic actions Implementation Issues, Planning and Allocating Resources, – Financing Planning, Manpower Planning, Organizational Structures, - Degree of Flexibility and Autonomy. Corporate governance and Ethics, Structure and control with Organizations, Leadership Implication for Strategy. Principles of Strategic Leadership.
Nov 2020	06	Global Strategy Introduction , Identifying International Opportunities, International strategy, International Business level strategy, International corporate level Strategy.
Dec 2020	15	Functional Strategy:

		<p>Marketing Strategy ii. Production Strategy iii. Research and Development (R&D) Strategy iv. Human Resource (HR) Strategy v. Financial Strategy vi. Logistics Strategy</p> <p>Strategic Review: Introduction, Evaluating the Strategic Performance – Criteria and Problems –Introduction to the Concepts of Corporate Restructuring, Business Process Reengineering, Benchmarking, TQM, Six Sigma, Supported by seminar on Current Trends in Strategic Management.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, (Autonomous) Pune
TEACHING PLAN – for First Semester 2020-2021
{From 02. 02. 2021 to 20. 05. 2021}

Name of the Teacher – Dr. Yashodhan Prakash Mahajan

Subject – Financial Analysis & Control Class M. Com (Sem II) Div. A & B

Name of the Department Accountancy

Month	No. of Lectures	Topics – Subtopics
February, 2021	17	Capital Budgeting Capital budgeting, meaning, importance, evaluation techniques and method – Practical problems
March 2021	16	Cost of Capital Meaning, significance, and measurement of cost of capital – Practical problems
April, 2021	16	Decisions Involving Alternative Choices: Decision Making, Types of Costs, Types of Choices Decisions, Make or Buy Decisions, Addition / Discontinuance of a Product line, Sell or Process Further, Operate or Shut down, Exploring New Markets, Maintaining a desired level of profit
March, 2021	11	Operating and Financial Leverage: Measurement of leverages; Effects of operating and financial leverage on profit, analyzing alternate financial Plans, combined financial and operating leverage
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, (Autonomous) Pune
TEACHING PLAN – for First Semester 2020-2021
{From 07. 09. 2020 to 31. 12. 2000}

Name of the Teacher – Dr. Yashodhan Prakash Mahajan

Subject – Management Accounting Class M. Com (Sem I) Div. A & B

Name of the Department Accountancy

Month	No. of Lectures	Topics – Sub -Topics
September, 2020	17	BASIC CONCEPTS: Management Accounting- Meaning and Definition, Characteristics, Objectives, scope functions, Tools and Techniques of Management Accounting, Advantages and Limitations
October 2020	18	FINANCIAL STATEMENT ANALYSYS: Objectives of analysis of financial statement Tools of financial statement analysis Multi - step income statement, Horizontal analysis, Common sized analysis, Trend analysis, Analytical Balance Sheet
November, 2020	6	RATIO ANALYSIS: Ratio Analysis-Meaning and rationale, advantages and limitations.
December, 2020	19	Problems on Types of Ratios BUDGETARY CONTROL Concepts and Objectives, Merits and Demerits of Budgetary Control, Fixed and Flexible Budget, Cash Budget and master Budget, Zero based Budgeting
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From October 2021 to January 2022}

Name of the Teacher – Prof. Vijay Vishnu Darekar

Subject – Additional English (1107A) Class – F. Y. B. Com. Div. – A, B, C, D.

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
October 2021	12	Unit 1. Keith Douglas, “Vergissmeinnicht” W. H. Auden, “Refugee Blues” Unit 2. Stephen Spender, “Pylons” Peter Porter, “Your Attention Please”
November 2021	16	Unit 3. Thomas L. Friedman, “The World is Flat”, first 14 pages of the eponymous book Unit 4. R. K. Narayan, “Rajam and Mani” in Swami and Friends
December 2021	16	(Remaining Part of) Unit 4. R. K. Narayan, “Rajam and Mani” in Swami and Friends Unit 5. Joào Pedro Galhano Alves, “Living with Lions”
January 2022	10	Unit 6. O’Henry, “The Last Leaf” Unit 6. Khalil Gibran, “On Beauty”
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021-22
{From February 2022 to May 2022}

Name of the Teacher – Prof. Vijay Vishnu Darekar

Subject – Additional English (1207A) Class – F. Y. B. Com. Div. – A, B, C, D.

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
February 2022	8	Unit 1. Arthur Miller, Death of a Salesman
March 2022	17	Remaining part of Unit 1. Arthur Miller, Death of a Salesman Unit 2. Creative Use of English Language : A Tool for Lateral Thinking
April 2022	16	Unit 3. High-end Uses of English for Commerce Students
May 2022	13	Unit 3. High-end Uses of English for Commerce Students
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 08.10.2021 to 05.02.2022}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE** Class – **FYBCOM** Div. **A,B & C**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
OCTOBER 2021	17	Evolution of the word 'Bank', Meaning of Banking, Types of Banking Organization Structures, Types of Banks, Functions of Banks, Procedure for Opening of Deposit Account: Know Your Customer, Application form, Introduction, Proof of Age & Residence, Specimen signature and Nomination: Importance
NOVEMBER 2021	16	Procedure for Operating Deposit Account, Procedure for Closure of a Deposit Account and Transfer of a Deposit Account to another branch of the same bank, Types of account holders, (Chapter 2) Balance sheet of a commercial bank., Multiple Credit Creation: Process and Limitations,
DECEMBER 2021	6	Principles of Lending - Safety, Liquidity, Profitability, Diversification of risks, Conflict between liquidity and profitability, Credit rating of customers by CIBIL
JANUARY 2022	13	Meaning of Digital Banking, Need and importance of IT in banking.
FEBRUARY 2022	02	Modes of Electronic Fund Transfer, Use of Technology in Banking Sector
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021-22
{From 25.02.2022 to 31.05.2022}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE** Class – **FYBCOM** Div. **A,B &C**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
FEBRUARY 2022	17	Meaning of finance, Features of finance, Sources of finance, Different Areas of Finance
MARCH 2022	16	Meaning and Definition of Financial Management, Nature and Scope of Financial Management, Organization of Finance Function, Functions of Financial Management (Finance Functions)
APRIL 2022	20	Working of Stock Exchanges, Review of Stock Exchanges in India, Securities Exchange Board of India (SEBI) , Career in Share Market
MAY 2022	13	Introduction to Insurance, Life Insurance – LIC and Private Life Insurance Companies in India, General Insurance – GIC and Private Non-Life Insurance Companies in IRDA and Recent Trends in Insurance Sector in India
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
 {From 08. 10. 2021 to 05. 02. 2022}

Name of the Teacher – Neetika Sharma

Subject - BEE-I Class - F.Y. B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Oct., 2021	14	Business Environment i) Meaning, Definition, Importance of Business Environment ii) Various Aspects of Business Environment iii) Interrelation Between changing Environment and Environmental Decisions and policies iv) Case Studies- Relevant case studies on changing environment
Nov., 2021	06	Entrepreneur and Entrepreneurship i) Meaning, Definition and Evolution ii) Qualities of entrepreneur with analytical study iii) Types of Entrepreneurs iv) Importance of Entrepreneurship.
Dec., 2021	16	Entrepreneur Behaviour i) Comparison between Entrepreneur Personalities with Non-Entrepreneur Personalities ii) Comparison between Manager and Entrepreneur iii) Comparison between Entrepreneur and Intrapreneur
Jan., 2022	16	Business Ethics i) Concept, Meaning, Nature and Types of Business Ethics ii) Ethical Issues in Business:(Any 1 Ethical Issue from Finance, Marketing, Human Resource and Production) CSR i) Concept, Meaning, Nature ii) Importance of CSR and Recent Policies in CSR
Feb., 2022	2	Revision
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
 {From 25. 02. 2022 to 31.05. 2022}

Name of the Teacher – Neetika Sharma

Subject - BEE-II Class F.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub-Topics
Feb., 2022	2	Motivation Meaning, Definition
Mar., 2022	18	Motivation Nature, Scope, Significance, Importance of motivation, Techniques of motivation. Theories of Motivation Maslow's Theory, Herzberg's Theory, McGregor, Ouchi's Theory Z, McClelland's Theory
Apr., 2022	16	Fundamentals and role of E-Commerce i) Meaning, Definition, Importance ii) Traditional Practice Vs E-commerce Practice iii) Types of E Commerce – B2B, B2C, C2C, C2A, B2A. iv) E commerce: Opportunities and Challenges Biographical study of Local entrepreneurs i) Dr. Cyrus Poonawala ii) Mr. Ravi Pandit iii) Narayan Murthy iv) Kiran Mujumdar Shaw v) One local entrepreneur
May, 2022	18	Trade and Industrial Associations i) Meaning and Importance of Trade and Industrial Association ii) Contribution, Functions and Role of MCCIA and DICCI iii) Role and functions of CII and FICCI iv) Role and Functions of MCI and DCI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 08.10. 2021 to 05. 02. 2022}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department - English

Month	No. of Lectures	Topics – Sub -Topics
Oct. 2021	11x5	Play by Oscar Wilde, 'The Importance of Being Earnest' Introduction: 1. Biography of the writer, 2. His credits to the contemporary time as an aesthetic creed. 3. Development and change according to time of literary genre. 4. Social Significance of the play-Victorian Period.
Nov.2021	15x5	Act-I Discussion on Theme, Explanation, Analysis, Characters, Setting, Literary and Socio-cultural Significance of the play.
Dec.2021	14x5	Communication Skills: Dialogue Writing, Paragraph Writing, Interview Writing. Test-I. Question Paper 10 marks and Assignment 10 marks, MCQs 10 marks.
Jan. 2022	12x5	Phonology: Phonetic Symbols Consonants, Vowels and diphthongs.
Feb. 2022	02x5	Theory Examination and Assessment (online)
TOTAL	54x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 25. 02. 2022 to 31.05. 2022}

