

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Surekha Gaikwad

Subject – Principles of Management Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
August 2017	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance & Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2017	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance, nature, techniques, Co-ordination- Concept, Importance
Oct 2017	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management

		Total Quality management International management Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

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LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
August 2017	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2017	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2017	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network,

		<p>Types of Cables in wired network,</p> <p>Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet</p> <p>Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)</p>
TOTAL	60	

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LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
August 2017	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2017	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>

Oct 2017	15	Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
August 2017	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2017	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2017	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
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LECTURE PLAN – for the Second First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
August 2017	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2017	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2017	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications

TOTAL	60	
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LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Aditi Samir

Subject – Business Demography Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	20	Introduction to Demography, Meaning of Demography, Definition of Demography, Nature of Demography, Scope of Demography, Importance of Demography, Present population situation and past and future trends in the world Components of Demography Concepts of Fertility, Birth Rates Calculation and Factors Affecting Fertility, Concepts of Mortality, Death Rates Calculations and Factors Affection Mortality, Migration Concept Definitions Classification, Pull and Push Factors, Demographic Transition Theory, Concept Of Growth Rates Calculations
August 2017	10	Population distribution and density, Definitions of Population Density and Distribution, Indian Population Density: Spatial Distribution, Factors Affecting Population Distribution and Density, Concepts of Over Under and Optimum Population, Population Related Problems Faced By Over Populated, Under Populated And Advanced Countries
Sept 2017	8	Composition and characteristics of population (concepts and statistics) Sex Ratio, Literacy Rates, Age Sex Pyramids, Work Participation Rate, Human Development Index, Languages And Dialects

Oct 2017	7	Settlement Studies, Rural and Urban Settlements (Concepts in Different Countries), Factors Responsible for Urbanization, Urban Morphology: Central Business Districts, Rural Urban Fringe, Problems Faced by Urban Sprawls, Solutions To The Urban Problems
TOTAL	45	

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- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2018	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2018	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2018	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
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LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	Nature and evolution of business Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
Jan 2018	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
Feb 2018	15	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
March 2018	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce,

		Online Trading, patents, trademarks and Copy rights, Challenges before Indian business sector
TOTAL	45	

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LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Jan 2018	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Feb 2018	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
March 2018	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.

TOTAL	45	
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LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Jan 2018	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2018	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2018	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

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LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2017	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2018	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2018	12	Long term fin planning & Leverages
March 2018	6	Recent trends in Finance
TOTAL	45	

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LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher- Aditi Samir

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2018	15	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2018	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2018	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
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TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Shilpi Lokre

Subject – Personality Development (301) Class - SYBBA (Sem 3) Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	<p>Meaning and Definition of Personality, Factors affecting Personality Development: Biological, Home Environment and Parents, School Environment and Teachers, Peer Group, Sibling Relationships and Mass Media, Cultural Factors, Spiritual Factors, Public Relations.</p> <p>Meaning and Definition: Personality Traits, Developing Positive Personality Traits: Attitude: Factors that determine Attitude, Benefits of Positive Attitude and Consequences of negative attitude, steps to build positive attitude.</p>
August 2017	13	<p>Personality habits: Meaning and concept of habits, Developing effective Habits: Behavior and Character. Being Proactive/Creative and Innovative Beginning with the end in mind Putting first things first with determination, discipline, clarity and concentration. Thinking Big and Winning Through: Action, Active, Facing Challenges, striving for success. Apologizing, Appreciating, Accepting feedback. Aiming high, enthusiasm, team building, setting goals, zeal and passion building. (Practical Examples of the above)</p> <p>Pillars of personality development: Introspection: Meaning and importance, Views about Introspection, Self-Introspection Skills. Self-Assessment: Meaning, importance, types and self-assessment for students. Self-Appraisal: Meaning, importance, tips for self-appraisal. Self-Development: Meaning, process of self-development, Self-Development Techniques, Use of self-development, Individual Development Plan.</p>
Sept	12	<p>Self-Introduction: Meaning, tips for effective self-introduction, Self-Acceptance, Awareness, Self-Knowledge, belief, confidence, criticism and self-examination. Defining Success: Real or Imaginative, obstacles to success, factors and qualities that make person</p>

2017		<p>successful. Concept of Failure: Reasons for failure. Personal SWOT analysis & STAR analysis. (One or two case lets on the above topic)</p> <p>Self Esteem: Self-Concept: Meaning, definition and development Self Esteem: concept, significance of Self-esteem, types (positive, negative), characteristics of people of high and low Self-esteem, steps for enhancing positive Self-esteem. Sigmund Freud ID</p>
Oct 2017	13	<p>EGO and SUPER EGO Concepts. Ego Management, What ego mismanagement can do? Managing Egoistic insults (One or two case lets on the above topic)</p> <p>Personality Formation Structure: Mind mapping. Competency mapping. Developing interpersonal and group skills. Building positive relationships. Strategies of gaining power and influence. Enhancing personality through effective communication. Intentional Communication. Intentional Listening. Effective Speech: Writing and delivering and successful negotiation. Understanding body language, projecting positive body language. Manners and etiquettes. Proper dressing for varied occasions. (One or two case lets on the above topic)</p>
TOTAL	48	

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TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Shalaka Deshpande

Subject – Business Ethics (302)

Class - SYBBA (Sem 3)

Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction to Ethics: Meaning and Nature of Ethics, Moral and Ethics. Importance of Ethics, Types of Ethics, Causes of Unethical behavior. Area of Business Ethics: Meaning, Nature and Importance of Business Ethics.
August 2017	12	Types of Business Ethics. Factors influencing business ethics. Corporate Ethics – ethical behavior & audit of ethical behavior. Individual ethics, Professional Ethics. Gandhian Philosophy of ethical behavior. Social Audit. Business Ethics in Global Economy: Concept of Globalization. Global Business Network. Relationship among Business, Business Ethics and Business Development.
Sept 2017	13	Developing Business ethics in Global Economy. Marketing ethics in foreign trade. Role of Business Ethics in a developing civilized society. Concept of Corporate Social Responsibility. Relationship between C.S.R. and Business Ethics. Justice & Economic system ethics relating to environment protection.
Oct 2017	13	Business Ethics and Environment Protection. Business Ethics and Consumer Protection. Business Ethics and Social Justice. Arguments for and against Corporate Social Responsibility. 10 Unit 5. Functional Ethics: Meaning of Functional Ethics. Types of Ethics according to Functions of Business, (Marketing, HRM, Purchase, Selling & Distribution). Patents, Copyrights, Intellectual Property Rights, Trade Marks and Business Ethics. Ethical Challenges for managers in the 21st Century
TOTAL	48	

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TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Parija Bhise

Subject –: Human Resource Management and Organizational Behavior (303)

Class - SYBBA (Sem 3)

Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	<p>Introduction to Human Resource Management: Definition and concept of human resource / personnel management. History of Human Resource Management. Importance of human resource management. Functions of human resource management. Organization of HRM- Personnel department in Line organization. Personnel department in Functional Organization. Personnel department in Line and staff Organization. Role of personnel manager: Administrative Role, Operational Role, Strategic Role. Challenges before human resource management.</p> <p>Human Resources Planning: Definition and objectives of Human Resource planning. Process of Human Resource planning.</p>
August 2017	12	<p>Factors influencing estimation of Human Resources. Concept of Recruitment-Recruitment policy-Sources of Recruitment- Methods of Recruitment, Traditional Vs Modern Recruiting methods. Concept of Selection, importance of selection and procedure, Standards for Selection Test. Distinguish between Recruitment and Selection. Case study on Human Resource Planning.</p> <p>Training and Development: Meaning and Definition, Needs-Objectives-Importance of Training, Training Methods, Evaluation of Training Programme, Methods of Evaluation.</p>
Sept 2017	13	<p>Concept of Management: Development Management Development Process and methods, Evaluation of Management Development Programme. Distinguish between training and Development. Case Study on Training Development.</p>

		Performance Appraisal & Wage and Salary Administration: Part A: Performance Appraisal , Concept and objectives of performance Appraisal, Process of Performance Appraisal, Performance Appraisal Methods,360 degree Feedback System, Factors effecting for a sound Performance Appraisal policy, Problems with Performance Appraisal, Challenges in Performance Management, Case study on Performance Appraisal.
Oct 2017	13	Part B: Wage and Salary Administration, Methods of Wage Payments. Employee Remuneration Factors, Determining the level of remuneration, Profit sharing-Fringe Benefits and Employee services, Wages & Salary Administration, Case study on Wage and Salary Administration. Introduction to Organizational Behaviour: Meaning- Definition- Scope- Disciplines Contributing to Organizational Behaviour. • Emerging aspects of Organization Behaviour. • Challenges and Opportunities for Organization Behaviour. • Organization Behaviour across cultures. • Models and Approaches of Organizational Behaviour. • Organization Changes and Development. • Nature of Change – Levels of Change, Types of Change, and Resistance to Change. • Cases of Organizational Behaviour
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Mrugakshi Rajhans

Subject – Management Accounting (304) Class - SYBBA (Sem 3) Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction: Management Accounting – Definition, Objectives, Scope, Functions, Advantages, Limitations, Distinction between, Financial Accounting and Management Accounting, Distinction between Cost Accounting and Management Accounting. Strategic Management Accounting.
August 2017	13	Analysis and Interpretation of Financial Statement: Methods of Analysis, Comparative Statements, Common Size Statement, Trend Percentage or Trend Ratio (Horizontal Analysis), Ratios, Fund Flow Statement Ratio Analysis: Meaning of Ratio, Necessity and Advantages of Ratio Analysis, Interpretation of Ratios. Types of Ratio: i) Liquidity Ratios ii) Leverage Ratios iii) Activity Ratios iv) Profitability Ratios (Problems on following ratios only :- Gross Profit , Net Profit , Operating Expenses , Current Ratio, Quick Ratio, Stock Turnover 12 Page 10 of 31 Ratio, Debtors Turnover Ratio, Debt Equity Ratio, Return on Investment Ratio, Interest Coverage Ratio.)
Sept 2017	12	Fund Flow Statement and Cash Flow Statement: Meaning of Fund Flow Statement, Working Capital, Causes of changes in working Capital, Performa of Sources and Application of Funds, Performa of Adjusted Profit and Loss Account, Performa of Cash Flow Statement. Working Capital: Meaning, Objective and Importance, Factors determining requirement of Working Capital.
Oct 2017	13	Sources of Working Capital, Problems on computation of Working Capital. Budget and Budgetary Control Meaning , Definition, Nature of Budget and Budgetary Control, Types of Budget - as per time and Function,

		Objective of Budget and Budgetary Control, Limitations of Budget and Budgetary Control, Steps in Budgetary Control.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Sonal Apte

Subject – Business Economics (Macro) Class - SYBBA (Sem 3) Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction: Definition and Nature of Macroeconomics. Scope, Importance and Limitations. National Income Accounting: Introduction to the concept
August 2017	12	National Income Accounting: National Income Aggregates (GDP, GNP etc. at market price and factor cost). Approaches to measuring national income. Nominal and real measures of national income Theory of Income and Employment: Say's Law of Markets. Consumption Function.
Sept 2017	12	Saving Function. Investment Function. Aggregate Expenditure Function. Keynes' Theory of Income and Employment. Concept of underemployment equilibrium. Business Cycle, Inflation and Deflation: Nature and characteristics of Business Cycle.
Oct 2017	14	Phases of Business Cycle. Inflation – Meaning, Types, Causes and control. Concept of Deflation. Macro-Economic Policies: Creation of Credit Monetary Policy, Fiscal Policy. Supply side Economics – An introduction
TOTAL	48	

Deccan Education Society's
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TEACHING PLAN - for Third Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Bageshree Deo

Subject – IT in Management (Course Code - 306) Class - SYBBA (Sem 3)

Div.

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Managing Hardware and Software Assets: Computer Hardware and Information Technology Infrastructure. Categories of Computers and Computer System. Types of Software's. Managing Hardware and Software Assets. Managing Data Resources: Organizing Data in a Traditional File Environment.
August 2017	13	The Database Approach to Data Management. Creating a Database Environment. Database Trends. Networking: Concept, Basic elements of a Communication System, Data transmission media, Topologies, LAN, MAN, WAN, Internet. Current Trends in IT management: Use of Social Networks in Business.
Sept 2017	12	Use of ICT enabled application in Business. (Design a case study to understand the requirement of IT infrastructure in management of business) 12 Unit 4 The Internet and The New Information Technology Infrastructure: The IT infrastructure for the Digital Firm. The Internet: The IT infrastructure for the Digital Firm.
Oct 2017	13	The World Wide Web. Management Issues and Decisions. Understanding the Business values of System and Managing Change: Understanding the Business Values of Information System. The

		Importance of Change Management in Information System Success and Failure. Managing Implementations.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Ulhas Kelkar

Subject – Production & Operations Management (Course Code - 401)

Class- SYBBA

Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	12	Introduction: Meaning, Nature and Scope of Production Management, Historical Development of Production Management, Objectives of Production Management, Functions of Production Management, Qualities of Production Manager, Responsibilities of Production Manager Plant Location: Importance and Factors responsible for Plant Location Decision Classification or Types of Production System: Job Shop Production, Batch Intermittent Production, Continuous Production and Cellular Production Plant Layout: Definition, Objectives and Types, Factors influencing Plant Layout
Jan 2018	12	Product Design and Product Development: Definition of Product Design, Factors affecting Product Design, Product Policy of an Organisation. Product Development: Meaning of Product Development, Relationship between research, development and design, Stages of Product Development, Techniques or Tools of Product Development, Factors responsible for Product Development. Production Planning and Control: Meaning, Nature, Objectives, Functions, Importance and Problems of Production Planning and Control
Feb		Production Procedure, Factors determining Production Planning and Control, Techniques or Tools of Production Planning and

2018	12	<p>Control.</p> <p>Productivity and Ergonomics: Productivity: Concept and Definition of Productivity, Importance of Productivity, Measurement of Productivity and Productivity Measurement Models, Techniques of Productivity Improvement, Factors influencing Productivity. Ergonomics: Introduction and Definition of Ergonomics, Objectives of Ergonomics, Components of Ergonomics.</p> <p>Quality Management: Six Sigma: Introduction & Meaning, Benefits, and Steps in implementing Six Sigma. Kaizen: Introduction & Meaning, Principles, Procedure for Implementation, Benefits and Reasons for failure.</p>
March 2018	12	<p>Just In Time (JIT): Introduction & Meaning, Objectives, Benefits, and Methodology in implementation of JIT, Basic Elements of JIT, Enabling JIT to Occur. Quality Circle (QC): Introduction & Meaning, Objectives, Benefits, Limitations, Organization for Quality Circles, Causes of Quality Circle Failure. Total Quality Management (TQM): Introduction & Definition, Major Ingredients in TQM, Principles of TQM, Need & Importance of TQM, Limitations of TQM, Dimensions or Characteristics of TQM, TQM Models, Key Issues for achieving TQM Objectives. ISO 9000: Introduction & Meaning, ISO Standards for Quality System, Factors for selecting an ISO Model, Clauses in ISO, Essential Steps in implementing an ISO.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Shalaka Deshpande