Name of the Teacher – Dr. Suneeta Harishchandra Nirmale

Subject - Compulsory English, Class- F. Y. B. Com. Div.- A, B, C, D, E

Name of the Department: English

Month	No. of Lectures	Topics – Sub -Topics
Feb 2022	--	1. (S. S.) 'The Lament' by Anton Chekhov: Explanation, Analysis.
Mar. 2022	15x5	2. (S. S.) 'A Cup of tea' by Kathrine Mansfield: Explanation, Analysis. 3. Notice: introduction, grammar, composition. 4. Agenda: introduction, grammar, composition. 5. Resolution: introduction...
Apr. 2022	16x5	5. Resolution: introduction, grammar, composition. 6. Poem: 'Dover Beach' by Matthew Arnold: Explanation, Analysis, Appreciation. 7. 'Night of the Scorpion' by Nissim Ezekiel: Explanation, Analysis, Appreciation.
May. 2022	16x5	8. PowerPoint Presentation: introduction, composition, oral presentation. 9. (S. S.) 'The Magic Shop' by H. G. Wells: Explanation, Analysis, Appreciation. Poem: 'Money Madness' by D. H. Lawrence: Explanation, Analysis, Appreciation.
Jun.		Theory Examination and Assessment

2020		
TOTAL	54x5	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 08. 10. 2021 to 05. 02. 2022}

Name of the Teacher -Vidushi Tewari

Subject – Business economics (micro). Class- F.Y. B.com Division- C and D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
October 2021	12	<p>INTRODUCTION TO BUSINESS ECONOMICS AND MICRO ECONOMICS.</p> <p>1.1 Meaning and Nature of Business Economics</p> <p>1.2 Basic economic problems and Market Mechanism</p> <p>1.3 Principles of Micro Economics</p> <p>1.4 Objectives of the firm: Economic and Non-Economic Goals or objectives</p> <p>1.5 Relationship between Economics and Business, Economics and Banking, Economics and Mathematics</p>
November 2021	12	<p>DEMAND ANALYSIS</p> <p>2.1 Concepts of Demand and Law of Demand a) Changes in Demand, Assignment /Case Study</p> <p>2.2 Demand Function- Concept (simple demand equations) Demand and supply equation.</p> <p>2.3 Elasticity of Demand a) Types of Elasticity: calculations of elasticity b) Income and Cross elasticity c) Measurements of Elasticity of Demand</p> <p>2.4 Indifference Curve Analysis a) Concept and Characteristics b) Consumer's Equilibrium c) Price effects = Substitution and Income Effects</p>
December 2021	14	<p>2.5 Demand Forecasting a) Methods of Demand Forecasting 1] Direct Methods - Estimation of demand by survey 2] Indirect Method- Forecasting of Demand by using Trend</p>

		<p>projections, Averages and Regression equations</p> <p>SUPPLY ANALYSIS & PRODUCTION FUNCTION</p> <p>3.1 Concepts of Supply and Law of Supply</p> <p>a) Changes in Supply, Assignment /Case Study</p> <p>3.2 Supply Function- Concept (simple demand equations) Demand and supply equation.</p> <p>3.3 Elasticity of Supply</p> <p>a) Types of Supply Elasticity:</p> <p>b) Measurements of Elasticity of Supply</p> <p>3.4 Production Function</p> <p>a) The Law of Variable Proportions</p> <p>b) The Law of Returns to Scale</p> <p>3.5 Production Curve Analysis</p> <p>a) Concept and Characteristics</p> <p>b) Producers Equilibrium (Isoquant and Iso-cost)</p>
January 2022	16	<p>COST CONCEPTS AND ANALYSIS</p> <p>4.1 Cost Analysis- Types of Cost</p> <p>Economic Cost, Opportunity Cost, Fixed and Variable Cost, Sunk Cost, Incremental Costs and Replacement Cost</p> <p>4.2 Behaviour of Cost functions</p> <p>a) In the Short Run, (linear and quadratic functions)</p> <p>b) In the Long Run, (Traditional and modern LAC)</p> <p>4.3 Economies and Dis-economies of Scale</p> <p>REVENUE AND PROFITS: CONCEPT AND ANALYSIS</p> <p>5.1 Meaning and Concept of Revenue: Total revenue, Average revenue, Marginal revenue</p> <p>5.2 Relationship between TR, AR, MR</p> <p>5.3 Relation between e, AR and MR</p> <p>5.4 Concept of break-even point</p> <p>5.5 Meaning and Concept of profits:</p> <p>5:6 Types of Profits: Normal, Super Normal/Abnormal, Subnormal and losses.</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020-21
{From 25. 02. 2022 to 31. 05. 2022}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Micro) Class- F.Y. B.com Division- C and D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
February 2022	4	<p>Market structure and Equilibrium</p> <p>1.1 Types and importance of markets on the basis of region- Local, Regional, National and International, and their importance</p> <p>1.2 Types of Markets on the basis of competition: Perfect Competition- Features and Market equilibrium</p>
March 2022	16	<p>1.3 Monopoly – Features, Types, Price Discrimination, Public Monopoly, and Market equilibrium</p> <p>1.4 Monopolistic competition- Features and market equilibrium</p> <p>1.5 Oligopoly- Feature:</p> <p>a) Non-Collusive Oligopoly: Feature</p> <p>b) Collusive Oligopoly: Cartel, Price Leadership, Dominant firms</p> <p>1.6 Few Case Studies on the above topics and explanation with examples from CCI judgments.</p> <p>1.7 Concept of Game Theory.</p> <p>Pricing Strategies</p> <p>2.1 Introduction – Meaning</p> <p>2.2 Types of Pricing Strategies</p>
April 2022	17	<p>Pricing of Factors of Production</p> <p>3.1 General Theory of Distribution</p> <p>3.2 Marginal Productivity of Theory of Distribution</p> <p>3.3 Rent</p> <p>a] Ricardian theory of Rent</p> <p>b] Modern Theory of Rent</p> <p>c] Quasi Rent</p>

		<p>3.4 Wages</p> <p>3.4.1 Formal and Informal (Organized and Unorganized) Sector</p> <p>3.4.2 Inequality of wages.</p> <p>3.4.3 Role of trade unions</p> <p>3.4.4 Backward Sloping Supply Curve of Labour</p> <p>3.5 Interest</p> <p>a] Classical theory of Interest</p> <p>b] Loanable Funds Theory of Interest</p> <p>c] Keynes's Liquidity Preference theory of Interest</p> <p>3.6 Profit</p> <p>a] Concept of Profit</p> <p>b] Theories of Profit</p> <p>Dynamic Theory of Profit</p> <p>Innovation Theory of Profit</p> <p>Risk and Uncertainty Theory of Profit</p>
May 2022	17	<p>Welfare Economics</p> <p>4.1 Concept of Welfare Economics</p> <p>4.2 Measurement of Welfare</p> <p>4.3 Concept of welfare by Pareto and Edgeworth</p> <p>Market Failure and Government Intervention</p> <p>5.1 Meaning and need of Government Intervention</p> <p>5.2 Methods of Intervention</p> <p>5.3 Role of regulatory institutions</p>
TOTAL	54	

Deccan Education Society's

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 08. 10. 2021 to 05. 02. 2022}

Name of the Teacher – Ass. Prof. Mohini Ravindra Kumbhare

Subject – Foundation Course in Commerce Class -FY Bcom Div. A

Name of the Department : Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
Octo., 2021	17	Unit 1 : Introduction & Overview of Forms of Organization: Introduction to Organization, Structure and Principal of Organization, Commercial and Non- Commercial Organisation , (Sole Proprietorship, LLP, JSC , Co-operative Society , Partnership Firm) Unit 2:Business Practices : Meaning, Definition, Importance of Business Arrangements,
Nov., 2021	16	Business Arrangements Outsourcing, Mergers, Acquisitions , Turnkey , Franchise , Joint Venture , MNC
Dec 2021	06	Unit 3 : Overview of Managemet : Meaning, Process , Levels Significance Of Management, Management as Profession, Art & Science.
Jan 2022	15	Unit 4 : Theories Of Management : FW Talyor Continuation Of FW Talyor's part Henry Fayol Unit 5 : Concepts of Commerce
Feb 2022		
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 25. 02. 2022 to 31.05. 2022 }

Name of the Teacher – Asst. Prof. Mohini Ravindra Kumbhare

Subject - Foundation Course in Commerce Class FY Bcom Div. A

Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
Feb., 2022	17	Unit 1 :Business Ethics : Meaning , importance , nature , Types of Business Ethics Ethical Issues in (any 1 Finance , HR ,Production) Unit 2 : CSR : Concept , meaning , nature , importance , Recent Policies in CSR
March., 2022	16	Unit 3 : Trade and Industrial Association Meaning , importance of trade and industrial Association Role and Functions of MCCIA , DICCI, CII, FICCI
April., 2022	20	Unit 4 : Concept of Entrepreneur and Entrepreneurship Meaning, Definition, evolution , types , Importance of Entrepreneur and Entrepreneurship , Qualities of Entrepreneur
May, 2022	13	Unit 5 : Basic Concepts in Business & Commerce
TOTAL	66	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{ From 08.10.2021 to 05.02.2022 }

Name of the Teacher –Dr. Asama S. Bagwan

Subject –Marketing and salesmanship-I Class : F.Y.B.Com. Div. C, D, And E

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Oct. 2021	16	Unit 1 : Basics of Marketing-Market- Definitions, Concepts of Market (Place, Area, Demand), Marketing- Introduction, Definitions, Evolution, Scope. Approaches to the study of marketing (Marketing Orientations) -Production, Sales, Customer-orientation, Social Orientation Functions of marketing – Basic functions (functions of exchanges), Functions of Physical Supply and subsidiary (Facilitating) functions. Significance of marketing, Limitations of Marketing Unit 2 : Marketing Environment: Introduction- Definition, Nature, Marketing Environmental Factors- Internal and External.
Nov. 2021	08	Marketing Research- Concept and Process Marketing Information System-Concept and Components Unit 3 : Marketing Organisations Meaning, Definitions, ii) Forms of Marketing Organisations- Functional, Product-Oriented, Geographic (Territory) Oriented, Complex Organisation
Dec 2021	12	Unit 4 : Market Segmentation Introduction, Importance, Bases for Market Segmentation- Geographic, Demographic, Psychographic, Behaviouristic, Hybrid Target Marketing Market Positioning
Jan. 2022	16	Unit 5 : Consumer Behaviour Meaning, Definitions, Importance. Determinants of Consumer Behaviour-Cultural, Personal, Social, Psychological, Buying Decision Process Organisational Buying Behaviour- Meaning, Characteristics Internal evaluation
Feb. 2022		Exams

April, 2022		Evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 25.02.2021 to 31.05.2022 }

Name of the Teacher –Dr. Asama S. Bagwan

Subject –Marketing and salesmanship-II Class : F.Y.B.Com. Div. C, D, And E

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2021	16	Product mix--meaning of the concept, levels of product, new product development-concept, process, PLC-concept, phases and strategies, Pricing—meaning, definitions, importance, types, factors influencing pricing.....
Dec., 2021	16	.....pricing methods, Place decisions-introduction, definitions, characteristics and role of channel members, channel options. Promotion decisions: Meaning and definitions.....
Jan., 2022	12	.....Importance of IMC, elements-advertisements, sales promotion, public relations, direct selling, publicity, personal selling Internal evaluation
Feb., 2022	10	Recent trends in marketing-concept and characteristics-green marketing, global marketing, services marketing, rural marketing, social marketing, digital marketing, relationship marketing, internal marketing Internal evaluation
March, 2022		Exams
April, 2022		Evaluation
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 08/10/2021 to 05/02/2022}

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject - Organisational Skill Development Sem I

Subject Code: 1105(B)

Class - F.Y. B.Com Div- E

Name of the Department – Department Of Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Oct, 2021	12	Office Organisation- Definition , Importance of office organization . Principles,Steps Types of organisations Concept and functions of office administrator
Nov., 2021	16	Office Manager and Organistional Skills- Office Manager –Roles ,duties and responsibilities Qualifications and qualities and skills of an office manager Time Management –Definition, need ,principles,Advantages and disadvantages, Time management techniques Goal setting- Concept of goal setting,Importance of goals, SMART(Specific, Measurable, Achievable,realistic ,time-bound) Dos' and Donts' about goals
Dec., 2021	06	Public Relations-Definition, Nature, scope of PR with customers,Investors, employees , government offices and others. Objectives ,importance and functions.
Jan., 2022	16	Role of Public relations officer in modern offices. Modern methods of Public relations Office Automation-Meaning, scope ,feasibility and advantages Different types of modern appliances and machines used in offices Computerisation of office activities
Feb., 2022	04	Accounting Packages-Payroll accounting, inventory statements, Vouchers, Invoices , salary

		Maintenance of records and accounting books,preparation of financial report,leave accounting,Attendance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 23-08-2021 to 31-12-2021}

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Business Administration Class SY Div.- D

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
August, 2021	14	Introduction to Business Administration Business-Definition, Characteristics, Scope & Objectives of Business- Economic & Social Perspectives.
Sept, 2021	12	Commerce-Meaning, Concept, Trade & Aids to trade-Meaning & Definition of the Terms-Administration, Management and Organisation, Functions of Administration Overview of Commercial and Non-Commercial Organisation Sole Proprietorship, Partnership Firm, Limited Liability Partnership, Joint Stock Company, Non-Profit Joint Stock Company under Section 25 of the Companies Act, NGO, One Person Company, MNC, MSME Factors Determining the Suitability of the Form of Organisation
October 2021	10	Business Environment Meaning, Constituents of Business Environment-Economic, Social, Legal, Cultural, Educational, Political, Technological, Natural and international.
Nov., 2021	10	Impact of New Policies on Business Administration Business Promotion Business unit- Promotion, Concept, Stages in business promotion,
Dec., 2021	8	Factors affecting location & size, Recent trends in location, Size of business unit
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2021-22
{From 24-01-2022 to 10-05-2022}

Name of the Teacher –Mr. Vijay Arvind Salunke

Subject -Business Administration Class SY B. Com Div. D

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2017	12	Legal Aspects (Recent Trends) Compliance of legal requirements in promoting business unit, Licensing, Registration, Filing returns and other documents
Feb., 2017	12	Productivity Meaning, Importance & measurements of productivity, Factors affecting productivity, Role of National Productivity Council-Product Quality Control
March., 2018	10	Industrial Sickness Meaning, Definitions, Symptoms, Causes & Consequences of Industrial Sickness.
Apr., 2018	10	Role of Government in Prevention of industrial sickness. Role of BIFR (Case Study on Industrial Sickness)
May, 2018	5	Business Alliances Mergers & Acquisition, Franchising, Outsourcing-concept and characteristics
May, 2018	5	Public Private Partnership, Business Engineering
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-2021
 {From 23. 08. 2021 to 30. 12. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Business Communication_ Class __SYBCOM_____ Div. __E__

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
August 2021	6	Business Communication Meaning, Definition, Importance of Business Communication Features, Elements, Process
Sept 2021	16	Principles of Communication, Types of Communication Barriers to Communication Methods of Communication Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Oct 2021	10	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Nov 2021	12	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website
Dec 2021	12	Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc. Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 24.1.2022 to 10.05.2022 }

Name of the Teacher – ___Rajeshree Gokhale

Subject -Business Communication_____ Class _____SY BCOM_____Div. ___E_

Name of the Department _Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	6	Technical Skills for Employability Job Letters
Feb 2022	14	CV GD Interview Skills Manners and Etiquette Presentation Skills Oral Presentations
Mar 2022	16	PowerPoint Presentations Virtual Presentations Cross Cultural Communication Intercultural Communication
April 2022	14	Diversity at Workplace – Meaning and Importance Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance,
May, 2022	4	Freudian Psychoanalytic Theory of Personality Revision
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
 {From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher - Neetika Sharma

Subject Business Communication Class S.Y.B.Com. Div. C, D, E

Name of the Department Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Aug, 2021	01	Business Communication Meaning, Definition
Sept., 2021	16	Business Communication Importance of Business Communication Features, Elements, Process Principles of Communication, Types of Communication Barriers to Communication Methods of Communication
Oct., 2021	16	Reading skills Importance of Reading skills Reading of Business Journals, Websites of Companies, Business Blogs
Nov., 2021	06	Listening Skills Importance of Listening Skills Process of Listening Listening Barriers Effective Listening
Dec., 2021	15	Writing Skills Business Letters- Structure, Physical Appearance, Format Business Reports Business Blogs and Website Business Letters and Emails Enquiry, Quotation, Sales, Complaint, Credit worthiness etc.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24. 01. 2022 to 10.05. 2022}

Name of the Teacher – Neetika Sharma

Subject -Business Communication Class S.Y.B. Com Div. C, D, E

Name of the Department - Business Practices

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022	1	Technical Skills for Employability
Feb., 2022	11	Technical Skills for Employability Job Letters CV GD Interview Skills Manners and Etiquette
March, 2022	16	Presentation Skills Oral Presentations PowerPoint Presentations Virtual Presentations
Apr., 2022	16	Cross Cultural Communication Intercultural Communication Diversity at Workplace – Meaning and Importance
May, 2022	10	Life Skills and Personality Development Negotiation skills Networking Skills Team Building and Leadership skills Personality Development – Meaning, Importance, Freudian Psychoanalytic Theory of Personality
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-21
{From 23. 08. 2021 to 31. 12. 2021 }

Name of the Teacher – Ass.Prof. Ankita Kirte

Subject – Business Entrepreneurship Paper I Class SY BCom Div. E

Name of the Department: Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021	7	Unit 1: Entrepreneur and Entrepreneurship Definition , Meaning functions of Entrepreneur Need and Importance Of Entrepreneurship
Sept., 2021	14	Role of Entrepreneur as Job Creator and Wealth Creator Social , Women , Rural , Green Entrepreneurship, Intrapreneurship Unit 2: Entrepreneurial Motivation Entrepreneurial Motives, David C. McClland's Theory Of Need Of Achievement , Kakinada Experiment
Octo., 2021	15	Maslow's Need Hierarchy Theory (from Entrepreneurial Point of View) , Schumpeter Theory of Innovation Unit 3: Creativity and Innovation Meaning of Creativity and Process of Creativity Techniques and Tools Of Creativity Innovation and Invention Meaning ,
Nov., 2021	4	Sources of innovation Do's and Dont's Of Innovation , Disruptive innovation, Legal Protection Of innovation
Dec 2021	14	Unit 4: Collective Entrepreneurship Meaning and significance , Advantages and Disadvantages of

		collective Entrepreneurship, Self – Help Group- meaning , definition ,nature , scope , Administrative Functions and Operations of Self Help Group Do’s and Dont’s of Self –Help Group Difference Between Collective Entrepreneurship and Individual Entrepreneurship
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2022-22
{ From 01.01.2022 to 30.04.2022 }