Subject – Industrial Relations and Labour Law (402)

Class- SYBBA

Div

Name of the Department- BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	12	<p>Introduction to Industrial Relations: Meaning, definition, importance, scope of Industrial Relations and factors in Industrial Relations Approaches towards the study of Industrial Relations (Psychological Approach , Sociological Approach, Socio Ethical Approach, Gandhian Approach, Industrial Relations Approach and HR Approach) Evolution of Industrial Relations Trade Unions: concept, functions, TU Movement in India</p> <p>Industrial Disputes, Collective Bargaining & Workers Participation in Management: Meaning, definition & Causes of Industrial Disputes Model Grievance Procedure Types of Conflict Resolution: Negotiation, Investigation,</p>
Jan 2018	13	<p>Mediation, Conciliation, arbitration & Adjudication. Works Committee, Conciliation Officer, Board of Conciliation, Court of Enquiry, Labour Court, Industrial Tribunal & National Tribunal. Collective Bargaining – Meaning, Characteristics, Importance, Process, Pre-requisites and Types. Employee Engagement: Concept, Importance & Employee Engagement in India. Workers Participation in Management (WPM): Meaning, Pre-Requisites, Advantages & Disadvantages, Levels and Types Labor Laws.</p> <p>The Industrial Disputes Act,1946 & The Factories ACT 1948: The Industrial Disputes Act,1946 - Ū Definitions, Authorities under the</p>

		Act, Power & Duties of Authorities, Strike & lockout, Lay-off ,retrenchment, closure and dismissal, Grievance Redressal Machinery, Penalties
Feb 2018	11	The Factories Act, 1948 - Definitions, Authorities, Provisions regarding Safety, Provisions regarding Health, Provisions regarding Welfare, Provisions regarding Leave with Wages, Provisions regarding Working hours of adults, Penalties. The Payment of Wages Act, 1936 & The Minimum Wages Act, 1948: The Payment of Wages Act, 1936 - Definitions, Provisions, Penalties.
March 2018	12	The Minimum Wages Act, 1948 - Definitions, Provisions, Penalties. Trade Union Laws: The Trade Union Act 1926: Definitions, authorities and all provisions. Maharashtra Recognition of Trade Union and Prevention of 10 Page 19 of 31 Unfair Labour practices Act, 1971: Definition, authorities and all provisions under the Act.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Kaveri Badhwar

Subject – Business Taxation (Course Code - 403)

Class- SYBBA

Div

Name of the Department- BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	12	Income Tax Act -1961(Meaning, Concepts and Definitions) History of Income Tax in India, Fundamental concepts and definitions under Income Tax Act 1961, canons of Taxation, objective of Income Tax, Taxation structure in India, Concept and definitions- Income Person, Assesse, Assessment year, Previous year, Residential Status of an Assesse.
Jan 2018	12	Computation of Taxable Income under the different heads of Income: a) Income From Salary: Salient features, meaning of salary, allowances and tax Liability- Perquisites and their Valuation, Deduction from salary. (Theory and Problems) 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 Profession: Definitions, Deductions expressly allowed and disallowed (Theory and Problems).
Feb 2018	12	Chargeability- Meaning and concept of Short term and long-term capital gains-permissible deductions (Theory and problems). d) Income from Other Sources Chargeability- Meaning and concept – Inclusion and deduction. (Theory only). Computation of Total Taxable Income of an Individual: Û Meaning and concept, Gross Total Income - deduction u/s-80 and Tax

		Liability for respective Assessment year.
March 2018	12	Miscellaneous: Tax deducted at source, Return of Income, Advance payment of Tax, methods of payment of Tax, forms of Returns, Refund of Tax. (Theory only) Assessment of various Entities: (Theory Only) Assessment of firms and their partners. Assessment of co-operative societies. Assessment of charitable trust
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sonal Apte

Subject –: International Business (Course Code - 404)

Class- SYBBA

Div

Name of the Department- BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction: Nature, Theories of International Trade: Ricardo's Theory, Heckscher- Ohlin Theory.
Jan 2018	14	Multinational Enterprises: Meaning of International Corporations. Role and importance of Multi-national Corporations in international business. International Finance: Meaning of Exchange Rate. Determination of Exchange rate – Fixed, Flexible and Managed. Concept of Spot rate, Forward rate and Futures
Feb 2018	12	Balance of Trade and Balance of Payments International Monetary Fund (IMF) – Objectives and Functions. World Bank - Objectives and Functions Regional Economic Grouping: Evolution, structure and functions of WTO, European Union (EU), North American Free Trade Agreement (NAFTA)
March 2018		Association of South East Asian Nations (ASEAN) Û South Asian Association for Regional Cooperation (SAARC)

	12	India's Foreign Trade: Composition and Direction of India's Foreign Trade since 2000 ,Case studies in International Business with reference to Indian Economy on - a. International Marketing b. International Finance c. International Human Resource Management
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sarita Goenka

Subject –: Management Information System (Course Code - 405)

Class- SYBBA

Div

Name of the Department- BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	12	Management Information Systems: Need, Purpose and Objectives, Contemporary Approaches to Management Information Systems (MIS), Information as a strategic Resource, Use of information for competitive Advantage, Management Information Systems as an instrument for the organizational change.
Jan 2018	12	Information, Management and Decision Making: Models of Decision Making, Classical, Administrative and Herbert Simon's Models Attributes of information and its relevance to Decision Making, Types of information. Systems Analysis and Design: Systems Development Life Cycle
Feb 2018	12	Alternative System Building Approaches, Prototyping model Spiral model, Rapid Development Tools, CASE Tools. Decision Support Systems: Group Decision Support Systems, Executive Information Systems, Executive Support Systems
March 2018		Expert Systems and Knowledge Based Expert Systems, Artificial Intelligence. Management Issues in MIS: Information Security and Control, Quality Assurance, Ethical and Social Dimensions, Intellectual

	12	Property Rights as related to IT Services /IT Products Managing Global Information Systems.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Ulhas Kelkar

Subject- Supply Chain and Logistics Management 501 Semester V
Class- TYBBA Div. A and B

Name of the Department BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	10	Supply Chain Management – 1.1 Concept, objectives, significance 1.2 Process view of a supply chain-cycle and push pull view 1.3 Drivers/components of supply chain – Facilities, Inventory, Transportation, Information, Material Handling
August 2018	13	1.4 Achieving tradeoff between customer services and cost Physical distribution – 2.1 Definition, Importance, participants in physical distribution process. 2.2 Marketing Channels – Definition and Importance 2.3 Different forms of channels - Unconventional channels - Channels for Consumer goods, Industrial Goods & Services – Integrated Marketing Channels – Horizontal, Vertical, Multi-channel 2.4 Functions of Marketing Channels 2.5 Channel Management – Channel Selection Process & criteria 2.6 Performance appraisal of Channel Members - Channel Conflicts & Techniques to resolve channel conflicts
Sept 2017	12	Procurement – 3.1 Supplier Management, Management Supplier Selection, Tendering, E Tendering, Negotiation 3.2 Warehouse and Dispatch Management - Types of Warehousing, Warehouse Layout Docking and Marshalling, Warehouse Safety Management.

		Inventory – 4.1 Need and Types of Inventory 4.2 Costs associated with Inventory– Basic EOQ Model - EOQ with discounts; ABC Analysis - (Numericals expected on Basic EOQ, EOQ with discounts & ABC)
Oct 2017	13	4.3 Stacking and Racking Systems. LIFO , FIFO Current trends in Supply chain management – 5.1 Green Supply Chain Management 5.2 Role and Future of IT in the Supply Chain 5.3 Customer Relationship Management 5.4 Supplier Relationship Management 5.5 E-Business and the Supply Chain; E-Business in Practice
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Smita Shetty

Subject- Entrepreneurship Development 502 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Entrepreneur and Entrepreneurship:</p> <p>1.1 Concept of Entrepreneur, Manager, Intrapreneur</p> <p>1.1.1 Definition ,meaning and functions of an entrepreneur</p> <p>1.1.2 Concept of Manager</p> <p>1.1.3 Roles and Responsibilities of Manager</p> <p>1.1.4 Concept of Intrapreneur</p> <p>1.2. Need and Importance of Entrepreneurship</p> <p>1.3. Enterprise v/s Entrepreneurship</p> <p>1.4. Self Employment v/s Entrepreneurship</p> <p>1.5. Problem of Unemployment and Importance of wealth creation</p>
August 2017	13	<p>1.6. Entrepreneurial career as an option.</p> <p>Business opportunity Identification and Preliminary Project Report(PPR):</p> <p>2.1 Opportunity Search: Divergent Thinking Mode:</p> <p>2.1.1 Meaning ,Objectives</p> <p>2.1.2 Tools and Techniques: Environmental scanning for business opportunity Identification</p> <p>2.2 Opportunity Selection: Convergent Thinking Mode:</p> <p>2.2.1 Meaning ,Objectives</p> <p>2.2.2 Tools And Techniques: Market Survey</p> <p>2.3 Preliminary Project Report(PPR)</p>
Sept 2017	12	<p>Business Plan:</p> <p>3.1 Meaning and ,Objectives of Business Plan</p> <p>3.2 Elements of Business Plan</p>

		<p>3.3 Business Planning Process - Self Audit, Evaluation of Business Environment, Setting Objectives, Forecasting Market Conditions, Stating actions and resources required, Evaluating Proposed plan, Assessing Alternative strategic plans, Controlling the plan through Annual Budget</p> <p>Institutional Support to New Venture (Students are expected to study the assistance scheme of following institutions)</p> <p>4.1 District Industries Center(DIC)</p>
Oct 2017	12	<p>4.2 Maharashtra Industrial Development Corporation(MIDC)</p> <p>4.3 Small Industries Service Sector(SISI)</p> <p>4.4 Micro, Small & Medium Enterprise(MSME) Financial Assistance for Small Enterprise: Institutional: a)Bank Loan b) Angel Funding c) Venture Funding d) Self Employment Schemes of Government of Maharashtra e) Government Financial Institutions: Khadi and Village Industries Board(KVIB),Rajiv Gandhi Udyami Mitra Yojana (RUGMY) f) Prime Minister Employment Generation Programme (PMEGP)</p> <p>Study of Entrepreneurs' Biographies:</p> <p>5.1 Rahul Bajaj</p> <p>5.2 Kiran Muzumdar Shaw</p> <p>5.3 Azim Premji</p> <p>5.4 Sabeer Bhatia</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Shalaka Deshpande

Subject- Business Law 503 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	Indian Contract Act 1872 1.1 Definition, kinds and concepts of contracts, Essentials U/S10 1.2 Offer and Acceptance 1.3 Consideration 1.4 Legality and Objects of consideration 1.5 Capacity of Parties 1.6 Free Consent 1.7 Void Agreements and Agreements opposed to public policy 1.8 Performance of Contract
August 2017	13	1.9 Discharge of Contract and Remedies. The Sale of Goods Act 1930 2.1 Contract of Sales of Goods-Essentials 2.2 Distinction between Sale and Agreement to Sale 2.3 Subject matter of Contract of Sale-Classification of goods & Concept of Price 2.4 Conditions and Warranties-Types and Distinction 2.5 Transfer of Property-Possession & Risk, Passing of property, Goods sent on approval or “on sale or return” basis, Sale by Non-owner 2.6 Performance of a contract of sale-Delivery of goods, Rights and duties of the buyer, buyers liability for rejecting or refusing delivery 2.7 Rights of unpaid Seller 2.8 Remedies for Breach of Contract of Sale

Sept 2017	12	<p>The Companies Act, 1956</p> <p>3.1 Company-Definition, Meaning, Features and Types of Companies</p> <p>3.2 Incorporation of a Company-Mode of forming ,Documents to be filed with registrar, Certificate of Incorporation, Effects of Registration, Promoter and his position</p> <p>3.3 Memorandum of Association-Its contents and alteration, Doctrine of Ultra Vires</p> <p>3.4 Article Of Association- Its contents and alterationComparison between Articles and Memorandum, Doctrine of Indoor Management</p> <p>3.5 Prospectus- Registration and contents</p> <p>3.6 Statement in lieu of Prospectus</p> <p>Information Technology Act, 2000</p> <p>4.1 Preliminary and Definitions</p>
Oct 2017	12	<p>4.2 Digital Signature: Concept, Authentication of electronic records</p> <p>4.3 Electronic Governance (Legal recognition of electronic records, Legal recognition of digital signatures, Use of electronic records and digital signatures in Government and its agencies)</p> <p>4.4 Advantages and Disadvantages of E-Governance</p> <p>The Right To Information Act, 2005</p> <p>5.1 Preliminary & Definitions</p> <p>5.2 Right to Information and obligations of Public Authority:</p> <p>5.3 Designation of Public Information Officers:</p> <p>5.4 Request for obtaining information, Disposal of request, Exemption from disclosure of information.</p> <p>5.5 Grounds for rejection to access in certain cases, Severability, Third party information</p> <p>5.6 The Central Information Commission:</p> <ul style="list-style-type: none"> • Constitution of State Information Commission. • Tenure of office and conditions of service. • Removal of State Chief Information Commissioner or State Information Commissioner • Powers & Functions of the Information Commissions, Appeals and Penalty
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher –Manjusha Wadekar

Subject- Research Methodology 504 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Introduction to Research</p> <p>1.1 Research – Meaning, Characteristics & Importance</p> <p>1.2 Basic Research Process – An overview & steps involved</p> <p>1.3 Research Design – Meaning, Characteristics of a good research design</p> <p>1.4 Components of Research Design</p> <p>1.5 Sampling Design – Steps involved & Types of Samplings</p> <p>Sources of Collection of Data:</p> <p>2.1 Primary Data: Concept and Definitions</p>
August 2017	13	<p>2.2 Respondents: Concept and Meaning</p> <p>2.3 Secondary Data: Concept and Definition</p> <p>2.4 Types of sources of secondary data</p> <p>Methods of Collecting of Data:</p> <p>3.1 Primary Data: Methods of collecting primary data,</p> <p>3.1.1 Survey Method: Types of surveys</p> <p>3.1.2 Questionnaire Method: Types of questions, Essentials of good questionnaire</p> <p>3.1.3 Interview Method: Types of Interviews</p> <p>3.1.4 Experimentation & Observation Methods: Types of observations</p> <p>3.1.5 Focus Group Methods like Panel groups & Group Discussions</p> <p>3.2 Secondary Data: Methods of collecting secondary data</p>
	12	3.2.1 Evaluating Quality of Data

Sept 2017		<p>3.2.2 Advantages and Disadvantages of Secondary Data</p> <p>Data Processing & Analysis</p> <p>4.1 Data Processing – Editing, Codification, Classification, Tabulation, Scaling & Measurement (Should be taught with help of computer)</p> <p>4.2 Data Analysis – Methods of analyzing data</p> <p>4.3 Hypothesis - Concept and Types of Errors</p> <p>4.4 Hypothesis Testing – Chi Square Test, Z-test & t-test</p>
Oct 2017	12	<p>Writing Skills for Business Research:</p> <p>5.1 Project Report Writing – Selecting and defining topic, Writing Chapters, Subject Matter, Style and Structure</p> <p>5.2 Research Paper Writing – Structure of research paper, referencing styles</p> <p>5.3 One Research Paper to be written and presented by student (50 % Weightage in Internal Evaluation to be given for the same)</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Mrugakshi Rajhans

Subject-Analysis of Financial Statements 505–A Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	Financial Statements of Corporate Organizations 1.1 Meaning of Financial statements 1.2 Need of Financial statements 1.3 Importance of Financial statements. 1.4 Preparation of Financial Statements as per schedule VI of the Amended Companies Act 2013 1.5 Revised Schedules 1.6 How to read company's Balance Sheet
August 2017	13	Introduction to analysis and Interpretation of financial statements 2.1 Analysis and Interpretation of financial statements – Meaning/ introduction 2.2 Types of financial analysis 2.3 Advantages of financial analysis 2.4 Limitations of financial analysis 2.5 Techniques of financial analysis i. Comparative financial statements ii. Trend Analysis iii. Common Size Financial Statements iv. Funds Flow Analysis v. Cash Flow Analysis vi. Ratio Analysis
Sept	12	Ratio Analysis 3.1 Concept of Ratio

2017		<p>3.2 Meaning of Ratio Analysis 3.3 Interpretation of Ratios 3.4 Classification of Ratios i) Liquidity Ratios ii) Turnover Ratios iii) Solvency Ratios iv) Profitability Ratios V) Miscellaneous Group 3.5 Role of Ratio 3.6 Advantages of Ratio Analysis 3.7 Limitations of Ratio Analysis 3.8 Practical Problems Cash Flow Analysis 4.1 Meaning of Cash Flow Statement 4.2 Objectives of Cash Flow Statement 4.3 Uses of Cash Flow Statement 4.4 Limitations of Cash Flow Statement 4.5 Preparation of Cash Flow Statement 4.6 Methods of Cash Flow Statement a) Direct Method – b) Indirect Method</p>
Oct 2017	12	<p>4.7 Cash Flow Activities – Operating, Investing, Financing 4.8 Practical Problems on Indirect Method 11 5 Funds Flow Analysis 5.1 Concept of Fund 5.2 Meaning of Fund Flow Statement 5.3 Uses of Fund Flow Statement 5.4 Limitations of Fund Flow Statement 5.5 Preparation of Fund Flow Statement a) Funds From Operations b) Statement of Changes in Working Capital c) Funds Flow Statement. 5.6 Practical Problems</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Shilpi Lokre

Subject- Sales Management 505 – B Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Introduction to Sales Management:</p> <p>1.1 Definition 1.2 Meaning 1.3 Objectives 1.4 Role of sales management in marketing 1.5 Recent trends in sales management 1.6 Ethical and legal issues involved in sales management</p> <p>Sales Organization:</p> <p>2.1 Need for sales organization 2.2 Types and structures of sales organization</p>
August 2017	13	<p>2.3 Principles for building successful sales organization 2.4 Functions and responsibilities of sales manager</p> <p>Managing the Sales Force:</p> <p>3.1 Recruitment and Selection: Sales personnel selection process, criteria used for selection of sales personnel 3.2 Training: Importance, Areas of sales training- Company specific knowledge, product knowledge, Industry and market trend knowledge, Customers and technology, Relationship Selling, Customer education, Value added Selling. 3.3 Motivation: Motivation and productivity of sales force, Types of compensation plans, sales meetings, sales contests, fine tuning of compensation plan 3.4 Sales Reporting: Sales records, Sales reports, Sample of Sales Report Format, Key Performance Indicators of sales</p>

Sept 2017	12	Sales planning and control: 4.1 Sales planning: Sales forecasting – concept and methods qualitative and quantitative 4.2. Market and Sales potential- concept and methods 4.3 Sales quotas- concept, purpose and types 4.4 Sales control: process of sales control- Goal setting, Performance Measurement, diagnosis and corrective actions
Oct 2017	12	Personal Selling and Relationship Management: 5.1 Personal Selling: concept, process, Tools for personal selling 5.2 Effective selling techniques 5.3 Concepts of Sales leads, sales calls, types of sales calls, sales presentation 5.4 Characteristics of a successful salesman 5.5 Use of technology in personal selling 5.6 Relationship Management: concept 5.7 Role of relationship management in personal Selling 5.8 Characteristics of relationship
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Parija Bhise

Subject- Human Resource Management Principles and Functions 505 – C
Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	8	Human Resource Management and HR planning 1.1. Introduction to Human Resource Management 1.2. Nature of Human Resource Management 1.3. Scope & Functions of HRM 1.4. Objectives of HRM 1.5. Role of H.R. manager 1.6. Strategic HRM: Meaning, Objectives & Challenges 1.7. HR Planning: Meaning, Definition 1.8. Need for HR Planning 1.9. Process HR Planning 1.10. Job Analysis, Job Design & Job Evaluation
August 2017	13	HR Recruitment and Selection 2.1. Recruitment: Meaning & Definition 2.2. Recruitment Source: Internal vs. External 2.3. E-recruiting Methods, Benefits and Limitations 2.4. Factors Affecting Recruitment 2.5. Selection: Meaning & Process 2.6. E-selection, Advantages and Disadvantages. 2.7. Promotion: Policy and Types 2.8. Transfer: Policy and Procedure for Transfer 2.9. Demotion: Meaning, Causes of Demotion 2.10. Labor Turnover: Meaning, Measurement of Labor Turnover, Causes and Control measures

Sept 2017	13	<p>Training, development and evaluation</p> <p>3.1. Training: Meaning, Objectives & Need 3.2. Training Process & Evaluation 3.3. Methods of Training: On the Job & Off the Job 3.4. Management Development: Meaning & Methods of MDP 3.5. Management Development Process and Evaluation 3.6. Performance Appraisal: Meaning, Definition & Need 3.7. Techniques of PA: Traditional & Modern Techniques 3.8. Possible Errors or Problems in Appraisal 3.9. E-performance Management: Meaning, Advantages & Disadvantages 3.10. Performance Management System: Meaning & Importance</p> <p>Personnel records reports and audit</p> <p>4.1. Meaning & Significance of Records and Reports</p>
Oct 2017	14	<p>4.2. Essentials of a good Record and good Report 4.3. Personnel Audit: Objective, Scope & Importance 4.4. Methods of Analysis 4.5. Audit Report: Meaning & Importance</p> <p>New trends in HRM and exit policy</p> <p>5.1. Exit Policy: Meaning & Procedure 5.2. Challenges in implementing Exit Policy 5.3. Voluntary Retirement Schemes: Meaning, Merits & Demerits 5.4. Effects of Excess Manpower 5.5. HR in International Context: Global competency and Global Dimensions 5.6. Developing Cross Cultural Sensitivity 5.7. Human Resource Accounting 5.8. Human Resource Audit 5.9. Bench marking 5.10. Human Resource Research</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Aditi Samir

Subject- Management of Services 505 – D Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>An Introduction to services</p> <p>1.1 Concept of services – Definitions and meaning</p> <p>1.2 Characteristics of services</p> <p>1.3 Differences between goods and services</p> <p>1.4 Stages of Economic Development - Preindustrial Society, Industrial Society, Post Industrial Society</p> <p>1.5 Dependency of Manufacturing on Services</p> <p>1.6 Fastest Growing Services – Banking, Insurance, Wholesale and Retail Trading, Health care, Travel and Tourism, I.T. and B.P.O.</p> <p>1.7 Role of services in the economy</p> <p>1.8 Management challenges in the service sector</p> <p>Classification of services</p> <p>2.1 Bases for Classifying services</p>
August 2017	13	<p>An Introduction to services</p> <p>1.1 Concept of services – Definitions and meaning</p> <p>1.2 Characteristics of services</p> <p>1.3 Differences between goods and services</p> <p>1.4 Stages of Economic Development - Preindustrial Society, Industrial Society, Post Industrial Society</p> <p>1.5 Dependency of Manufacturing on Services</p> <p>1.6 Fastest Growing Services – Banking, Insurance, Wholesale and Retail Trading, Health care, Travel and Tourism, I.T. and</p>

		<p>B.P.O.</p> <p>1.7 Role of services in the economy</p> <p>1.8 Management challenges in the service sector</p> <p>Classification of services</p> <p>2.1 Bases for Classifying services</p>
Sept 2017	12	<p>3.5 Queuing systems – Meaning, Essential features of Queuing Systems.</p> <p>Designing of Service Enterprise</p> <p>4.1 New service development – Meaning, Process cycle</p> <p>4.2 Service design elements, service blueprinting, Benchmarking</p> <p>4.3 Generic approaches to service system design</p> <p>4.4 Technology in services</p> <p>4.5 Service quality – meaning, Scope of Service Quality, Service Quality Improvement –</p> <p>i) Quality and Productivity Improvement</p> <p>ii) Quality tools for Analysis and Problem solving – Check Sheet, Run Chart, Histogram, Pareto Chart, Flowchart, Cause and Effect Diagram, Scatter Diagram, Control Chart etc.</p> <p>iii) Programs for organizational quality improvement – Personnel Programs for Quality Assurance, Quality-Improvement Program to Achieve Zero Defects, Deming’s 14-Point Program, ISO 9000 and Six-Sigma.</p>
Oct 2017	12	<p>Globalization of Services</p> <p>5.1 Meaning and importance of globalization of services</p> <p>5.2 Globalization and Indian services</p> <p>5.3 Domestic growth and expansion strategies – focused service, focused network, clustered service and diversified network</p> <p>5.4 Franchising – meaning, nature, benefits and issues</p> <p>5.5 Global service strategies – Multi country expansion, importing customers, following your customers, service off-shoring and Beating the Clock.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Mrugakshi Rajhans

Subject- : Long Term Finance 506 – A Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	Sources of Finance: 1.1 Owned and Borrowed funds 1.2 Equity Shares, Preference Shares 1.3 Debentures, Term Loan, Lease Financing, Hire Purchasing
August 2017	13	Capital Structure: 2.1 Meaning, factors affecting Capital Structure – Internal factors, External factors and General factors 2.2 Cost of Capital, Trading on Equity, Capital Gearing and Leverages Capital Budgeting: 3.1 Meaning
Sept 2017	13	3.2 Techniques of Capital Budgeting 3.3 Mutually Exclusive Proposals Specialized Private Financial Institutions- objectives and functions of 4.1 IFCI 4.2 IDBI 4.3 ICICI 4.4 SFC
Oct 2017	10	4.5 UTI Dividend Decisions: 5.1 Dividend policy, determinants of dividend policy 5.2 Types of dividend policy 5.3 Forms of dividend

TOTAL	48	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Shilpi Lokre

Subject- Retail Management Course Code -: 506 – B Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>Retailing:</p> <p>1.1 Overview of retailing: Definition, Scope , Role and Functions of retailers, Advantages of Retailing, Organized and Unorganized Retailing, Indian Retail Scenario Vs. Global Retail Scenario , Drivers of retail change in India, Emerging Trends in Retailing in India , Role of Retail in Nation's Economy.</p> <p>1.2. Classification of Retailers:</p> <p>a. Traditional Retail Formats : (Store Based Retail Formats) Independent stores, chain stores, Franchisee, Discount Stores, Cooperatives, Specialty stores, supermarkets, departmental stores, hypermarkets, convenience stores, chain stores, off price retailers etc.</p> <p>b. Modern Retail Formats: (Non Store Based Retail Formats) Direct Selling, Direct Marketing, Catalog Marketing, Tele Marketing, Automatic Vending Machines, Airport Retailing, Kiosks, Electronic Shopping</p>
August 2017	13	<p>Retail Location and site selection, store layout & design and visual merchandising, category management:</p> <p>2.1 Retail Location and Site Selection: Concept of location and site, factors to be considered in retail locations, important retail locations- central business district destination locations-standalone locations-convenience locations, process of retail location and site selection- selection of</p>

		<p>a city, deciding about trade location in the city, analysis of alternative sites</p> <p>2.2 Store Design and Store Layout: The concept of store design, element of store design(interior and exterior), Store layout- Types of layout , factors affecting store layout, store facade</p> <p>2.3 Visual Merchandising: Concept, Need and importance, tools used for visual merchandising and store atmospherics</p>
Sept 2017	13	<p>Retail Merchandising, Merchandise Planning and Category Management:</p> <p>3.1 Retail Merchandising: Concept and principles of merchandising,</p> <p>3.2 Merchandise Planning: Concept of merchandise planning, types of merchandise, process of merchandise planning , introduction of Private label brands</p> <p>3.3 Category Management: Definition and process</p> <p>Promotion mix in retailing and Retail Strategies</p> <p>4.1 Promotion Mix in Retailing: Concept, need and objectives of promotion mix, elements of promotion mix, tool of promotion mix in store advertisements, outdoor advertisement, online advertising,</p>
Oct 2017	10	<p>4.2 Retail Strategies: Differentiation strategy, growth strategy, expansion strategy, pricing strategy</p> <p>Current trends in retailing:</p> <p>5.1 Role of IT in retailing: Electronic Data Interchange(EDI), Database Management, Data Warehousing, Data Mining, Radio Frequency Identification(RFID), E-tailing, Bar Coding</p> <p>5.2 Rural Marketing -Retail: Concept of rural marketing, Emerging models in rural markets Opportunities and Challenges in rural retail marketing.</p> <p>5.3 Mall Management: Nature and concept of a mall, growth of malls globally and in India, Indian Malls Vs. Western countries Malls.</p>