Name of the Teacher – Ass. Prof. Ankita Kirte

Subject – Business Entrepreneurship

Class : SY Bcom Div. E

Name of the Department: Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
Nov., 2021		
Dec., 2021		
Jan., 2022	6	Unit 1: Entrepreneur and Primary and Secondary Sector Meaning and importance Features of primary and secondary sector
Feb., 2022	13	Role and Challenges of Primary and Secondary Sector Unit 2 : Entrepreneur and Service Sector Meaning , importance, features, Role, Types, Challenges of Service sector
March, 2022	19	Service Industry Management Role and challenges Unit 3: Franchise and Outsourcing Franchise- Meaning ,Definition, Types Advantages to the Franchisee and Franchisor- Fanchisee

		relationship Steps in Starting Franchisee- Cautions in franchising- Business Process Outsourcing Case Study on Franchisee and Outsourcing an opportunity to entrepreneur.
April, 2016	16	Unit 4: Introduction to Rules and Legislation Applicability of Legislation Industrial Development Act, 1951 Factories Act, 1948 The Industrial Employment (standing Orders) Act, 1946 MSME ACT Industrial Dispute Act , 1947 The Sale Of Goods Act , 1950 Environment (Protection) Act 1986
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for First Term 2021-22
{From 01. 09. 2021 to 21. 12. 2021}

Name of the Teacher - Prof. Dr. Jagdeesh Ramchandra Lanjekara

Subject – Banking & Finance Paper I (Indian Banking System) (1306F)

Class – S. Y. B. Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lecture	Topics – Sub - Topics
Sept., 2021	17	Introduction To Indian Banking System: Evolution of Banking in the World (Historical Perspective) Evolution of Banking in India Structure of Indian Banking System Difference between Scheduled and Non-scheduled banks Role of Banking System in the economic growth and development
Octo., 2021	16	Reserve Bank of India (RBI) : Evolution of the RBI Organization and Management of the RBI Functions of the RBI
Nov., 2021	06	Public Sector Banks in India Meaning and Definition of Commercial Banking, Classification of Commercial Banks, Meaning and Importance of Public Sector Banks, State Bank of India : Evolution of State Bank of India, Organization and management of S. B. I., Role of State Bank of India <u>Study of Nationalized Banks:</u> (i) Social Control over banks (ii) Objectives of nationalization of Banks (iii) Arguments for and against nationalization Progress of nationalized banks pertaining to branch expansion, deposit mobilization, credit development and priority sector lending
Dec., 2021	15	Private Sector Banks in India Meaning and Importance of Private Sector Banks, Distinction between Public Sector and Private Sector Banks in India, Regulatory Guideline for Private Sector Banks Old Private Sector Banks in India: Their progress and performance New Generation Private Sector Banks in India: Their progress and performance <u>Foreign Banks in India -</u> Meaning and Functions of Foreign Banks in India, Regulation of Foreign banks in India, Problems and prospects of Foreign Banks in India Recent Development in Foreign Banks
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Term 2021-22
{ From 15. 01. 2022 to 30.04. 2022 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Banking & Finance Paper II (Banking For Development)

Class – S. Y. B.Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
Jan. 2022	10	Regional Rural Banks and NABARD <u>Regional Rural Banks –</u> Reasons for establishment of Regional Rural Banks (RRBs), Meaning of RRBs, Objectives of RRBs, Organization and Management of RRBs, Functions of RRBs. Progress, performance, and problems of RRBs, Consolidation of RRBs, Difference between RRBs and Commercial Banks <u>National Bank for Agriculture and Rural Development –</u> Establishment and Objectives, Functions and Performance
Feb., 2022	10 + 4 for Activities	Co-operative Credit System in India Principles of cooperation, Evolution of cooperative credit system, Amendment in the Co-operative Societies Act, 1961. Meaning, objectives, organization, functions, progress and problems of Three Tier System of Co-operative Credit Land Development Bank and Branches of LDB (Two Tier System of Co-op. Credit) Urban Cooperative Banks and Urban Cooperative Credit Societies
March, 2022	16 + 4 for Activities	Banking Sector Reforms: Rationale and objectives of reforms, problems of Commercial Banks Recommendations of the Narasimham Committee (I) and (II) Management of Non-Performing Assets (NPAs) by the Banks, Debt Recovery Tribunals, SARFAESI Act, 2002, Insolvency Bankruptcy Code (IBC), 2016 Application of Basel Accord Norms as applicable to Indian Banks
April, 2022	12 + 4 for Activities	Recent Trends in Banking Sector: Recent Trends in Indian Banking Sector, Establishment of new Banks Mergers and Acquisitions in Indian Banking FDI in Indian Banking Sector, IFRS applicable to the Indian Banking Industry Mudra Loan Scheme and Loans for Start Ups Financial Literacy and Financial Inclusion in India, Jan Dhan Yojana Role of Micro Finance, Development and financing of Self -Help Groups
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 07.2021 to 30. 11. 2021 }

Name of the Teacher –Dr. Asama S. Bagwan Subject – Business Management Class :
S.Y.B.Com. Div. D and E, Sem-III, Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	16	Basics of management—meaning, definitions, characteristics, importance, levels of management, managerial skills, professional management, nature and need. Management thinkers: Chhatrapati Shivaji Maharaj as a management guru, Kuatilya's Arthshastra, Michael Porter.....
August, 2021	16	.....Peter Drucker, Vijay Govindrajan, C. K. Prahalad Planning and decision making—concept, definitions, process, limitations, types.
Sept., 2021	12	Organising and staffing—concept, defintions, types of organization structures, methods of staffing, sources of recruitment Internal Evaluation
Octo., 2021	10	Directing-Meaning, definitions, elements, significance, principles, Internal evaluation
Nov., 2021		----
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 24.01.2021 to 10.05.2022 }

Name of the Teacher –Dr. Asama S. Bagwan

Subject –Business Management Class : S.Y.B.Com. Div. D and E

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Jan. 2022	16	Motivation: Meaning, need, Maslow's need hierarchy theory, Herzberg's Two Factor Theory, McGreggor's Theory X and Theory Y, Ouchi's Theory Z, McClelland's Theory, Four drive model by Lawrence and Nohria Leadership: Meaning and importance, qualities.....
Feb. 2022	16	.....Functions of a leader, leadership styles. Leadership dimensions of Swami Vivekananda, Mahatma Gandhi, Dr. Babasaheb Ambedkar
March 2022	12	Coordination and control: Meaning and need, techniques, difficulties, Control-need, steps in the process, techniques Internal evaluation
April 2022	10	Recent trends in business management: Business ethics, CSR, Corporate governance, Green management, stress management, conflict management, time management, work-life balance, event management, use of IT in management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher – Asst. Prof. Mohini Ravindra Kumbhare

Subject – Business Management Class - SY Bcom Div. C

Name of the Department : Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
August, 2021		
Sept, 2021	17	Unit 1 : BASIC CONCEPTS OF MANAGEMENT: <ul style="list-style-type: none"> o Definition o The need of management study o Characteristics of professional management o Process of management o Level of management o Managerial skills o Challenges before management
Oct., 2021	16	Unit 2: Brief review of Management Thought Leaders: <ul style="list-style-type: none"> o Brief review of management thought with reference to o Kautilya's Arthashastra and o Shivaji Maharaj's management wisdom o Management thought leaders – o Peter Drucker, o Michael Porter, o C.K.Prahlad, o Vijay Govindrajan
Nov, 2021	06	Unit 3: PLANNING & DECISION MAKING: <u>Planning :</u> <ul style="list-style-type: none"> o Meaning o Definition o Nature o Importance o Forms o Types of planning

		<ul style="list-style-type: none"> o Steps in planning o Limitations of planning <p><u>Forecasting :</u></p> <ul style="list-style-type: none"> o Meaning o Techniques <p><u>Decision making:</u></p> <ul style="list-style-type: none"> o Meaning o Types of decisions o Steps in decision making
Dec, 2021	15	<p>Unit 4 : ORGANIZATION & STAFFING</p> <p><u>Organising :</u></p> <ul style="list-style-type: none"> o Meaning o Process of Organising o Principles of organising <p><u>Departmentalization:</u></p> <ul style="list-style-type: none"> o Process of Departmentalization o Basis of Departmentalization <p><u>Organisation structure :</u></p> <p><u>Authority and Responsibility :</u></p> <ul style="list-style-type: none"> o Delegation of Authority o Difficulties in delegation of Authority o Centralization verses Decentralization o Team Work <p><u>Staffing :</u></p> <ul style="list-style-type: none"> o Meaning o Need & Importance of Staffing <p><u>Recruitment :</u></p> <ul style="list-style-type: none"> o Sources of Recruitment o Methods of Recruitment <p>Unit 5 : DIRECTION:</p> <ul style="list-style-type: none"> o Meaning o Elements o Principles of Direction o Techniques of Direction <p>Importance of Direction</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22

{ From 24. 01. 2022 to 10.05. 2022 }

Name of the Teacher – Asst. Prof. Mohini Ravindra Kumbhare

Subject – Business Management Class SY Bcom Div. C

Name of the Department: Commerce

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022		
Feb., 2022	17	<p>Unit 1 : Motivation:</p> <ul style="list-style-type: none"> o Meaning, Importance, Process o Theories of Motivation, Maslow's Need Hierarchy Theory o Herzberg's Two factors Theory o Douglas Mc Gregor's Theory of X & Y & Ouchi Theory o Z McClelland's Theory o Four Drive Model of employee motivation by Lawrence and Nohria <p>Unit 2 : Leadership :</p> <ul style="list-style-type: none"> o Meaning o Importance o Qualities of a Leader o Functions of a Leader o Leadership Styles
March., 2022	16	<p>Unit 3 : Leadership dimensions of national leaders</p> <ul style="list-style-type: none"> o Swami Vivekanand o Mahatma Gandhi o Dr. Babasaheb Ambedkar
April., 2022	20	<p>Unit 4 : Co-ordination and Control</p> <ul style="list-style-type: none"> o Meaning and Need o Techniques of establishing Co-ordination o Difficulties in establishing co-ordination