TOTAL	48	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Parija Bhise

Subject- Human Resource Practices Course Code -: 506 – C Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>A Introduction to Strategic HRM</p> <p>1.1 What is Strategy & Strategic Management?</p> <p>1.2 Functional Level strategies</p> <p>1.3.Challenges of Strategic HRM</p> <p>B Job Analysis – Job Description & Job Specification</p> <p>1.4 Work Scheduling</p> <p>1.5 Job stress</p> <p>2 A Executive Compensation</p> <p>2.1 Introduction</p> <p>2.2 Methods/ Techniques</p> <p>2.3 Importance</p>
August 2017	13	<p>B. Working Conditions & Welfare</p> <p>2.4 Importance Working Condition</p> <p>2.5 Employee welfare- Importance, Types.</p> <p>2.6 Industrial Accidents- causes and prevention, Accidents reports & records.</p> <p>3 Organizational Development</p> <p>3.1 Concept & objectives</p> <p>3.2 OD programme</p>
Sept 2017	13	<p>3.3 OD Process and OD Culture</p> <p>3.4 Ethics- organizational</p> <p>4 A. Employee Grievance & Discipline</p> <p>4.1 Meaning & Need for Discipline</p> <p>4.2 Objectives</p>

		4.3 Causes of Indiscipline & its Actions 4.4 Essentials of a good Disciplinary System B. Grievance causes & its Procedure
Oct 2017	10	E- Human Resource 5.1 E- Job Design 5.2 E- Human Resource Planning 5.3 E- Recruitment & E- Selection 5.4 E-Compensation 5.5 E- HR Records & E- HR Information 5.6 E-HR Audit
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Aditi Samir

Subject- Marketing Services 506 – D Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>Introduction</p> <p>1.1 Meaning & Scope of Services Marketing, 1.2 Nature and characteristics of services, 1.3 Classification of services, 1.4 Importance of services marketing,</p> <p>Delivering quality services</p> <p>2.1 Services based components of quality, perceived quality, 2.2 Gaps in quality</p>
August 2017	13	<p>2.3 Bench marking, 2.4 TQM and customer satisfaction measurement techniques, 2.5 Strategies for improvement of service quality service guarantee.</p> <p>Services Marketing Mix</p> <p>3.1 Concept and definition of Marketing Mix 3.2 Four P's(Product, Price, Place and Promotion)</p>
Sept 2017	13	<p>3.3 Extended Ps of Marketing (People, Process and Physical evidence)</p> <p>Managing service competition</p> <p>4.1 Guidelines for managing service competition, 4.2 Approaches to service competition, 4.3 Promotional planning and marketing strategy for services</p>
Oct 2017	10	<p>Recent Trends of Services Marketing In India</p> <p>5.1 Role of IT services. 5.2 Types of E- Services –</p>

		5.2.1 E- services–Financial services, 5.2.2 Hospitality services, 5.2.3 Education services, 5.2.4 IT services, 5.2.5 Hotel & Tourism services, 5.2.6 Event management services, 5.2.7 Consultancy services
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Rajeev Deo

Subject –Business Planning and Project Management (601) Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Planning:</p> <p>1.1 Introduction, Meaning, Definition, Characteristic, objective, nature of Planning</p> <p>1.2 Advantages and limitations of planning</p> <p>1.3 Steps in planning process</p> <p>1.4 Methods of planning</p> <p>1.5 Essentials of a good planning</p> <p>1.6 Obstacles in planning, Planning Premises and Classification of Planning Premises</p> <p>1.7 Plan and Planning, Business Planning</p> <p>Planning and Forecasting :</p> <p>1.8 Introduction, Meaning, Definition, Characteristics, Process,</p> <p>1.9 Importance of forecasting</p> <p>1.10 Areas of forecasting</p> <p>1.11 Forecasting Techniques- Types, Methods</p> <p>1.12 Advantages of forecasting, Limitations of forecasting</p> <p>1.13 Difference between forecasting and planning</p>
Jan 2018	13	<p>Project Management –</p> <p>2.1 Definition of a “Project”</p> <p>2.2 Why project Management, The project Life-Cycle, Project Management Maturity</p> <p>2.3 Project Selection and Criteria of Choice</p> <p>2.4 The Nature of Project Selection Models, Types of Project Selection Models</p>

		<p>2.5 Project Portfolio Process, Project Proposals.</p> <p>2.6 The Project Manager – Qualities , Project Management and the Project Manager, Special Demands on the Project Manager</p> <p>2.7 Problems of Cultural Differences, Impact of Institutional Environments, Project Organization,</p> <p>2.8 The project as Part of the Functional Organization, Pure Project Organization, The Matrix organization</p> <p>2.9 Choosing an Organizational form The Project Team.</p> <p>10</p> <p>30</p> <p>3 Initial Project Coordination</p> <p>3.1 The Nature of Negotiation, Partnering, Chartering and change, Conflict and the project life cycle.</p> <p>3.2 Estimating Project Budgets, Improving the Process of Cost Estimation.</p>
Feb 2018	12	<p>Network Techniques</p> <p>4.1 PERT and CPM</p> <p>4.2 Risk Analysis Using Simulation with Crystal Ball 2000</p> <p>4.3 Critical Path Method- Crashing a Project, The Resource Allocation Problem, Resource Loading, Resource Leveling, Constrained Resource Allocation</p> <p>4.4 The Planning-Monitoring-Controlling Cycle, Information Needs and the Reporting Process, Earned Value Analysis</p> <p>4.5 The Fundamental Purposes of Control, Three Types of Control Processes, Comments on the Design of Control Systems, Control as a Function of Management.</p>
Mar 2018	12	<p>Purposes of Evaluation</p> <p>5.1 Goals of the System</p> <p>5.2 The Project Audit, Construction and Use of the Audit Report, The Project Audit Life Cycle, some essentials of an Audit/Evolution</p> <p>5.3 The Varieties of Project Termination, when to Terminate a Project, The Termination Process.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Rajeev Deo

Subject – Event Management 602

Class TYBBA

Semester VI

Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Introduction to Event and Event Management</p> <p>1.1 Introduction and Definition of Event.</p> <p>1.2 Event Designing, 5 C's of Events.</p> <p>1.3 5 W's of Event.</p> <p>1.4 Types of Events.</p> <p>1.5 Categories of Event and its characteristics.</p> <p>1.6 Objectives of Event Management.</p> <p>1.7 Problems associated with traditional media.</p> <p>Facets of Event Management</p> <p>2.1 Event Infrastructure: Core Concept, Core People, Core Talent, Core Structure.</p> <p>2.2 Clients: Set Objectives for the Event, Negotiating Contracts with Event Organizers, Locating Interaction Points, Banners , Displays etc., at the Event, Preparing the Company's Staff for the Event, Post-event Follow-up</p>
Jan 2018	13	<p>2.3 Event Organizers: Role of Event Organizer, Qualities of an Event Organizer, Steps in Organizing an event.</p> <p>2.4 Venue: In-house Venue, External Venue.</p> <p>Execution of Event:</p> <p>3.1 Networking Components: Print Media, Radio Television, The Internet, Cable Network, Outdoor Media, Direct Media.</p> <p>3.2 Types of promotion methods used in events: Sales Promotions, Audience Interaction, Public Relations, Merchandising, In-venue Publicity, Direct Marketing, Advertising,</p>

		<p>Public relations.</p> <p>3.3 Activities in Event Management: Pre-event Activities, During event Activities, Post-event Activities.</p> <p>3.4 Functions of Event Management: Planning, Organizing, Staffing, Leading and Coordination, Controlling.</p> <p>3.5 Event Management Information System.</p>
Feb 2018	12	<p>3.6 Technology in Event Management.- Role and Importance.</p> <p>Marketing of Event</p> <p>4.1 Concept of Market in Events</p> <p>*Revenue Generating Customers.</p> <p>*Nonrevenue Generating Customers.</p> <p>4.2 Segmentation for Events, Niche marketing in events.</p> <p>4.3 Targeting.</p> <p>4.4 Positioning of Events.</p> <p>4.5 Branding in Events.</p> <p>4.6 Reach Interaction Matrix.</p> <p>4.7 Concept of Pricing in Events.</p> <p>4.8 Legislation and Tax Laws.</p> <p>4.9 Marketing Communication Tool.</p> <p>4.10 Implementation of Marketing Plan.</p> <p>4.11 Relationship Building.</p> <p>4.12 The Diverse Marketing Needs Addressed by Events: Brand Building, Focusing the Target Market, Creating Opportunities for Better Deals with Different Media, Events and the Economy.</p> <p>4.13 Concept of Ambush Marketing</p>
Mar 2018	12	<p>Strategies of Event Management</p> <p>5.1 Strategic Approach.</p> <p>5.2 Critical Success Factor Analysis.</p> <p>5.3 Strategic Alternatives Arising From Environmental Analysis: Maintenance Strategy, Developmental Strategy, Preemptive Strategy, Survival Strategy.</p> <p>5.4 Strategic Alternatives Arising from Competitive Analysis: Sustenance Strategy, Rebuttal Strategy, Accomplishment Strategy, Venture Strategy.</p> <p>5.5 Strategic Alternatives Arising from Defined Objectives.</p> <p>5.6 PREP Model.</p> <p>5.7 Risk versus Return Matrix.</p>

		5.8 Forms of Revenue Generation. 5.9 The Basic Evaluation Process: Establishing Tangible Objectives and Sensitivity in Evaluation, Measuring Performance, Correcting deviations, Critical Evaluation Points in Events.
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Vinayak Dravid

Subject – Management Control System 603 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Introduction To Management Control System</p> <p>1.1 The control function- Elements of Control- Nature of Control – Problems in control</p> <p>1.2 Management Control – Characteristics, Principles & Types of Management Control</p> <p>1.3 Factors Affecting Managerial Philosophy</p> <p>1.4 Management Control Systems - Elements of MCS – Designing of MCS – 10 commandments of Effective Control System</p> <p>Management Controls In Functional Areas</p> <p>2.1 Production Control: Need – Procedure – Techniques Of Production Control</p> <p>2.2 Inventory Control: Classification Of Inventories – Motives For Holding Inventories- Determination Of Stock Levels</p>
Jan 2018	13	<p>2.3 Marketing Control: Process Of Marketing Control- Importance Of Marketing Control System- Tools And Techniques Of Marketing Control</p> <p>2.4 Control In Personnel Area: Reasons For Workers Resistance To Controls- Kind Of Control Devices</p> <p>2.5 IT Measures And Control – Installation Of Management Information & Control System, Structured & unstructured Decision</p> <p>Computers Systems</p> <p>3.1 Computer for Management Control Purposes- Are Computers</p>

		<p>essential for MIS?</p> <p>3.2 Computers and Information System – Manual Systems – Mechanical Systems- MIS – Decision Support Systems</p> <p>Characteristics of DSS- Where to apply DSS- Expert Systems.</p>
Feb 2018	12	<p>Management Control Of Projects</p> <p>4.1 Meaning of project – Aspects of Project – Factors affecting Project -</p> <p>4.2 Project Planning – Time Dimension – Cost DimensionQuality Dimension</p> <p>4.3 Project Control- Reports Costs and Time- Reports on outputRevisions.</p>
Mar 2018	12	<p>Implementing MCS for small & medium size companies</p> <p>5.1 Methodology of implementing Management Controls - Roles and responsibilities in implementing Management Control.</p> <p>5.2 Management Control Structure - Responsibility centre, cost centre, profit centre, investment centre.</p> <p>5.3 MCS in service & non-profit organizations.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Bageshree Deo

Subject – E- Commerce 604 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>E- Commerce and Business Model Concepts</p> <p>1.1 Main Activities of E Commerce</p> <p>1.2 Definition</p> <p>1.3 Goals</p> <p>1.4 Technical Components</p> <p>1.5 Functions</p> <p>1.6 Status</p> <p>1.7 Prospects</p> <p>1.8 Significance</p> <p>1.9 Advantages</p> <p>1.10 Disadvantages</p> <p>E-Commerce Business Models</p> <p>1.11 Major Business to Consumer (B2C) Business Model Portal, E-tailor</p> <p>1.12 Major Business to Business (B2B) Business Model</p> <p>1.13 E Distributor, E-Procurement, Exchanges</p> <p>1.14 Business models in Emerging E-Commerce Areas - C2C, P2P, and B2G.</p> <p>E-Money</p> <p>2.1 Real World Cash</p> <p>2.2 E-Money</p> <p>2.3 Requirements</p>

Jan 2018	13	<p>2.4 Types of Electronic Payment Media</p> <p>2.5 B2B E-Payment Systems</p> <p>Viruses</p> <p>2.6 Types of Viruses</p> <p>2.7 Spyware & Adware</p> <p>2.8 Virus Characteristics</p> <p>2.9 Protection against Fraud & Viruses</p> <p>E-Marketing</p> <p>3.1 Identifying Goals</p> <p>3.2 Browsing Behavior Model</p> <p>3.3 Online Marketing</p> <p>3.4 E Advertising</p> <p>3.5 Internet Marketing Trends</p>
Feb 2018	12	<p>3.6 Target Markets</p> <p>3.7 E-Branding</p> <p>3.8 Marketing Strategies</p> <p>3.9 Consumer Online: The Internet Audience and Consumer Behavior</p> <p>3.10 E-cycle of Internet Marketing.</p> <p>4 Cyber Law Concepts</p> <p>4.1 E Contract</p> <p>4.2 Jurisdiction Concept</p> <p>4.3 Choice of Law</p> <p>4.4 Minimum Contacts</p> <p>4.5 Internet Jurisdiction</p> <p>4.6 Contractual Obligation in cyberspace</p>
Mar 2018	12	<p>4.7 Active Vs Passive Websites</p> <p>4.8 E-mail Transactions</p> <p>Cyber Jurisprudence</p> <p>5.1 Evolution of New System</p> <p>5.2 Legal Meaning of Software</p> <p>5.3 Legal Issues for Internet Commerce</p> <p>5.4 Cyber Attack –Trojan, Virus ,Worm, Spam</p> <p>5.5 Hacking – Phishing, IP Spoofing.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Mrugakshi Rajhans

Subject – Financial Services 605 A Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Indian Financial System : An Overview</p> <p>1.1 Introduction to Financial System</p> <p>1.2 Structure of Financial System - Financial Institutions , Financial Markets, Financial Instruments and Financial Services</p> <p>1.3 Overview of Indian Financial System since 1991</p> <p>1.4 Financial Intermediaries in Financial System: - Merchant Bankers, Underwriters, Depositories, Brokers, Sub brokers, Bankers etc.</p> <p>Introduction to Financial Markets</p> <p>2.1 Capital Market- Primary Market – Management of IPO, Secondary Market – Stock Exchanges in India – Introduction , NSE , BSE , OTCEI</p> <p>2.2 Role of SEBI as a regulatory authority</p>
Jan 2018	13	<p>2.3 Introduction to Derivatives, Futures and Options</p> <p>2.4 Money Market – Introduction , Money Market instruments – Call and Notice money market , Treasury Bill , Commercial Papers , Certificate of Deposits , Money Market Mutual Fund , Inter corporate deposits</p> <p>2.5 Difference between Money Market and Capital Market</p> <p>Financial Services in India</p> <p>3.1 Mutual Fund</p>
Feb 2018	12	<p>3.2 Factoring and Forfeiting</p> <p>3.3 Credit Rating</p> <p>3.4 Venture Capital</p>

		Banking and Insurance Sector in India :- 4.1 Introduction 4.2 Structure of Banking and Insurance Sector in India 4.3 Role of RBI and IRDA as a regulatory authority
Mar 2018	12	Recent Trends in Accounting and Finance 5.1 Zero Base Budgeting 5.2 Inflation Accounting 5.3 Human Resource Accounting 5.4 Activity Based Costing 5.5 Mergers and Acquisition
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TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Shilpi Lokre

Subject – Advertising and Sales Promotion 605 B Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Introduction and Measurement of Effective Advertising</p> <p>1.1 Advertising – Evolution, Meaning, Definition, Classification, Benefits, Functions, Criticism, Ethics, Social issues</p> <p>1.2 Strategic Advertising Decision - Setting Advertising Objectives, Deciding Advertising Budget, Advertising Framework planning and Organization.</p> <p>1.3 Advertising Campaign – Meaning, Basis of Campaign, Length of Campaign, Parameters governing advertising Campaign, Planning of advertising of Campaign</p> <p>1.4 Advertising Agency – Meaning, Definition, Functions, Types, Advantages, Structure, Advertiser and Advertising Interface</p> <p>1.5 Advertising Effectiveness – Objective of measuring Advertising Effectiveness, Difficulties and Evaluation of Advertising Effectiveness</p> <p>1.6 Advertising Control – Control of Advertising by Practitioners</p>
Jan 2018	13	<p>Copy Decisions</p> <p>2.1 Advertising Copy --Meaning, Objectives, Elements, Features, Types of Copy</p> <p>2.2 Advertising Layout – Principles, Components, Visualization of Layout, Layout Format,</p> <p>2.3 Copy Creation – Approaches, Principles, Styles of Copy creation, Verbal Versus Visual Thinking, Pre Testing methods and Measurements.</p> <p>Media Decisions</p>

		<p>3.1 Advertising Media – Meaning, Definition, Functions, Types of Media</p> <p>3.2 Media Planning – Importance, Process, Difficulties, Basics of Reach, Frequency, Continuity in Media Planning</p>
Feb 2018	12	<p>3.3 Media Research – Meaning, Importance, Functions, Process of Media Research</p> <p>3.4 Media Selection – Approaches and factors affecting Media Selection</p> <p>Sales Promotion And Brand Equity</p> <p>4.1 Sales Promotion – Meaning, Definition, Objectives of sales promotion, Factors affecting Sales Promotion Growth, Techniques of Sales Promotion</p> <p>4.2 Strategic Sales Promotion -- Strategies and Practices in Sales Promotion, Cross Promotions, Surrogate Selling, Bait and Switch advertising issues.</p>
Mar 2018	12	<p>4.3 Brand Equity – Concepts and Criteria, Building, Measuring and Managing Brand Equity, Linking Advertising and sales promotion to achieve “Brand standing”, Leveraging Brand values for business and non-business contexts.</p> <p>Role of Information Technology in Advertising and Sales Promotion</p> <p>5.1 Comparison of Traditional and Modern Advertising</p> <p>5.2 Internet Advertising – Purpose, Types, Advantages, disadvantages of internet Advertising</p> <p>5.3 Pre-Requisites of Online Advertising</p> <p>5.4 E – Advertising Guidelines</p> <p>5.5 Internet Advertising today</p>
TOTAL	48	

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TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Parija Bhise

Subject – Labour Laws 605 C Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>An Introduction to Labour Laws in India</p> <p>1.1 History and Evolution of Labour Laws in India</p> <p>1.2 Labour Policy of India</p> <p>1.3. Classification of Labour Laws and an overview of labour laws.</p> <p>1.4 Unfair Labour Practices</p> <p>1.5 Labour Laws in the unorganized sector</p> <p>1.6 Authorities under the Labour Laws in India (Ministry of Labour & Employment –Government of India, Chief Labour Commissioner Labour Courts / Industrial Tribunals, (Appointment, Qualification, Disqualification, Rights & duties)</p> <p>1.7 International Labour Organization</p> <p>The Employees Provident Funds And Miscellaneous Provisions Act,1952</p> <p>2.1 Scope, Application and Definitions</p> <p>2.2 Schemes under the Act</p>
Jan 2018	13	<p>2.3 Chapter II of the Act(Employee Provident Fund Scheme, State Board, appointment of Officers, Employees Pension Scheme and Fund, Employee Deposit Linked insurance Scheme, Inspectors.)</p> <p>2.4 Membership of the Fund.</p> <p>The Employees State Insurance Act,1948</p> <p>3.1 Scope, Application and Definitions</p>

		<p>3.2 Chapter II of the Act(ESI Corporation, Standing Committee, Medical Benefit Council, Principle Officers)</p> <p>3.3 Chapter III of the Act(Finance & Audit)</p> <p>3.4 Chapter IV-(Contributions, Recovery of Contribution,)</p> <p>3.5 Chapter V(Benefits)</p> <p>3.6 Chapter VI(Adjudication of Disputes & Claims)</p>
Feb 2018	12	<p>3.7 Chapter VII(Punishment)</p> <p>The Child Labour (Prohibition and Regulation) Act,1986</p> <p>4.1 Part I (Preliminary)</p> <p>4.2 Part II (prohibition of Employment of Children in Certain Occupations and Processes)</p> <p>4.3 Part III (Regulation of Conditions of Work of Children)</p> <p>4.4 Part IV (Miscellaneous- Penalties)</p> <p>4.5 IPEC(International Programme on Elimination of Child Labour)</p>
Mar 2018	12	<p>Maternity Benefits Act,1961</p> <p>5.1 Extent, Application and Definitions</p> <p>5.2 Employment or work prohibited by women in certain periods</p> <p>5.3 Right to Payment of Maternity Benefits</p> <p>5.4 Payment of Maternity benefits in case of death of women</p> <p>5.5. Payment of Medical Bonus</p> <p>5.6 Leave for Miscarriage and wages for Tubectomy Operation</p> <p>5.7 Leave for Pregnancy illness, delivery, premature birth of a child, Medical Termination of Pregnancy, Nursing Breaks</p> <p>5.8 Appointment of Inspectors, Powers and Duties</p>
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher – Aditi Samir

Subject – Special Services of Marketing in India 605 D Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	<p>Introduction:-</p> <p>1.1 Introduction</p> <p>1.2 Concept and objectives of Services Marketing</p> <p>1.3 Reasons of growth of Service Sector</p> <p>1.4 Role of Services in Indian Economy</p> <p>1.5 Challenges of Service Marketing</p> <p>Marketing of Bank Services and Insurance Services:-</p> <p>2.1 Introduction to banking services, Concepts and objectives, Bank Marketing in Indian prospective, Application of Indian concepts in Indian Banking.</p>
Jan 2018	13	<p>2.2 Introduction to Life insurance services, Concepts and objectives, Marketing of Life Insurance in India, Marketing approach of Life Insurance (Study of 4P's of Marketing Mix)</p> <p>Tourism, Hospitality and Health Care Services:-</p> <p>3.1 Tourism marketing concept - Market segmentation for tourism, Special Characteristics of Indian Tourism Marketing.</p> <p>3.2 Uses of hospitality services, Health care marketing, Study of 7p's of marketing mix.</p> <p>3.3 Introduction to Health Care Services, Consumer buying behaviour in health care services.</p>
Feb 2018	12	<p>Marketing of Other Services:-</p> <p>4.1 Emerging trends and its features :</p> <p>4.2 Marketing of Higher Education, Political Marketing, Airline Marketing, Cellular and Entertainment Services, Internet services</p>

		Technology in Services:- 7.1 Technology in services
Mar 2018	12	7.2 The emergence of self service 7.3 Automation in services 7.4 Technological innovations in services: Challenges of adopting new technology in service 7.5 Managing the new technology adoption process
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2017-18
{From 01.12.2017 to 31.03.2018}

Name of the Teacher –

Subject – Cases in Finance/ Project 606 A

Cases in Marketing/ Project: 606 B

Cases in Finance/ Project 606 C

Cases in Finance/ Project 606 D

Class TYBBA

Semester VI

Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	11	Selection and noting of the topic with the internal guide.
Jan 2018	13	Completion of Ch. 1 Introduction and Ch 2 Literature review
Feb 2018	12	Completion of Ch. 3 – Analysis & Interpretation
Mar 2018	12	Completion of hypothesis testing and conclusions
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
August 2017	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2017	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2017	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Bharati Upadhye

Subject – Principles and Practices of Management Class FY IB (Sem 1)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
August 2017	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2017	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Oct 2017	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management Total Quality management International management Rise of e-management

		Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
August 2017	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2017	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2017	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
August 2017	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2017	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2017	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network,

		<p>Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet</p> <p>Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
August 2017	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2017	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>
Oct 2017	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)</p>

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 15.07.2017 to 31.10.2017}

Name of the Teacher – Aditi Samir

Subject – Commercial Geography Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	13	Meaning of commercial Geography Definition of commercial Geography Nature of commercial Geography Scope of commercial Geography Importance of commercial Geography Geographical factors affecting agriculture Major types of Farming
August 2017	15	Industrial Crops Food Processing Units Agri- Marketing Rural-Urban Settlements Siting Factors Urban morphology commercial activities in the cities comparative urban structures north America Latin America African and middle East countries European countries Janapese, Russian structures Indian cities
Sept 2017	17	Classification of industries Factors affecting location of industries Iron steel, automobile, engineering, textile and chemical Population as a resource
Oct 2017	15	Patterns and factors affecting Air, Water, Road, Pipeline transportation, Development of telecommunication international trade Factors responsible for international trade Patterns of world trade
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2018	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2018	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2018	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sonal Apte

Subject- Macro Economic Analysis Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach, National Income concepts- Real and Nominal
Jan 2018	12	Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
Feb 2018	13	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Foreign Trade multiplier
March 2018	10	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Bharati Upadhye

Subject- Elements of HRM Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	14	Human Resource Management Introduction , development of HRM concept, HRD & HRM, Role of HR manager, Duties and Responsibilities of HR manager, Human resource Accounting, Benefits of HRA, Human Resource Audit and its Benefits, Manpower Planning Concept of Manpower Planning, Objectives, Importance Recruitment and Selection, Sources of Recruitment, Procedure, Basis of selection, Interviews ,Test, Induction Concept of succession Planning, Human Resource Research
Jan 2018	14	Performance Appraisal Concept, Objectives, Ethics and concept of performance management, Methods of Performance Appraisal Training and Development, Need, System Approach to Training, Education, Training and Development Merit Rating, need importance and method, Promotion, Transfer, Job description, Job evaluation, Job enlargement, Job enrichment, Job rotation, Job Analysis, Job Specification, Exit policy and its effects
Feb 2018	7	Tools to improve managerial effectiveness Kizen, Quality Circle, Time Management, TQM, SWOT Analysis Continuous improvement programme, Employee Safety Programme Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing
March 2018	10	Changes in technology, Health, family and work life balance, Cross cultural Training

		Multi Culturism, Continuous improvement program, Changing Skill requirement, Ethnocentric Approach, Polycentric Approach, Geocentric Approach, HCN, PCN, TCN
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Jan 2018	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2018	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2018	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2017	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2018	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2018	12	Long term fin planning & Leverages
March 2018	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher –Aditi Samir

Subject – Global Business Environment

Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2017	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2018	15	Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2018	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2018	10	Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Urvashi Kapoor

Subject – International Business Environment (301) Class –SYBBA (IB) (SEM 3)
Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Globalization & Environment consequences Trade of toxic chemicals, WTO's role in environmental pollution, Trade of ecological resources at world level
August 2017	12	SEZ (Special Economic Zone) & pollution problems. Dimensions of Eco-friendly Emerging business policies, Eco attitudes & Eco behavior, Ecological Concerned consumers & Green products.
Sept 2017	12	Business & Global Warming Carbon credit technology for mitigation of greenhouse gases, corporate role in reducing greenhouse gases.
Oct 2017	11	Business & Environmental Ethics Concept, principle & it's role, case studies of green industries, role of the international NGO's in environmental awareness. CASE STUDIES Minimum Five Cases
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Ulhas Kelkar

Subject – **Production & Operations Management (302)** Class – SYBBA (IB) (SEM 3)
Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction Meaning and Functions of Production Management, Role and Responsibility of Production Function in Organization, Types of Production System – Continuous and Intermittent, Plant layout - Objectives, Types, Materials Flow Pattern, Safety Considerations and Environmental Aspects. Production Design Definition, Importance
August 2017	12	Factors affecting product Design-Product Policy-Standardization, Simplification, Production Development-Meaning, Importance, Factors Responsible for Development, Stages in developing a new product, Techniques of Product Development Introduction to Value analysis and Value Engineering. Production Planning and Control Meaning, Objectives, Scope, Importance & Procedure of Production Planning
Sept 2017	13	Routing scheduling Master Production Schedule, Production Schedule, Dispatch, Follow up, Production Control-Meaning, objectives, Factors affecting Production Control. Make or Buy decision Concept of Outsourcing. Maintenance Meaning – Types of maintenance – Planning and scheduling of maintenance, Total Productive Maintenance. Method study, Work study and Time study Methods Study- Concept, Questioning Techniques, Principles of Motion Economy, flow Process Chart, Multiple Activity Chart, SIMO Chart, Travel Chart. Work Study - Concepts, Scope and Applications, Work Study and Production Improvement. Time Study – Routing Concepts, Stopwatch Study, Allowance, PMTS

Oct 2017	13	Systems (Concepts Only) Activity Sampling, Standard Time Productivity- Meaning, Importance, Measurement, Techniques, Factors affecting Productivity, Measures to boost Productivity- ISO 9000 to ISO 20000, Quality Control, Quality Circles, Kaizen Effects of Globalization on Business. Ergonomics Definition, Importance, Work and Rest Cycles, Bio-mechanical Factors, Effects of Factors such as Light, Ventilation, Noise, Heat on Performance, Importance, Safe Practices in handling Chemicals, Gases, Bulk Materials, Safety with cargo handling equipment, Safety equipments and Devices, Statutes Governing Safety
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Sonal Apte