		<ul style="list-style-type: none"> o Control – Need o Steps in the process of Control and Techniques
May, 2022	13	Unit 5 : Recent Trends in Business Management <ul style="list-style-type: none"> o Business Ethics o Corporate Social Responsibility o Corporate Governance o Green Management o Stress Management o Conflict Management o Time Management o Work – life balance o Event Management o Use of IT in Management
TOTAL	66	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 23-08-2021 to 31-12-2021 }

Name of the Teacher – Mr. Vijay Arvind Salunke

Subject – Elements of Company Law Class SY Div.- B & C

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Aug., 2021	15	Formation and E-Registration of Company with ROC Characteristics of a company, lifting of corporate veil; types of Companies including one person company, small company, associate company, dormant company, producer company, association not for the profit; illegal association:
Sept., 2021	15	Formation of company, promoters and their legal position, pre incorporation contract and provisional contract; online registration of a company. Company Promotion and Constitution Memorandum of Association and its alteration, Articles of Association and its alteration, Doctrines of constructive notice and indoor management, prospectus, Shelf prospectus, and red herring Prospectus, Misstatements in prospectus
Oct., 2021	7	Types of Shares, issues, allotment and forfeiture of share, calls on shares; issue of sweat capital: employees stock option; issue of bonus shares; transfer and transmission of share, buyback; share cert. D-Mat system. Management and Administration Classification of Director, Directors Identity of Number (DIN); appointment, removal of directors; legal positions, powers and duties; key managerial personnel, managing director;
Nov., 2021	8	manager; committees of board of directors—audit committees, nominations and remuneration committees, stakeholders relationship committee, corporate social responsibility committee. Independent Director Meaning, Role,, Directors Identity of Number (DIN) Women Director.

Dec., 2021	10	Company Meetings Meetings of shareholder and Board of directors; types of meeting, convening and conduct of meetings, requisites of valid meeting-notice, agenda, chairman, quorum, proxy, resolutions, minutes; postal ballot, meeting through video conferencing, e-voting.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the four Semester 2021-22
{ From 24-01-2022 to 10-05-2022 }

Name of the Teacher –Mr. Vijay Arvind Salunke

Subject -Elements of Company Law Class SY B. Com Div. A

Name of the Department- Commerce

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2021	12	Dividends and Audit Provisions relating to payment of dividends, provisions relating to books of account, provisions relating audit, auditors appointments, rotation of auditors, auditors report, secretarial standards and secretarial audit.
Feb, 2021	12	Securities Exchange Board of India (SEBI ACT) Introduction and concept, Role of SEBI, Listing agreements, provisions related Public issues of share
March., 2021	10	Foreign Exchange Management Act(FEMA Act) Introduction and concept, objectives, residential status as per FEMA, rules related with use of Foreign exchange, capital account and revenue account transaction.
April., 2021	10	Governance and E-Filing And Social Responsibility Introduction advantages of E-Governance, Basic understanding of MCA portal, procedure of E-Filing. CSR, Provisions, Status, CSR initiatives
May, 2021	5	Winding Up10 Lectures Concept and modes of winding up, Liquidator,
May, 2021	5	National Company law tribunal (NCLT), Appellate Tribunal (NCLAT). Special Courts
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-21
{From 23. 08. 2021 to 31. 12. 2021 }

Name of the Teacher – Ass.Prof. Ankita Kirte

Subject – Cost and Works Accounting Paper I Class SY BCom Div. C

Name of the Department: Accounting

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021	7	Unit 1: Introduction to Cost Accounting Meaning , Definition and scope of cost accounting Difference between financial accounting and cost accounting
Sept., 2021	14	Cost unit and Cost Centre, Types of Cost and Classification of Cost, Preparation of Cost Sheet, Practical Problems on Cost Sheet Estimates and Tenders Unit 2: Material Cost Material Purchase procedure and Stock Levels , Inventory Control Techniques—ABC Analysis , VED analysis
Octo., 2021	15	MRP, Just In Time , FSN analysis , Inventory Turnover Ratio , Periodic Stock Verification, Practical Problems on Pricing Issue of Material and Inventory Turnover Ratio
Nov., 2021	4	Unit 3: Labour Cost Methods of tracking time and attendance of labour (Mobile device, Paper punch card, biometric)
Dec 2021	14	Methods of Remuneration Time Rate , Straight Piece Rate, Incentive plan – Hasley and Rowan Premium Plan Practical

		Problems Unit 4 : Cost Accounting Standard CAS 1 , CAS 2 , CAS 3 , CAS
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 24. 01. 2021 to 10.05. 2022 }

Name of the Teacher – Ass. Prof. Ankita Kirte

Subject – Cost and Works Accounting Paper II

Class : SY Bcom Div. C

Name of the Department: Accounting Department

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022	6	Unit 1: Introduction Meaning , Definition , classification of overheads
Feb., 2022	13	Steps in accounting of overheads Practical problems on allocation and apportionment Unit 2 : Absorption Of Overheads Meaning, Methods , types of Absorption
March, 2022	19	Under And Over Absorption , Reporting of Overhead Cost Practical problems on allocation and apportionment of Overheads Unit 3: Activity Based Costing Meaning , Definition and Stages of activity based Costing, Purpose ,benefits of Activity Based Costing
April, 2016	16	Practical Problems on Activity Based Costing . Case Study of ABC Unit 4 : Cost Accounting Standard CAS 6 , CAS 7, CAS 8
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A, B, D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
September 2021	13	<p>Introduction: Concepts and Measurement</p> <p>1 Origin of Macro economics 2 Micro and Macro economics 3 Macroeconomics variable and concepts. - Growth - Employment/Unemployment - Inflation: Meaning, CPI & WPI - Consumption, Savings, and Investment - Foreign trade (Export and Import)</p> <p>4 Role of Macro economists – Forecasting, Analysis, Research, Data collection and development</p> <p>National Income Accounting</p> <p>2.1 Circular flow of National Income - Three sector model (including government and taxation) - Four sector model (Export and Import)</p>
October 2021	16	<p>2.2 Concept of GDP, GNP, NDP, NNP, National income and Disposable income 2.3 Real and Nominal GDP/ GNP 2.4 Measurement of National Income- Three methods (Value Added, Income and Expenditure) 2.5 Difficulties in Measurement of National Income.</p> <p>Demand and Supply of Money</p> <p>3.1 Definition and functions of money 3.2 Theory of Demand for money</p>

		<ul style="list-style-type: none"> -Keynesian and Post Keynesian theory -Tobin’s Portfolio approach
November 2021	10	<ul style="list-style-type: none"> -Baumol’s Inventory approach -Friedman’s theory 3.3 Credit creation by commercial banks and its limitations 3.4 Credit control instruments and Monetary policy 3.5 Supply of money and High-powered money 3.6 RBI’s money measure (Old and New) 3.7 Quantity theory of money (Fisher and Cambridge equation) 3.8 Introduction to LM <p>Keynesian Model of Income Determination</p> <ul style="list-style-type: none"> 4.1 Introduction to Simple Keynesian Model 4.2 Consumption and Saving Function: <ul style="list-style-type: none"> - APC and MPC, APS and MPS - Factors influencing consumption
December 2021	15	<ul style="list-style-type: none"> - Alternate theories of consumption (Life Cycle, Permanent Income and Kuznets) - Shifts in Aggregate spending and the Multiplier 4.3 Investment Demand (ID) <ul style="list-style-type: none"> - Meaning and types of investment (Capital stock) - Keynesian MEC/Rate of interest and ID 4.4 Aggregate Demand / Supply – Equilibrium 4.5 Introduction to IS 4.6 Equilibrium: ISLM <p>The Labour Market Equilibrium</p> <ul style="list-style-type: none"> 5.1 Types of unemployment 5.2 Classical view – The full employment equilibrium- Wage price flexibility and efficiency wage model 5.3 Keynesian –Rate of interest- Wage cut and unemployment 5.4 Pigou Effect – Real Balance Effect
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From 24. 01. 2022 to 10. 05. 2022}

Name of the Teacher -Vidushi Tewari

Subject – Business Economics (Macro) Class- S.Y. B.com Division- A, B, D

Name of the Department- Economics and Banking

Month	No. of Lectures	Topics – Subtopics
February 2021	13	Inflation 1.1 Definitions of Inflation 1.2 Core inflation and Headline inflation 1.3 WPI and CPI 1.4 Causes of inflation- Demand pull and Cost push inflation, Stagflation 1.5 Effects of inflation 1.6 Phillips Curve: short run and long run 1.7 Deflation: definition and effects
March 2021	15	Public Finance 2.1 Meaning Nature and Scope of Public Finance 2.2 Principle of Maximum Social advantage- Dr Dalton's Approach 2.3 Public Expenditure - Causes of Increasing Public Expenditure 2.4 Types of Taxation 2.5 Taxation – Incidence and Shifting of tax 2.6 Budget – Primary deficit, revenue deficit and fiscal deficit 2.7 Debt monetization
April 2021	17	Analysis of Business Cycle 3.1 Phases of Business Cycle 3.2 Features of Business/Trade Cycle 3.3 Theories of Business Cycle