Subject – **INTERNATIONAL ECONOMICS (303)** Class – SYBBA (IB) (SEM 3)
Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	INTRODUCTION 1.1. Meaning, Nature and Scope of International Economics 1.2. Inter-regional and International Trade THEORIES OF INTERNATIONAL TRADE 2.1 Adam Smith – Absolute Cost Advantage 2.2 Ricardo – Comparative Cost Theory
August 2017	12	2.3 Hecksher – Ohlin Theorem GAINS FROM INTERNATIONAL TRADE 3.1 Gains from Trade – Static and Dynamic 3.2 Trade as an engine of Economic Growth
Sept 2017	13	TERMS OF TRADE 4.1 Concept of Terms of Trade – Barter Terms of trade & Income Terms of Trade. 4.2 Factors influencing Terms of Trade. TRADE POLICY 5.1 Free Trade Policy – Meaning, arguments for and against. 5.2 Protection Policy – Meaning, Arguments for and against. 5.3 Tariff Barriers
Oct 2017	13	INTERNATIONAL ECONOMIC ORGANIZATIONS 6.1 World Trade Organization (WTO) – Evolution and Functions 6.2 International Monetary Fund – Objectives and Functions. 6.3 World Bank – Objectives and Functions
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Dhanashree Kotwal

Subject – **International Marketing (304)**

Class – SYBBA (IB) (SEM 3)

Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction Concept of International Marketing and its scope, Objectives of International Marketing, Challenges and Opportunities in International Marketing, Underlying forces of International Marketing Channels, Reason of entry in International Marketing
August 2017	13	International Policy Recent Import Export Policies and Procedures, Facilities and Incentives relating to Export Business. Procedural Aspect Export Documentation, Preparing Export Document Shipping and Customer Clearance of goods. Processing/Manufacturing goods for Export and their inspection by Government Authorities Compulsory
Sept 2017	13	Quality Control and Pre-shipment Inspections, Excise Clearance, Insuring goods against marine risk, Marine Insurance International Marketing Strategy Rules for successful exporting. International Market Segment Preliminaries for starting Export Business. Registration of Exporters. Sending/Exporting Samples. Appointing Overseas Agents obtaining a License (Export License)
Oct 2017	12	Pricing and Finance Strategy International Pricing Decisions and factors influencing these decisions. Uniform pricing Vs. Market by market pricing. Arranging Finance for Exports : Financial and fiscal incentives provided by the Government and Foreign exchange facilities by the R.B.I. and EXIM Bank. Institutional support from Government, Semi Government and Autonomous Organizations for Exporters Obtaining export

		credit Insurance. Labeling, Packaging, Packing and Marketing Goods for Orientation to GATT
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Prasad Barve

Subject – French (305)

Class – SYBBA (IB) (SEM 3)

Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Self-introduction. – profession, nationality Greetings. Address Subject pronouns Definite and indefinite, articles Être, avoir, some – er ending Verbs Plural of some nouns. Some adjectives.
August 2017	13	To understand personal information given by others and to ask and give personal information. Family, 0- 30 numbers, S'appeler Possessive adjectives Some Interrogatives. To reserve a hotel room 31- 60 numbers Dates, telephone numbers, Present tense of some –ir and Some –re ending verbs
Sept 2017	12	Travelling- make a program, and to tell it, Understand and read the time schedules, Interrogation Some interrogatives Some irregular verbs.
Oct 2017	13	To buy a train ticket, To understand train schedules, Understand and give directions, 61-1000, Some adjectives Contracted and partitive Articles, Negation Some more –ir ending Verbs
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Prachi Tembe

Subject – German (305) Class – SYBBA (IB) (SEM 3) Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	International words, in German, Greetings, Conversation in a Café, Alphabets, formulate questions, conjugation of verbs in present tense, personal pronouns, the verb 'to be'
August 2017	13	Communication in a language course Nouns: singular and plural forms, negation, definite and indefinite articles. Cities, countries and languages Past tense of the verb 'to be', questions starting with an interrogative pronoun, and a verb.
Sept 2017	12	People and houses Accusative case, Possessive articles in the nominative case, , adjectives in a sentence. Appointments Time, asking questions related to time, prepositions, verbs with a separable prefix
Oct 2017	13	Orientation Prepositions + Dative
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Third Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Mrugakshi Rajhans

Subject – Management Accounting (306)

Class – SYBBA (IB) (SEM 3)

Div.

Name of the Department – BBA (IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	<p>Introduction Major types of Accounting 1) Financial Accounting 2) Cost Accounting 3) Management Accounting Management Accounting Need, Essentials of Management Accounting, Importance, Objectives, Scope, Functions, Principal systems and Techniques, Advantages, Limitations, Distinction between Financial Accounting and Management Accounting, Distinction between Cost Accounting and Management Accounting.</p>
August 2017	13	<p>Analysis and Interpretation of Financial Statement Methods of Analysis Comparative Statements ,Common Size Statements Trend Percentage or Trend Ratios(Horizontal Analysis) Ratio Analysis Meaning of Ratio, Necessity and Advantages of Ratio. Analysis & Interpretation of Ratios. Types of Ratio i) According to the nature of items a. Balance Sheet Ratios b. Revenue Statements or Profit and Loss Account Ratios c. Inter Statement or Composite Ratios</p>
Sept 2017	12	<p>ii) Functional Classification. a. Liquidity Ratios b. Leverage Ratios c. Activity Ratios d. Profitability Ratios Problems Fund Flow Statement and Cash Flow Statement Meaning of Funds, Fund Flow Statement, Flow of Funds, Working Capital, Causes of changes in working Capital, Proforma of Sources and Application of Funds, Proforma of Adjusted Profit and Loss Account Proforma of Fund Flow Statement</p>

Oct 2017	13	Marginal Costing Meaning and Definition of Marginal cost and Marginal Costing, Contribution, Profit Volume Ratio, Advantages of Marginal Costing, Limitation, Problems Marginal Costing Meaning and Definition of Marginal cost and Marginal Costing, Contribution, Profit Volume Ratio, Advantages of Marginal Costing, Limitation, Problems
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sanjeev Tamhane

Subject – Foreign Exchange Operations (401) Class- SY IB (Sem 4) Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Balance of Payments 1.1 Concept and components of Balance of Trade and Balance of Payments 1.2 Equilibrium and Disequilibrium in the Balance of Payments.
Jan 2018	13	Foreign Exchange Rate Meaning of exchange rates. Fixed, Flexible and Managed Exchange Rates. Convertibility of Rupee on Current Account and Capital Account. Determination of Exchange Rates 3.1 Foreign Exchange Market 3.2 Purchasing Power Parity Theory 3.3 Spot and Forward transactions
Feb 2018	13	3.3 a] Cross Rates. Exchange Arithmetic on Spot, forward and cross Rates. 3.3 b] Arbitrage and speculation. Foreign Exchange Control 4.1 Meaning and objectives of Exchange Control. 4.2 Methods of exchange Control 4.3 FEMA – Introduction and Features 4.4 FEMA Provisions related to Export and import board features.
March 2018	12	Foreign Trade Contracts and Documents Inco Terms Letters of Credit –Meaning and types

		Documents used in Foreign Trade (At least 2 case studies on deficient documentation risks)
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Aditi Samir

Subject – **International Business in Services Sector (402)** Class- SY IB (Sem 4)
Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Growth of services sector: Factors responsible for Market and Marketability of services as distinct from goods – classification of services – Reasons for growth of services as fastest growing, sector of world trade- Global transferability of services Strategies to enter global market (Services)
Jan 2018	13	The role of services in the Indian Economy – Employment, Innovative entrepreneurship, FDI in services sector, Management problems in Services sector : Operations and Processes, Quality(GAP analysis), People, Physical evidence, Pricing. Introduction of important Services with export potentials : Tourism, Telecommunication, Entertainment, health care, Information Technology, Biotechnology, Retailing.
Feb 2018	13	World Trade in Services – Liberalization and Globalization of service services under W.T.O. agreements description of services covered, Issues related to WTO agreements – Trade barriers in services – International rules for banking, Securities and insurance
March	12	Problems in International Trade in Services : Data Collection – Launching of services in the international market, Product Support

2018		Services.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sonal Apte

Subject – **INTERNATIONAL AGRICULTURAL BUSINESS (403)** Class- SY IB
(Sem 4) Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	International Agri Business Meaning, Scope, Importance. Impact of international agri business on Indian Economy Comparative study of Indian Agro products with other countries Agro products. Strategic Advantage to Indian agro products (Environmental advantage & Governmental advantage)
Jan 2018	13	Agro Based Industries Scope in India Food processing Industries - Meaning, Future prospects of processed food industry Dairy Industry – Characteristics, product range, future growth Sugar Industry Constraints in export of processed food Study of international License for food industry
Feb 2018	13	EXIM Policy 2006-07 Special efforts to promote Agro based commodities Role of state Trading Corporation in importing cereals,oils,etc Quota Restriction on Agro Products Aims of Exim Policy (2001-02) in raising India's share (in context of agro products) in world trade.
March 2018	12	Agri Marketing Concept, Scope Difference between agri product marketing & manufactured product Mktg. Factors affecting demand of agro products

		Importance of Agri mktg.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18

{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Kaveri Badhwar

Subject – **Business Taxation (404)** Class- SY IB (Sem 4) Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Income Tax Act-1961. (Meaning ,Concepts and Definitions) Income, Person, Assesses, Assessment year, Pervious year, Agricultural Income, Exempted Income, Residential Status of an Assessee, Fringe benefit Tax, Tax deducted at Source, Capital and Revenue Income and expenditure.
Jan 2018	13	Computation of Taxable Income under the different heads of Income. a. Income from Salary- Salient features, Meaning of salary, Allowances and tax liability-Perquisites and their Valuation- Deductions from salary.(Theory and Problems) 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 & Profession -Definitions, Concepts, Practical Aspects - Deductions expressly allowed and disallowed (Theory only) d. Capital Gains - Chargeability-Definitions-Practical aspects - Cost of Improvement – Indexation - Short term and long term capital gains-Deductions (Theory only) e. Income from other sources - Chargeability-Deductions-Amounts not deductible - Taxation (Theory only)
Feb 2018	13	Computation of Total Taxable Income of an Individual. Gross total Income- deductions u/s-80(80ccc to 80 u) Income Tax calculation- (Rates applicable for respective Assessment year) Education cesses, Refund of tax & practical aspects of refund. Miscellaneous : Return of Income-Advance payment of Tax – Methods of payment of tax-

March 2018	12	Forms of Returns - Organization structure of Income Tax Authorities/Administrative and Judicial Originations) Central Board of Direct Tax (Functions and powers of various Income Tax Authorities) Introduction to Indirect Taxation : Concepts in Central Excise – Central Sales Tax – Service Tax (Theory only)
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Prasad Barve

Subject – **French (405)** Class- SY IB (Sem 4) Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Checking in a hotel, Ask information about the hotel, Housing in France Contracted and partitive articles continued To tell the time Demonstrative adjectives. Some qualificative adjectives – singular and plural
Jan 2018	10	Reserving a table at a hotel Ordering at a restaurant Likes and dislikes Partitive articles continued Past tense with 'avoir Recognising direct object
Feb 2018	11	Order travellers cheques Exchange rate, banking Opening a bank account Verbs followed by infinitive Futur proche Shopping , Asking for directions To talk in the future Imperative Some irregular verbs Future tense
March 2018	11	Asking information at gasstation Services of gas-station Understand road signs Customs Past tense with 'être' Concept of Francophony Revision

TOTAL	42	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Prachi Tembe

Subject – **German (405)** Class- SY IB (Sem 4) Div

Name of the Department- BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Professions and daily routine Modal verbs (müssen, können), possessive articles in accusative case. Berlin (Tourism) Prepositions + Accusative and dative
Jan 2018	13	Vacation in Germany Perfect tense Culinary details Comparative degree as given in the textbook
Feb 2018	10	Weather and clothes Adjectives in accusative, demonstrative Article
March 2018	7	Body and health Imperative, personal pronoun in accusative, modal verb (dürfen), Revision

TOTAL	40	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Bharati Upadhye

Subject – **Business Exposure (406)** Class- SY IB (Sem 4) Div

Name of the Department- BBA(IB)

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN for Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Shalaka Deshpande

Subject – Business Ethics (501) Class – TYBBM (Sem 5) Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics. Types of Ethics, Importance of Ethics, Nature of Ethics. Business Ethics- Meaning and nature. Importance of ethics in business.
August 2017	12	Business Ethics- Types of business Ethics-Relation between corporate responsibility & Business ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy-Relationship Between Business Ethics & Business Development-Role of Business Ethics in Building a civilized society.
Sept 2017	12	Moral issues in Business Justice & Economic system-ethics related to environment protection-Ethics relating to Consumer protection-Social responsibility & Business ethics arguments for and against social responsibility. Areas of Business ethics Meaning of functional ethics-types of ethics
Oct 2017	14	Types - According to functions of business: marketing ethics, foreign trade ethics and ethics relating to Copyrights. Organizational Ethics Individual Ethics- Professional ethics. Corporate Ethics- Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.

TOTAL	48	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Shalaka Deshpande

Subject – Business Law (502) Class – TYBBM (Sem 5) Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Indian Contract Act 1872: Definition, Kinds and concept of contracts, Offer and Acceptance, Consideration, Capacity of Parties, Free Consent Legality and Objects of consideration, Void Agreements, Performance of Contract,
August 2017	12	Indian Contract Act 1872: Discharge of Contract and Remedies The Sale of Goods Act 1930: Contract of Sale of Goods, Conditions and Warranties, Transfer of Property, Performance of a contract of sale.
Sept 2017	12	Indian Contract Act 1872: Rights of unpaid Seller. Business Entities: Introduction to the concept of Sole Proprietorship, Partnership, Joint Hindu Family Business, Co-operative Societies and Company. Introduction to the Companies Act,1956: Nature & Types of Company, Formation of a Company, Memorandum of Association, Articles of Association, Prospects and allotment of Shares, Shares and Share Capital, Meeting and Proceedings
Oct	14	The Consumer Protection Act, 1986: Salient features of Act, Definitions-Consumer, Complaint, Services, defect and

2017		<p>Deficiency, 8 Rights and Reliefs available to consumer, Procedure to file complaint, Consumer Dispute Redressal Agencies (Composition, Jurisdiction, Powers and functions). Procedure followed by Redressal Agencies.</p> <p>Intellectual Property Rights: Definition and conceptual understanding of Patent Trademarks. Copy Rights and Design. (Under the relevant Indian current statutes.)</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Sonal Apte

Subject – International Relations (503) Class – TYBBM (Sem 5)

Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Overview of International Relations 1.1 Economic Relations 1.2 Socio –Cultural Relations 1.3 Legal Relations 1.4 Political Relations
August 2017	12	Regional Economic Integration & their current Practices 2.1 European Union [EU] & their current Practices 2.2 North Atlantic Free Trade Agreement [NAFTA] & their current Practices 2.3 South Asian Association for Regional Co-operation[SAARC] & their current Practices
Sept 2017	12	2.4 SAARC Preferential Trading Arrangement [SAPTA] & their current Practices Socio-Cultural Relations 3.1 Social Structure – Dualism in Indian Society and Problem of uneven income distribution 3.2 Culture and workplace Religious and ethical systems Legal Relations 4.1 WTO provisions relating to preferential treatment of developing Countries
Oct 2017	14	4.2 Implications of WTO pertaining to 4.2.1 General Agreement on Trade in Services [GATS] 4.2.2 Trade Related Intellectual Property Rights [TRIPs] 4.2.3 Trade Related Investment

		measures [TRIMs] 4.2.4 Commodity Agreement Trade Relations 5.1 Instruments of Trade Policy 5.1.1 Tariffs 5.1.2 Subsidies 5.1.3 Quotas 5.2 Dumping – Meaning and Antidumping policies 5.3 Case Studies
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING
PLAN - for Third Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Sanjeev Tamhane

Subject –: International Banking & Finance (504) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	<p>Introduction: 1.1 Meaning and Definition of 'Bank'</p> <p>1.2 Functions of Bank</p> <p>A. Primary functions: Accepting deposits: Demand deposits: Current and Savings; No Frills Account, Time deposits- Recurring and Fixed deposits, Flexi Deposits Granting Loans and Advances-Term Loan, Short term credit, Overdraft, Cash Credit, Purchasing, Discounting of bills</p> <p>B. Secondary functions: Agency Functions- Payment and Collection of Cheques, Bills and Promissory notes, Execution of standing instructions, Acting as a Trustee, Executor. General Utility Functions: Safe Custody, Safe deposit vaults, Remittances of funds, Pension Payments, Acting as a dealer in foreign exchange.</p>
August 2017	12	<p>1.3 Various Ways of creating Relations in International Market Management Contract, Franchising, Use of Logo, Mergers & Acquisition, Opening of Branch Offices.</p> <p>Role of Commercial Banks in Financing Import & Export • Role of Commercial Banks. • Role & Functions of EXIM Bank & ECGC [Export Credit Guarantee Corporation] • Types of Bank Deposits & advances for Importer & exporter (i.e. NRE- Non Resident External A/c NRO-Non Resident Ordinary A/C FCNR-</p>

		Foreign Convertible Non Resident A/C • NRNR – Non Resident Non repatriate A/c Deposits] • Introduction of Nostro Vostro & Laro Account) • Transactions (i.e. Bill Discounting, Pre & Post shipment Financing, Package Financing Concept of Fee Based & Fund Based Financing(Bank Guarantee, Letter of Credit) Loan Syndications
Sept 2017	12	International Debt Settlement 3.1 Methods of Settlement of International Debts, Open Account, Advance Remittances 3.2 Detailed Study Of Letter of Credit Transactions – 3.3 Concepts of Factoring & Forfeiting Role of International Financing Agencies 4.1 World Bank, IMF- International. Monetary Fund, BIS- Bank for International settlement, ADC-Asian Development Corporation. 4.2 Modern Ways of Financing of International trade – Private Equity, Block Deals, FDI, ADR-American Depositary Receipts GDR &ECBs – External Commercial Borrowings
Oct 2017	14	4.3 Risks in International trade-Economic Risks, Transaction & Translation Risk – Ways & means of Risk. 4.4 Hedging Techniques (Currency Futures, Swaps, Forwards , Collars& CAPS Euro Currency Market 5.1 Meaning – Features –Why does this Market Exist? 5.2 Segments of Euro Currency Market 5.3 Advantages of Euro Currency Market
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Rajeev Deo

Subject –: Business Reporting & Analysis (505) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	<p>Introduction to Business Reporting. Business Reporting --- Definition --- Importance ----- Scope – User of Business Report – Factors Affecting Business Reporting.</p> <ul style="list-style-type: none"> • Business, Industry, Category, Segment and its explanation. • Discuss various Business Industries with reference of the above. • Analysis Parameters : Industry Size, Segment Size, Category Size, Segment wise contribution, Growth Patterns, Growth Drivers, Competition CSF, KPI.
August 2017	12	<ul style="list-style-type: none"> • Category Attractiveness: BCG matrix, Porter's 5 force analysis • Designing of Reporting format, Preparing Business Plans. • Preparing for Business Meetings • Selective Business Strategies <p>Areas of Business Reporting Marketing Reports --- Financial Reporting — Inter Company & Intra Company analysis — Macro Economic Analysis --- Human Recourses Need & Forecasting — Global opportunities & Diversification.</p>
Sept 2017	12	<p>Business Analysis & Interpretation Business Analysis – Procedure – Factors to be Consider in Business Analysis</p>
Oct	14	<p>Various Tools & Techniques used in Business Analysis & Interpretation.</p>

2017		Procedure of Business Analysis Company Analysis --- Economic Analysis --- Sector Analysis& its Correlation with Business Analysis --- Introduction & use of Various Statistical Simple Statistical Techniques & Tools.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2017-18
{From 01.07.2017 to 30.10.2017}

Name of the Teacher – Bageshree Deo

Subject –: E- Commerce Technology (506) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2017	10	Introduction to E-Commerce 1.1 What is E-Commerce (Introduction And Definition) 1.2 Main activities E-Commerce 1.3 Goals of E-Commerce 1.4 Technical Components of E-Commerce 1.5 Functions of E-Commerce 1.6 Advantages and disadvantages of E-Commerce 1.7 Scope of E-Commerce 1.8 Electronic Commerce Applications 1.9 Electronic Commerce and Electronic Business(C2C, C2G, G2G, B2G, B2P, B2A, P2P, B2A, C2A, B2B, B2C)
August 2017	12	Building Own Website 2.1 Reasons for building own website 2.2 Benefits of Website 2.3 Cost, Time, Reach 2.4 Domain Names – Meaning and types of Internet Organizations(.edu, .com, .mil, .gov, .net) 2.5 Internet Service Provides 2.6 Registering a Domain Name 2.7 Web promotion – Meaning and Concept 2.8 Types of Website Promotion like Target email, Baner Exchange, Shopping Bots Internet, Extranet and Intranet 3.1 Definition of Internet 3.2 Evolution of Internet
Sept 2017	12	3.3 Advantages and Disadvantages of the Internet 3.4 Definition of Intranet & Extranet 3.5 Components of Intranet 3.6 Extranet and Intranet Difference 3.7 Internet Marketing 3.6.1 Meaning of Internet Marketing 3.6.2 Pros & Cons of Online Shopping 3.6.3 Different Techniques of Internet Marketing

		Electronic Data Exchange & E-Governance: 4.1 Electronic Data Interchange (EDI) 4.1.1 Introduction 4.1.2 Concepts of EDI 4.1.3 Applications of EDI& Its Limitation 4.1.4 EDI model
Oct 2017	14	4.2 E-Governance 4.2.1 Introduction 4.2.2 E-Governance in India 4.2.3 Import, Export Electronic Payment System 5.1 Introduction to EPS 5.2 Meaning of Traditional and Modern Payment System 5.3 Types of Modern Payment System (GIRO Payment, Credit Card, Smart Card, Direct Transfers, Stored Value Card, Point of Scale, Micropayment, Electronic Cash, E-cheque, RTGS, Security measures of online transactions, Threats of Payment System etc.)
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sanjeev Tamhane

Subject – Import Export Procedure (601) Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Essentials for Export 1.1 Registration – IEC, RCMC [Registration cum membership Certificate.] EPC-Export promotion council, central excise. 1.2 Categories of Export 1.2.1 Physical 1.2.2 Deemed Export 1.2.3 Merchant 1.2.4 Manufacture Export 1.3 Shipping Documents 1.4 Terms used in Shipping
Jan 2018	12	Custom Clearance Procedure for Imported Cargo: Documentation, Consignment, Clearance Procedure, Payment Procedure, Concept of Ware Housing, Procedure for Importing Goods within relevant provisions under various Acts. Export Procedure 3.1 Basic Documentation 3.2 Excise clearance for export 3.3 Quantity – Preshipment inspection 3.4 Packaging, Marketing, Labeling 3.5 Shipment of Goods
Feb 2018	12	3.6 GSP [Generalized System of preferences] Rules & Origin 3.7 Role of overseas agent & remittance of commission. 3.8 Incentives for export from Govt. 3.9 Various modes of transport. Benefits of Export 4.1 Service Tax benefits 4.2 Excise clearance benefits / rebates 4.3 Income Tax benefits

March 2018	14	Duty Drawback & Remittance Scheme Advance License Replenishment license Special Interest License DEPR Scheme [Duty Entitlement Pass Book Scheme] DFRC Scheme [Duty Free Replenishment Certificate]
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Shalaka Deshpande

Subject –International Business Law (602) Class- SY IB (Sem. 6) Div

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	International Law Meaning, scope, objects, state Jurisdiction Evolution of International Economics/ Trade Law with special reference to United Nation's role in its development. Trans-National Corporations-their rights, duties & responsibilities under International Law Charter on Economic Rights & Duties of State (ERDS)
Jan 2018	12	United Nations Conference on International Trade(UNICITRAL) International Finance Corporation (IFC) International Development Programme (UNDP) Organization for Economic Co-operation & Development (OECD)
Feb 2018	12	International Trade 3.1 Unification of law of International Sale of Goods 3.2 Uniform Customs & Practice of Documentary Credits & international Chamber of Commerce 3.2.1 UNICITARAL Model for Inter Credits & Guaranties 3.2.2 UNICITARAL Model for International Payments 3.2.3 UNICITARAL Model for Electronic- commerce 3.3 International Convention Governing Bill of Lading 3.3.1 Brussel Convention 3.3.2 UNICITARAL Convention International Dispute Settlement Machinery W.T.O. Dispute

		Redressed system International Court of Justice- Constitutional, Jurisdiction, Procedure, Evaluation World Bank Inspection Panel- Functions & Procedure
March 2018	14	International Clauses for Settlement of Investment Disputes (ICSID)- Tribunal, Function & Procedure International commercial Arbitration & Enforcement of Foreign Awards Indian Law affecting International Trade Foreign Trade (Regulation & Development) Act 1992. The Customs Act 1962 (Definitions-Authorities-Penalties) Role & functions of Indian Government Bodies for promotion of International Trade Ministry of Commerce Board of Trade Commodity Organization Export Promotion Council Commodity Boards Service Institutions Indian Government Trade Representative Abroad
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Sonal Apte

Subject – Study of Global Economics (603) Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction 1.1 Globalization 1.1.1. Drivers of Globalization 1.1.2. The Globalization debate 1.2 The changing world order 1.3 Global economy of the 21st Century Study of International Monetary Fund [IMF] And World Bank with reference to : 2.1 Nature of Global financial markets
Jan 2018	12	2.2 Emerging markets 2.3 Poverty Aid Global Human Resource Management 3.1 International Labour Relations – concern and strategy of organized labour. 3.2 Mobilizing talent for global development with respect to international migration of skilled and unskilled labour
Feb 2018	12	Challenges confronting the global economy with reference to : 4.1 Energy and commodity crisis 4.2 Financial turmoil India in the Global Setting : 5.1 India – An emerging market
March 2018	14	5.2 India in Global Trade 5.3 Liberalization and integration with the global economy

		Case studies in Economic and Business Environment in the Global Economy 6.1 India and Europe 6.2 India and Association of South East Asian Nations [ASEAN] 6.3 India and North America
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-1978
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Rajeev Deo

Subject –: International Project Management (604) Class- SY IB (Sem. 4) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction to International Project Management: 1.1 Introduction 1.2 Definition of Project 1.3 What is Project Management? 1.4 Characteristics of a Project 1.5 Roll of Project Manager and skills required, Knowledge required, 1.6 Complicities of a Project 1.7 Different Types of Projects 1.8 7's Of project Management
Jan 2018	12	Strategy planning & Project Management 2.1 Need for Strategy in Project Management 2.2 Resource Co-ordination 2.3 Project performance measurement 2.4 Work breakdown structure, Stakeholder Management 2.5 Project Analysis : Technical aspects, Financial aspects, Risk factors & management 2.6 Social cost benefit analysis Time, Cost and Quality Planning 3.1 Process 3.2 Gantt Charts 3.3 Estimating
Feb 2018	12	3.4 Critical Path Analysis 3.5 Arrow – on- Arrow Diagrams 3.6 Scheduling 3.7 Quality Conference Planning 3.8 Quality Performance Planning 3.9 Project Structure Teams 3.10 Organization Project Delivery & Control 4.1 Requirement of Control System

		4.2 Defining System, Characteristics of Importance 4.3 Defining Variation Limits
March 2018	14	4.4 Measurement, Making Process Visible 4.5 Feedback & Corrective Action 4.6 Project Completion & Handover 4.7 Improvement Activities 4.8 Training & Education 4.9 Audit & Review 5. Cultural Factors Influencing International Projects & Learning 5.1 Different Countries, Different Cultures, How it can be useful in International Projects 5.2 Future Challenges for Project Management, Managing change & its issues 5.3 Improving Project Performance
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Ulhas Kelkar

Subject –: Supply Chain & Logistics Management (605)

Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Basic Concept about distribution system 1.1 Basic concept of distribution system Logistics needs 1.2 Setting distribution objectives. 1.3 Definition of physical distribution concept of distribution cost. Analysis of distribution cost. Element of total cost in physical in distribution system. 1.4 Developing channel design
Jan 2018	12	Channel Section Control system for efficiency Productivity aspects of logistics management. Distribution & customer satisfaction, Channel strategy decision. Channel management & channel strategy Selections of channel partner & Strategies of channel of distribution. Objectives of channel of distribution Patterns of distribution.
Feb 2018	12	Factors in the selection distribution channel. Motivation of intermediaries Motivational tools & control areas. Remuneration of the sales person. Logistics for customer satisfaction. Functional areas of logistics

		integration.
March 2018	14	Marketing & physical Distribution 5 Physical Distribution Management Transportation Models of Transportation. Distribution analysis control & management. Standards of performance of distribution & analysis. Controlling the distributor and retailer.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2017-18
{From 01.12.2017 to 31.3.2018}

Name of the Teacher- Manjusha Wadekar

Subject – Research Methodology (50 Marks) & Project (50 Marks) (606)

Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2017	10	Introduction to Research Methodology – 1.1 Meaning & Definition of Research 1.2 Significance & Limitations of Research 1.3 Types of Research 1.4 Research Design (Definition, Objectives, Essentials of good Research Design) 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)
Jan 2018	12	2.3 Secondary Data ((Definition, Advantages, Disadvantages, Types &Methods of collection of Secondary Data) 2.4 Introduction to Sampling (Types) Analysis & Report Writing – 3.1 Data Processing, Analysis, Interpretation, 3.2 Meaning & Characteristics of Research Report, Steps involve in report writing
Feb 2018	12	Project – Individual discussion of projects

March 2018	14	Project – Individual checking and discussion of projects
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
August 2018	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance & Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2018	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance, nature, techniques, Co-ordination- Concept, Importance
Oct 2018	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management

		Total Quality management International management Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
August 2018	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2018	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2018	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network,

		Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
August 2018	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2018	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>

Oct 2018	15	Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
August 2018	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2018	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2018	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
August 2018	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2018	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2018	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc.