		<ul style="list-style-type: none"> - Hawtreys theory of Business Cycle - Low/under consumption theory of Keynes - Samuelson's theory of Business Cycle - Hicks's theory of Business Cycle <p>3.4 Real Business Cycle (RBC)</p> <p>Post Keynesian/ Growth models</p> <p>4.1 Factors determining economic growth</p> <p>4.2 Harrod Domar Model</p>
May 2021	9	<p>4.3 Solow Model – Neo classical model</p> <p>4.4 Growth by building of capabilities of people (Sen) and market-oriented strategy (Bhagwati)</p> <p>Macro-Economic Policy (MEP)</p> <p>5.1 Objectives of MEP (Growth, Employment and Price Stability)</p> <p>5.2 Monetary and Fiscal policy to stabilize economy</p> <p>5.3 Monetary policy by rule (MPC)</p> <ul style="list-style-type: none"> - Inflation targeting - Aim for zero budgeting <p>5.4 Measures to encourage savings and investments</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 23.08.2021 to 31.12.2021}

Name of the Teacher – **MANALI N. CHAVAN**

Subject – **MARKETING MANAGEMENT** Class – **SYBCOM** Div. **E**

Name of the Department - **BUSINESS PRACTICES**

Month	No. of Lectures	Topics – Sub -Topics
AUGUST 2021	3	Marketing Values, Satisfaction & Retention : Business Components – Stakeholders, Processes, Resources, Organization. Customer Satisfaction. Concept of Value – Value Chain
SEPTEMBER 2021	16	Providing Value – Cost Balance, Value – Delivery System. Attracting & Retaining Customers – Attracting Customers, Relationship Marketing. & Marketing Budgets & Costs : Marketing Cost Analysis – Importance of Marketing Costs Analysis, Steps in Marketing Costs Analysis, Full Costs Versus Contribution Margin Approach. Customer Profitability Analysis – Steps in Customer Profitability Analysis. Financial Situation Analysis – Financial Ratios. Contribution Analysis. Budgeting for the Sales Force Department.
OCTOBER 2021	15	Understanding Customer Behaviour : Factors Influencing Consumer Buying Behaviour – Cultural Factors, Subculture, Social Class, Social Factors, Personal Factors, Psychological Factors. Buying Decisions – Buying Roles, Buying Behaviour, Buying Decision Process – Problem Recognition, Information Search, Evaluation of Alternatives, Purchase Decision, Post Purchase Behaviour.
NOVEMBER 2021	10	Marketing Research & Demand Forecasting : Meaning & Scope of Marketing Research. The Marketing Research Process – Research Instruments, Data Collection Techniques. The Importance of Ethical Marketing Research. Demand Forecast & Measurement. Market Classification.
DECEMBER 2021	10	The Concept of Market Demand – Market Potential, Company Demand, Company Sales Forecast, Sales Quota & Sales Budget.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for 4th Semester 2021-22
{From 24.01.2021 to 10.05.2022}

Name of the Teacher – **MANALI N. CHAVAN**

Subject – **MARKETING MANAGEMENT** Class – **SYBCOM** Div. **E**

Name of the Department - **BUSINESS PRACTICE**

Month	No. of Lectures	Topics – Sub -Topics
JANUARY 2022	6	Marketing Planning Process : Scope & Importance of Strategic Planning. Defining Strategic Market Planning – Corporate & Divisional Strategic Planning. Corporate Mission. Establishment of SBUs – Resource Allocation to SBUs. Strategic Business Planning – Business Mission. Swot Analysis.
FEBRUARY 2022	14	Marketing Process – Value Delivery Sequence, Steps in the Planning Process, Analysing The Marketing Opportunities, Developing Marketing Strategies, Planning Marketing Programs, Managing the Marketing Effort. Marketing Plan – Contents, Execute Summary, Opportunity & Issue Analysis, Marketing Strategy, Action Programs, Projected Profit & Loss Statement, Controls.
MARCH 2022	16	Marketing Strategies : Competitive Strategy – Cost Leadership Strategy, Differentiation Strategy, Focus Strategy, Generic Strategy Mix. Designing Competitive Strategies – Market Leader Strategies, Market Challenger Strategies, Market Follower Strategies, Market Nicher Strategies. Competitive Intelligence System – Setting up the System, Data Collection, Analysis & Evaluation of Data, Information Communication & Response.

APRIL 2022	14	Product Lines : Product Personality – Nature of the Product, Product Hierarchy. Product Classification – Durability & Tangibility, Usage. Product Policy. Product Mix, Product Mix Strategies, Managing Product Lines, Product Life Cycle – Introduction, Growth, Maturity, Decline.
MAY 2022	4	Product Positioning : Product Differentiation, Product Form, Design, Features, Product Quality, Durability. Service Differentiation, Personnel Differentiation, Channel Differentiation, Image Differentiation, Positioning.
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – foR Fifth Semester 2021-22
{From 23.08.2021 to 31.12.2021}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE - IV** Class – **TYBCOM** Div. **A**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
AUGUST 2021	3	Definition – Capital - Reserve Fund -
SEPTEMBER 2021	16	Cash Reserve for Non-Scheduled Banks, Liquid Assets – Licensing - Branch Licensing - Management, Profit and Loss Account and Balance Sheet – Sec. 10, 29 & 30, Powers of the Reserve Bank of India – Sec. 35 & 36, Voluntary Amalgamation – Sec. 44A, Compulsory Amalgamation – Sec. 45, Liquidation – Sec. 45, Banking Regulation Act as applicable to Co-operative Banks., Banker's Book
OCTOBER 2021	15	Definition, Characteristics and Presumptions of Negotiable Instruments, Promissory Note, Bills of Exchange – Definitions and Features, Negotiation Presentment, Notice of Dishonor, Noting and protesting, Cheque – Definitions, Meaning, Features, Types of Cheques, Crossing, Parties to Negotiable Instruments, Types of Endorsement, (Chapter 3) Collecting banker Duties & Rights
NOVEMBER 2021	10	Statutory protection to bankers, Dishonor of instruments, Return of Cheques, The payment & Settlement Systems Act
DECEMBER 2021	10	Definition of Banker and Customer, Relationship between banker & Customer, Banker's Obligation of Secrecy of Accounts, Banker's Lien, Right of Set Off Disclosure permitted by the Banker's Practices and Usage, Bankers Obligation to honour Cheques, Garnishee Order & Termination of banker customer relationship
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2020-21
{From 24.01.2021 to 10.05.2022}

Name of the Teacher – **MANALI N. CHAVAN**

Subject - **BANKING & FINANCE- VI** Class – **TYBCOM** Div. **A**

Name of the Department - **BANKING & FINANCE**

Month	No. of Lectures	Topics – Sub -Topics
JANUARY 2022	6	Principles of Secured advances & Precautions to be taken by the banker while advancing against: a. Documents of title to Goods, b. Real Estate, c. Fixed Deposit Receipt,
FEBRUARY 2022	14	Precautions to be taken by the banker while advancing against d. Bullion, e. Supply Bills, f. Life Insurance Policy, g. Shares, h. Agricultural Produce, Introduction to Principles of Lending, Bankers' Loan Policy, Modes of Creating Charge, Precautions to be taken by Bankers while creating and recording charge
MARCH 2022	16	Steps in Project Appraisal, Legal & Non Legal measures of recovery
APRIL 2022	14	Management of Balance Sheet, Prevention of Money Laundering Act
MAY 2022	4	Basel Norms II & III,
TOTAL	54	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
 {From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher – Neetika Sharma

Subject - Business Entrepreneurship-III Class - T.Y.B. Com Div.- E

Name of the Department – Business Practices Dept.

Month	No. of Lectures	Topics – Sub -Topics
Aug, 2021	01	Small Scale Industries Definitions - Meaning
Sept., 2021	16	Small Scale Industries Product Range - Capital Investment - Meaning and importance of Tiny Industries, Ancillary Industries and Cottage Industries. Role played by SSI in the development of Indian Economy. Problems faced by SSI's and the steps taken to solve the problems - Policies Governing SSI's
Oct., 2021	16	Formation of Small-Scale Industries: Business opportunity, scanning the environment for opportunities, evaluation of alternatives and selection based on personal competencies. Steps involved in the formation of a small business venture: location, clearances and permits required, formalities, licensing and registration procedure.
Nov., 2021	06	Business Plan Preparation: Meaning and importance - objectives - Selection of suitable form of organization - Precautions to be taken by an entrepreneur while preparing Business Plan. Project Appraisal - Break - even Analysis and Ratio Analysis, Debt Service Coverage Ratio - Gross Profit: Net Profit Ratio and Return on Investment (ROI), Project Audit
Dec., 2021	15	Project Assistance: Financial assistance through SFC's, SIDBI, Commercial Banks, IFCI - Non-financial assistance from DIC, SISI, KVIC - Financial incentives for SSI's and Tax Concessions - Assistance for obtaining Raw Material, Machinery, Land and Building, Venture Capital and Technical Assistance
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24. 01. 2022 to 10.05. 2022}

Name of the Teacher – Neetika Sharma

Subject – Business Entrepreneurship-V Class T.Y.B. Com Div. E

Name of the Department - Business Practices Dept

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022	1	Business Plan Implementation: Meaning
Feb., 2022	11	Business Plan Implementation: Importance - preparation of Business Plan, Financial aspects, Marketing aspects, Human Resource aspects, technical aspects, social aspects of Business Plan. Common pitfalls to be avoided in preparation of a Business Plan
March, 2022	16	Small Enterprise Management: (As Distinct from corporate sector management) Functional v/s Integrated Approach, Structured v/s Flexible Approach, Logical v/s Creative Approach Start-up phase Management: Difference of opinion with in promoting team, Avoiding failure – Problem-Solving, Creativity and Innovation, Stability Phase Management, Growth phase Management,
Apr., 2022	16	Business Crises and Sickness: Types of Business Crises, Starting crises, Cash crises, Delegation Crises, Leadership Crises, Financial Crises, Prosperity Crises, Succession Crises, Sickness: Meaning and Definition, Symptoms, Causes, Turnaround Strategies, Revival Schemes of Sickness,
May, 2022	10	Skill Development: Documents required for Registration of SSI
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for First Term 2021-22
{From 01. 09. 2021 to 21. 12. 2021}

Name of the Teacher - Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Banking & Finance Paper III (Indian Financial System) **(1505F)**

Class – T. Y. B. Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Subtopics
Sept., 2021	16	An Overview of Indian Financial System Financial Institutions – Regulatory, Intermediary and Non-Intermediaries. Financial Markets – Money and Capital Markets Financial Instruments Indicators of Financial Development Role of Financial System in Economic Development Recent Trends in Indian Financial System
Octo., 2021	17	Indian Money Market Meaning and Scope of Indian Money Market Structure and Characteristics of Money Market Functions of Indian Money Market Institutions in the Money Market Deficiencies of Indian Money Market, Reforms in Indian Money Market after 1991 Indian Capital Market Basics, Meaning, Scope, Characteristics, Functions, Participants, Classification of Capital Market
Nov., 2021	06	<u>Secondary Market</u> Objectives and Functions of Secondary Market Role, Reforms and Recent Trends in Indian Capital Market Details of Stock Exchanges in India, Study of Indices in India
Dec., 2021	15	Indian Foreign Exchange Market Meaning, Segments, Participants. Spot Market and Forward Market Basics of Exchange Rate Determination, Rate Quotations Methods of Foreign Exchange Exchange Risk Management
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Term 2021-22
{ From 15. 01. 2022 to 30.04. 2022 }

Name of the Teacher – Prof. Dr. Jagdeesh Ramchandra Lanjekar

Subject – Banking & Finance Paper V (Non-Banking Financial Institutions)

Class – T. Y. B.Com. Div. – A Name of the Department – Banking & Finance

Month	No. of Lectures	Topics – Sub -Topics
Jan. 2022	10	Non-Banking Financial Institutions (NBFIs) Meaning and Types of NBFIs Distinction between Bank and NBFIs <u>Functions of NBFIs:</u> - Lease Financing, Mutual Funds, Factoring and Forfeiting, Bills Discounting, Housing Finance, Venture Capital, Merchant Banking
Feb., 2022	10 + 4 for Activities	Development Financial Institutions (DFIs) <u>Details about DFIs and Working and Progress of:</u> - IFCI, SFCs, NSSIDC, EXIM Bank and NHB
March, 2022	16 + 4 for Activities	Investment Institutions in India <u>Organization, Working & Functions of</u> – UTI, Life Insurance Companies, Non-Life Insurance Companies, Post Office Savings & Investment Schemes, Provident Fund and Pension Fund.
April, 2022	12 + 4 for Activities	Authorities Regulating Non-Banking Institutions <u>Organization, Working & Functions of</u> – SEBI, IRDA, PFRDA, AMFI, FIMMDA, DICGC and RBI
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 20xx-xx
{From 01. 08. 20xx to 30. 11. 20xx }

Name of the Teacher –Ajinkya Ravindra Waghmare

Subject - Business Regulatory framework Class _TY.Bcom Div. A, B , C,D, E

Name of the Department : LAW

Month	No. of Lectures	Topics – Sub –Topics
July, 20xx	8	Topic-Interpretation of statute Sub topics- Definition and history of school of laws, Introduction to legal concept, rule of interpretation of laws, Introduction to Business law
August, 20xx	13	Topic- Law of contract Sub topics- Definition and concept of contract, all agreements are not contract but all contract are agreements, Kinds of Contract, offer and acceptance, essential of contract
Sept., 20xx	12	Topic- Law of contract Sub topics- Consideration, capacities of parties, consent, void agreements, breach of contract and remedies
Octo., 20xx	6	Topic- Law relating to special contract Sub topics- Law of Indemnity, guarantee, bailment, pledge and agency
Nov., 20xx	15	Topic- Sale of goods act Sub topics- Concepts and definition, sale and agreement to sale, conditions and warranties, transfer of property and right of unpaid seller
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-21
{From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher – Ass.Prof. Ankita Kirte

Subject – Cost and Works Accounting Paper IV Class TY BCom Div. A

Name of the Department: Accounting

Month	No. of Lectures	Topics – Sub -Topics
August, 2021	7	Unit 1: Marginal Costing Meaning of Marginal cost and Marginal Costing Absorption Costing vs Marginal Costing Break Even Analysis and Margin of Safety
Sept., 2021	14	Application of Marginal Costing in decision making Practical Problems Unit 2: Standard Costing Concept of Standard Cost And Standard Costing Advantages and limitations of Standard Costing Variance analysis Practical problems relating to Material and Labour Cost
Octo., 2021	15	Unit 3: Budget and Budgetary Control Meaning, Definition, Objectives of Budget and Budgetary Control Advantages and Limitations of Budgetary Control , Difference between Budgetary Control and Standard Costing Practical Problems on Preparation of Budget
Nov., 2021	4	Unit 4 : Value Analysis Meaning , Definition ,Features Merits and Demerits of Value Analysis
Dec 2021	14	Phases of Value Analysis, Value analysis and Value Engineering Unit 5: Cost Accounting Standard CAS 9, CAS 10, CAS 11, CAS 12 , CAS 13
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{ From 24. 01. 2022 to 30.04. 2022 }

Name of the Teacher – Ass. Prof. Ankita Kirte

Subject – Cost and Works Accounting Paper V Cost Audit

Class : TY Bcom Div. A

Name of the Department: Accounting Department

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022	6	Unit 1 : Introduction Meaning, Definition, scope and objectives of cost audit Advantages of cost Audit
Feb., 2022	13	Concepts of Cost Audit- Efficiency , System, Social and Proprietary Audit Unit 2: Cost Auditor Qualification ,Disqualification, Removal and remuneration of cost auditor, Relationship with Financial Auditor
March, 2022	19	Status, Rights ,Duties, Responsibilities and Liabilities of Cost auditor under Companies act 2013 and other amended status. Unit 3 : Cost Audit Planning and Execution List of records in preparation of cost audit programme Verification of Cost Records, Audit Notes and Working Papers Evaluation of Internal Control system Cost Audit in ERP environment.
April, 2022	16	Unit 4 : Cost Audit Report Detail contents of Cost Audit Report Distinction between “Notes” and “Qualification” to the report Cost Auditor Observation and Conclusion Cost Accounting Records Rules of the Company Act,2013

		<p>Study of Cost Audit Report Rules</p> <p>Unit 5: Numerical Problems On Cost Audit</p> <p>Calculation Of Prices to be quoted</p> <p>Valuation of Closing Stock of Raw Material , W.I.P , Finished Goods</p> <p>Calculation of different Ratios</p>
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 23. 08. 2021 to 31. 12. 2021}

Name of the Teacher – Asst. Prof. Mohini Ravindra Kumbhare

Subject – Marketing Management IV Class - TY Bcom Div. E

Name of the Department: Commerce Department

Month	No. of Lectures	Topics – Sub -Topics
August, 2021		
Sept., 2021	17	Unit 1: Advertising, Sales Promotion & Public Relations Benefits of advertising, Developing an advertising program, Advertising agencies, Sales promotion-Purpose, Consumer sales promotion methods, PR– major decisions in PR, Tools of PR, Dealing with unfavorable PR
Oct., 2021	16	Unit 2: Developing & Managing Marketing Department & Organization Trends in business environment, Evolution of marketing department, The designing of marketing organizations, Linkages with other departments, Strategies for organization wide marketing orientation, Evaluation & control
Nov., 2021	06	Unit 3: Global Marketing Strategies Significance of global marketing, Selecting a potential market, The impact of environmental forces on global marketing, Methods of entering a new market, Types of marketing organization, Developing global marketing strategies, Marketing strategies of MNC's in India
Dec., 2021	15	Unit 4: Direct & Online Marketing The growth & benefits of Direct Marketing, Forms of Direct Marketing, Direct Marketing in India, The growth of Online Marketing, Advantages & disadvantages of Online Marketing, Developing Online Marketing Strategies, Opportunities & Challenges in Online Marketing, Forms of Online Advertising
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22

{ From 24. 01. 2022 to 10.05. 2022 }

Name of the Teacher – Asst. Prof. Mohini Ravindra Kumbhare

Subject – Marketing Management IV Class FY Bcom Div. E

Name of the Department : Commerce

Month	No. of Lectures	Topics – Sub -Topics
Jan., 2022	17	<p>Unit 1 : Globalisation: Thoughts and Process :</p> <ul style="list-style-type: none"> o Introduction and objective o For & Against Globalization o Determinants of Global Trade o Global Trade Dynamics o Global Trade and Economy Flows During 2002-2003 o International Competition o Outgrowth of New Markets o Defining the Concept of Global Trade o Drivers of Globalisation o Organizing Global Marketing o Global Local Marketing o Objectives of Global Marketing
Feb., 2022	16	<p>Unit 2 : International Sales Management :</p> <ul style="list-style-type: none"> o Introduction and objective o Consultative, Technical, Commercial, and Direct sales o Organizing the Sales Force o Retailing o Departmental store, Exclusive retail store, Supermarkets, Convenience stores, Discount stores, Catalogue showroom o Non store retailing o Decision making in Retailing o Tools of retailing o Distribution o Information on sales o Selling and buying process

Mar., 2022	20	Unit 3 : International Trade and India <ul style="list-style-type: none"> o Introduction and objectives o Indian Economy in Post Liberalisation Period o Sectoral Trade and Growth o Indian Export Performance o Trade Barriers Affecting Foreign Trade in India o Regional Trade Corporation o Trade related Economy o Corporate Strategies for Indian Markets o Customer & Product Mix Strategies under Competition o Foreign Investment Regulations
Apr., 2022	13	Unit 4 : Modes of Entry into International Markets <ul style="list-style-type: none"> o Introduction and objectives o Low Intensity Mode of Entry o Piggybacking o Go-to-Market Strategy o Motivation to Export o Exporting, Contractual Agreement, Licensing, Franchising, Joint Ventures o Strategic Alliances o Wholly-owned Subsidiaries o Developing an Entry Plan o Control Management o Exit Policy o Market Uncertainties & Entry Decisions o Becoming a Business Leader
TOTAL	66	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2021-22)
{From 03. 10. 2021 to 31. 01. 2022}

Name of the Teacher – ___ Prof. Dr. J. R. Lanjekar

Subject – Business Finance (5401)

Compulsory Paper

Class – M. Com. Part II – Semester III

Div. A & B

Name of the Dept. – Banking & Finance

Month	No. of Lectures	Topic – Sub-Topics
October, 2021	14	Introduction To Business Finance <u>Business Finance</u> : Meaning, objectives, scope and importance <u>Time Value of Money</u> : Need, Importance, Present value calculation through Discounted Cash Flow Technique (with exercise) , Future value
November, 2021	08	Strategic Financial Planning: Meaning - Objectives, Various Components of Financial Requirements Estimating Financial Requirements (Short Term and Long Term) Stages in Financial Planning and their Limitations Capitalization – Over Capitalization, Under Capitalization
December, 2021	16	<u>Sources of finance-</u> Long Term Finance – All Types of Corporate Securities Short Term Finance –Need, Advantages & Disadvantages Corporate Securities Ownership Securities And Creditorship Securities The Innovative Capital Market Instruments Corporate Securities: Amendments in Companies Act in 2013, 2015 & 2017
January, 2022	16	The Dividend Policy Background of Dividend Policy Regulatory aspects of Dividend Policy; Formulation of Dividend Policy Dividend Rate and Dividend Yield, Payout Ratio and Retention Ratio Determinants of Dividend Policy , Relevance of Tax Considerations <u>Other Issues</u> Buy Back of Shares, Bonus Dividend, Right Issue, Stock Split Reverse Split and its Impact on Valuation of Shares
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2021-22)
{From 03. 10. 2021 to 31. 01. 2022}

Name of the Teacher – ___ Prof. Dr. J. R. Lanjekar

Subject – Business Finance (5401)

Compulsory Paper

Class – M. Com. Part II – Semester III

Div. A & B

Name of the Dept. – Banking & Finance

Month	No. of Lectures	Topic – Sub-Topics
October, 2021	14	Introduction To Business Finance <u>Business Finance</u> : Meaning, objectives, scope and importance <u>Time Value of Money</u> : Need, Importance, Present value calculation through Discounted Cash Flow Technique (with exercise) , Future value
November, 2021	08	Strategic Financial Planning: Meaning - Objectives, Various Components of Financial Requirements Estimating Financial Requirements (Short Term and Long Term) Stages in Financial Planning and their Limitations Capitalization – Over Capitalization, Under Capitalization
December, 2021	16	<u>Sources of finance-</u> Long Term Finance – All Types of Corporate Securities Short Term Finance –Need, Advantages & Disadvantages Corporate Securities Ownership Securities And Creditorship Securities The Innovative Capital Market Instruments Corporate Securities: Amendments in Companies Act in 2013, 2015 & 2017
January, 2022	16	The Dividend Policy Background of Dividend Policy Regulatory aspects of Dividend Policy; Formulation of Dividend Policy Dividend Rate and Dividend Yield, Payout Ratio and Retention Ratio Determinants of Dividend Policy , Relevance of Tax Considerations <u>Other Issues</u> Buy Back of Shares, Bonus Dividend, Right Issue, Stock Split Reverse Split and its Impact on Valuation of Shares
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Term (2021-22)
{For the Second Term 15th January 2021 to 30th April 2022}
Name of the Teacher –Prof. Dr. Jagdeesh R. Lanjekar
Subject - Capital **Market and Financial Services** (Compulsory Paper)
Subject Title -: **Capital Market and Financial Services.** (Course Code -: 5401)
Class - M. Com. Part II Semester - IV Div.- A & B
Department – Department of Banking & Finance

Month	No. of Lectures	Topic – Sub-Topics
Jan. 2022	10	Indian Capital Market <u>Capital Market</u> - Meaning, Definitions, Features, Functions, Structure, Participants in Capital Market, Companies Act, 2013 – Important provisions, Reforms and Recent Trends in Capital Market in India <u>Securities and Exchange Board of India (SEBI)</u> - Background, Establishment, Organization, Functions and Powers, Measures taken by SEBI for Investors' Protection, SEBI Guideline
Feb., 2022	10 + 4 for Activities	Securities Market <u>Stock Exchange</u> – Organization, Membership and Governing Body of Bombay Stock Exchange and National Stock Exchange <u>Classification of Capital Market</u> <i>Primary market</i> - Functions of primary market - issue mechanism, participants <i>Secondary market</i> - Objectives, functions of secondary markets, stock broking, e-broking, Depository System, Dematerialization of Securities, Procedure of Share Trading and Share Investment, Functions and benefits Stock Market Trading
March, 2022	16 + 4 for Activities	Derivatives Market Derivatives, Meaning, Definition and Features of Derivatives, Types of Derivatives - Forward Contract, Future Contract, Option Contract, Swap and Swap-Options, Derivatives Trading
April, 2022	12 + 4 for Activities	Institutional Financial Services Merchant banking-Meaning-functions and services rendered. Portfolio management-Meaning and services. Mutual funds -: Meaning, functions-Types-Open and closed ended funds-income funds balanced fund, growth fund-index fund. Credit Rating - Meaning and need, various credit rating agencies. FDI and FII in India. Recent Trends in Financial Services Sector in India
	TOTAL	48 + 12 for Activities

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-2022
{ From 01. 10. 2021 to 25. 02. 2022 }

Name of the Teacher -Rajeshree Gokhale

Subject BA Special_ Class __MCOM Div.__A, B

Name of the Department _Business Administration Financial Mgt

Month	No. of Lectures	Topics – Sub -Topics
Oct 2021	18	Introduction to Financial Managemnt
Nov, 2021	6	Investment Decisions
Dec 2021	10	Financial statements and Financial analysis
Jan., 2022	18	Management of working capital
Feb., 2022	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-2022
{From 01. 03. 2022 to 30. 06. 2022}

Name of the Teacher -Rajeshree Gokhale

Subject BA Special_ Class __MCOM Div.__A, B

Name of the Department _Business Administration knowledge management

Month	No. of Lectures	Topics – Sub -Topics
Mar 2022	18	Introduction to Knowledge management
Apri 2022	6	Organizational learning
May 2022	10	Knowledge management and change management
June 2022	18	Knowledge Management Culture
Mar 2022	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021-2021
{From 01. 01. 2021 to 30. 05. 2021}

Name of the Teacher -Rajeshree Gokhale

Subject Knowledge management_ Class __MCOM Div. __A, B

Name of the Department _Business Administration knowledge management

Month	No. of Lectures	Topics – Sub -Topics
Jan 2021	18	Introduction to Knowledge management
Feb 2021	6	Organizational learning
March 2021	10	Knowledge management and change management
April 2021	18	Knowledge Management Culture
May 2021	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-2022
{From 01. 10. 2021 to 25. 02. 2022}

Name of the Teacher -Rajeshree Gokhale

Subject BA Special_ Class __MCOM Div.__A, B

Name of the Department _Business Administration

Month	No. of Lectures	Topics – Sub -Topics
Oct 2021	18	Introduction to Production and Operations Management
Nov, 2021	6	Product Design and Development
Dec 2021	10	Production Planning and Control
Jan., 2022	18	Quality Management and Productivity
Feb., 2022	2	Revision
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 08. 2021 to 30. 11. 2022 }

Name of the Teacher – Rajesh Pandurang Kuchekar

Subject – Strategic Management Class M.Com Div. A & B

Name of the Department- Department of Administration

Month	No. of Lectures	Topics – Sub -Topics
July, 2020	12	Nature and Scope of Strategic Management Characteristics, Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management, Strategy Formulation and Strategic Analysis: Vision, Mission, Objectives, Goals, Industry analysis (Michel Porter's Model), Resource Audit, SWOC Analysis, Stakeholders Expectations.
August, 2020	12	Strategic Planning: Conceptual Understanding of Strategic Plan, - Meaning, Stages Steps, Alternatives, Advantages and Disadvantages of Strategic Planning, How to make it effective?.
Sept., 2020	12	Implementation Strategic actions Implementation Issues, Planning and Allocating Resources, – Financing Planning, Manpower Planning, Organizational Structures, - Degree of Flexibility and Autonomy. Corporate governance and Ethics, Structure and control with Organisations, Leadership Implication for Strategy. Principles of Strategic Leadership.
Octo., 2020	12	Global Strategy Introduction , Identifying International Opportunities, International strategy, International Business level strategy, International corporate level Strategy. Functional Strategy: Marketing Strategy ii. Production Strategy iii. Research and

		Development (R&D) Strategy iv. Human Resource (HR) Strategy v. Financial Strategy vi. Logistics Strategy
Nov., 2020	06	Strategic Review: Introduction, Evaluating the Strategic Performance – Criteria and Problems –Introduction to the Concepts of Corporate Restructuring, Business Process Reengineering, Benchmarking, TQM, Six Sigma, Supported by seminar on Current Trends in Strategic Management.
TOTAL	54	