		,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Aditi Samir

Subject – Business Demography Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	20	Introduction to Demography, Meaning of Demography, Definition of Demography, Nature of Demography, Scope of Demography, Importance of Demography, Present population situation and past and future trends in the world Components of Demography Concepts of Fertility, Birth Rates Calculation and Factors Affecting Fertility, Concepts of Mortality, Death Rates Calculations and Factors Affection Mortality, Migration Concept Definitions Classification, Pull and Push Factors, Demographic Transition Theory, Concept Of Growth Rates Calculations
August 2018	10	Population distribution and density, Definitions of Population Density and Distribution, Indian Population Density: Spatial Distribution, Factors Affecting Population Distribution and Density, Concepts of Over Under and Optimum Population, Population Related Problems Faced By Over Populated, Under Populated And Advanced Countries
Sept 2018	8	Composition and characteristics of population (concepts and statistics) Sex Ratio, Literacy Rates, Age Sex Pyramids, Work Participation Rate, Human Development Index, Languages And Dialects

Oct 2018	7	Settlement Studies, Rural and Urban Settlements (Concepts in Different Countries), Factors Responsible for Urbanization, Urban Morphology: Central Business Districts, Rural Urban Fringe, Problems Faced by Urban Sprawls, Solutions To The Urban Problems
TOTAL	45	

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- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2019	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2019	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2019	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

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- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	Nature and evolution of business Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
Jan 2019	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
Feb 2019	15	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
March 2019	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce, Online Trading, patents, trademarks and Copy rights, Challenges before

		Indian business sector
TOTAL	45	

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-

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Jan 2019	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Feb 2019	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
March 2019	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

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- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Jan 2019	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2019	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2019	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

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 –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2019	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2019	12	Long term fin planning & Leverages
March 2019	6	Recent trends in Finance
TOTAL	45	

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- Aditi Samir

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2019	15	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2019	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2019	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2018	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Aug 2018	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
Sept 2018	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
Oct 2018	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2018	11	Nature and evolution of business Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
Aug 2018	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
Sept 2018	15	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
Oct 2019	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce, Online Trading, patents, trademarks and Copy rights, Challenges before

		Indian business sector
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher-

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2018	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Aug 2018	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Sept 2018	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
Oct 2018	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2018	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Aug 2018	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Sept 2018	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
Oct 2018	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2018	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Aug 2018	16	Capital Structure and Capitalisation & Short term Fin Planning
Sept 2018	12	Long term fin planning & Leverages
Oct 2018	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher- Aditi Samir

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2018	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Aug 2018	15	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Sept 2018	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
Oct 2018	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher- Shubhendu Pandit

Subject- Production & Operations Management Class- SYBBA (Sem 4)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Jan 2019	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Feb 2019	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
March 2019	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher- Sonal Apte

Subject- International Business Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction to IB, Trade Theories, Globalization and its drivers
Jan 2019	8	MNCs, Modes of entry, FDI & FIIs, BOT & BOP
Feb 2019	12	International Monetary System, Fixed, Flexible & Managed Rates, FOREX Market, FERA & FEMA
March 2019	15	IMF, World Bank & WTO, Trading Bloks (NAFTA, SAARC, EU, ASEAN)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SYBBA (Sem 4) Div:

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
Jan 2019	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
Feb 2019	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
<p>March 2019</p>	<p>10</p>	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
<p>TOTAL</p>	<p>45</p>	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher – Prasad Barve

Subject – French

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Jan 2019	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Feb 2019	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
March 2019	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Forth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Jan 2019	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Feb 2019	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
March 2019	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject -Short term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	12	Introduction to Short Term Analysis - Concept and components & concept of Working capital Management
Jan 2019	16	Sources of Working Capital – Reserves, C.C. and Bank Overdraft & Ploughing back of profits
Feb 2019	12	Computation of working capital Sums
March 2019	6	Cases of working capital and consideration of Tandon committee norms
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Product and Strategic Brand Management** Class – **SYBBA** Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Dec 2018		1	Product
		1.1	Meaning and Anatomy
		1.2	Product Classification
		1.3	Product Mix (Decisions in Covid Crisis)
		1.4	Product Life Cycle
		2	Product Management
		2.1	Meaning, Need and Scope
		2.2	Product Management Functions
		2.3	Product Management Decisions
		2.4	Changing/Challenging Role of the Product Manager especially in Covid Crisis.
Jan 2019		3	Product Line Decisions
		3.1	Product Differentiation
		3.1	Packaging (importance of packaging in covid situation).
		3.3	Labelling
		3.4	Product Launch
		4	Brand
		4.1	Meaning
		4.2	Products Vs. Brands
		4.3	Brand Creation
		4.4	Branding Challenges & Opportunities
4.5	Historical Origins of Branding		

Feb 2019		5	Strategic Brand Management
		5.1	Brand Management Process
		5.2	Brand Management Programs
		5.3	Measuring Brand Performance
		5.4	Growing & Sustaining Brand Equity
		6	Brand Elements to Build Brand Equity
		6.1	Criteria for choosing Brand Elements
		6.2	Options & Tactics
		6.3	Legal Branding Considerations
March 2019		7	Secondary Brand Associations
		7.1	Leveraging SBA
		7.2	Company
		7.3	Country of Origin
		7.4	Channels of Distribution
		7.5	Co-Branding
		7.6	Licensing
		7.7	Celebrity Endorsements
		7.8	Third Party Sources
		8	Branding Strategies & Naming New Products
		8.1	Branding Strategies
		8.2	Brand Pyramid : Brand Building Blocks
		8.3	New Products& Brand Extensions
		8.4	Brand Failures
		8.5	Deadly Sins of Brand Management
8.6	Guidelines for making a Strong Brand		
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –Aditi Samir

Subject -Current Trends in Services Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	12	Healthcare services Meaning concepts, Marketing Mix and recent trends, Education services Meaning concepts, Marketing Mix and recent trends
Jan 2019	12	Entertainment services Meaning concepts, Marketing Mix and recent trends
Feb 2019	12	Transportation & telecommunication services Meaning concepts, Marketing Mix and recent trends
March 2019	9	Media and other services Meaning concepts, Marketing Mix and recent trends
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Long term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	12	Introduction to Long Term Funds Concept and components
Jan 2019	16	Introduction to Capital Budgeting and Risk Analysis - Sums
Feb 2019	12	Cases and calculations of Capital Budgeting techniques
March 2019	6	Calculation of Cost of Capital --- WACC
TOTAL	45	Total hours

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher- Deepa Sharma

Subject- International Marketing

Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
Jan 2019	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
Feb 2019	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
March 2019	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher- Aditi Samir

Subject- Services operations Management and Quality issues Class- SYBBA
(Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	15	Understanding customers' expectations and perceptions Gronroos model GAP Model Framing customers' expectations
Jan 2019	15	Expectation surveys, Aligning service designs and standards Bench marking Blue printing
Feb 2019	15	Delivering & performing services Service recovery & complaint handling process Managing service promises Service guarantee
March 2019	15	Developing service distribution standards, Other quality techniques
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Supply Chain and Logistics Management 501 Semester V
Class- TYBBA Div. A and B

Name of the Department BBA/BBA (IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	10	Supply Chain Management – 1.1 Concept, objectives, significance 1.2 Process view of a supply chain-cycle and push pull view 1.3 Drivers/components of supply chain – Facilities, Inventory, Transportation, Information, Material Handling
August 2017	13	1.4 Achieving tradeoff between customer services and cost Physical distribution – 2.1 Definition, Importance, participants in physical distribution process. 2.2 Marketing Channels – Definition and Importance 2.3 Different forms of channels - Unconventional channels - Channels for Consumer goods, Industrial Goods & Services – Integrated Marketing Channels – Horizontal, Vertical, Multi-channel 2.4 Functions of Marketing Channels 2.5 Channel Management – Channel Selection Process & criteria 2.6 Performance appraisal of Channel Members - Channel Conflicts & Techniques to resolve channel conflicts
Sept 2017	12	Procurement – 3.1 Supplier Management, Management Supplier Selection, Tendering, E Tendering, Negotiation 3.2 Warehouse and Dispatch Management - Types of Warehousing, Warehouse Layout Docking and Marshalling, Warehouse Safety Management.

		Inventory – 4.1 Need and Types of Inventory 4.2 Costs associated with Inventory– Basic EOQ Model - EOQ with discounts; ABC Analysis - (Numericals expected on Basic EOQ, EOQ with discounts & ABC)
Oct 2017	13	4.3 Stacking and Racking Systems. LIFO , FIFO Current trends in Supply chain management – 5.1 Green Supply Chain Management 5.2 Role and Future of IT in the Supply Chain 5.3 Customer Relationship Management 5.4 Supplier Relationship Management 5.5 E-Business and the Supply Chain; E-Business in Practice
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Entrepreneurship Development 502 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Entrepreneur and Entrepreneurship:</p> <p>1.1 Concept of Entrepreneur, Manager, Intrapreneur</p> <p>1.1.1 Definition ,meaning and functions of an entrepreneur</p> <p>1.1.2 Concept of Manager</p> <p>1.1.3 Roles and Responsibilities of Manager</p> <p>1.1.4 Concept of Intrapreneur</p> <p>1.2. Need and Importance of Entrepreneurship</p> <p>1.3. Enterprise v/s Entrepreneurship</p> <p>1.4. Self Employment v/s Entrepreneurship</p> <p>1.5. Problem of Unemployment and Importance of wealth creation</p>
August 2017	13	<p>1.6. Entrepreneurial career as an option.</p> <p>Business opportunity Identification and Preliminary Project Report(PPR):</p> <p>2.1 Opportunity Search: Divergent Thinking Mode:</p> <p>2.1.1 Meaning ,Objectives</p> <p>2.1.2 Tools and Techniques: Environmental scanning for business opportunity Identification</p> <p>2.2 Opportunity Selection: Convergent Thinking Mode:</p> <p>2.2.1 Meaning ,Objectives</p> <p>2.2.2 Tools And Techniques: Market Survey</p> <p>2.3 Preliminary Project Report(PPR)</p>
	12	Business Plan:

Sept 2017		<p>3.1 Meaning and ,Objectives of Business Plan</p> <p>3.2 Elements of Business Plan</p> <p>3.3 Business Planning Process - Self Audit, Evaluation of Business Environment, Setting Objectives, Forecasting Market Conditions, Stating actions and resources required, Evaluating Proposed plan, Assessing Alternative strategic plans, Controlling the plan through Annual Budget</p> <p>Institutional Support to New Venture (Students are expected to study the assistance scheme of following institutions)</p> <p>4.1 District Industries Center(DIC)</p>
Oct 2017	12	<p>4.2 Maharashtra Industrial Development Corporation(MIDC)</p> <p>4.3 Small Industries Service Sector(SISI)</p> <p>4.4 Micro, Small & Medium Enterprise(MSME) Financial Assistance for Small Enterprise: Institutional: a)Bank Loan b) Angel Funding c) Venture Funding d) Self Employment Schemes of Government of Maharashtra e) Government Financial Institutions: Khadi and Village Industries Board(KVIB),Rajiv Gandhi Udyami Mitra Yojana (RUGMY) f) Prime Minister Employment Generation Programme (PMEGP)</p> <p>Study of Entrepreneurs' Biographies:</p> <p>5.1 Rahul Bajaj</p> <p>5.2 Kiran Muzumdar Shaw</p> <p>5.3 Azim Premji</p> <p>5.4 Sabeer Bhatia</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Business Law 503 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	Indian Contract Act 1872 1.1 Definition, kinds and concepts of contracts, Essentials U/S10 1.2 Offer and Acceptance 1.3 Consideration 1.4 Legality and Objects of consideration 1.5 Capacity of Parties 1.6 Free Consent 1.7 Void Agreements and Agreements opposed to public policy 1.8 Performance of Contract
August 2017	13	1.9 Discharge of Contract and Remedies. The Sale of Goods Act 1930 2.1 Contract of Sales of Goods-Essentials 2.2 Distinction between Sale and Agreement to Sale 2.3 Subject matter of Contract of Sale-Classification of goods & Concept of Price 2.4 Conditions and Warranties-Types and Distinction 2.5 Transfer of Property-Possession & Risk, Passing of property, Goods sent on approval or “on sale or return” basis, Sale by Non-owner 2.6 Performance of a contract of sale-Delivery of goods, Rights and duties of the buyer, buyers liability for rejecting or refusing delivery 2.7 Rights of unpaid Seller

		2.8 Remedies for Breach of Contract of Sale
Sept 2017	12	<p>The Companies Act, 1956</p> <p>3.1 Company-Definition, Meaning, Features and Types of Companies</p> <p>3.2 Incorporation of a Company-Mode of forming ,Documents to be filed with registrar, Certificate of Incorporation, Effects of Registration, Promoter and his position</p> <p>3.3 Memorandum of Association-Its contents and alteration, Doctrine of Ultra Vires</p> <p>3.4 Article Of Association- Its contents and alterationComparison between Articles and Memorandum, Doctrine of Indoor Management</p> <p>3.5 Prospectus- Registration and contents</p> <p>3.6 Statement in lieu of Prospectus</p> <p>Information Technology Act, 2000</p> <p>4.1 Preliminary and Definitions</p>
Oct 2017	12	<p>4.2 Digital Signature: Concept, Authentication of electronic records</p> <p>4.3 Electronic Governance (Legal recognition of electronic records, Legal recognition of digital signatures, Use of electronic records and digital signatures in Government and its agencies)</p> <p>4.4 Advantages and Disadvantages of E-Governance</p> <p>The Right To Information Act, 2005</p> <p>5.1 Preliminary & Definitions</p> <p>5.2 Right to Information and obligations of Public Authority:</p> <p>5.3 Designation of Public Information Officers:</p> <p>5.4 Request for obtaining information, Disposal of request, Exemption from disclosure of information.</p> <p>5.5 Grounds for rejection to access in certain cases, Severability, Third party information</p> <p>5.6 The Central Information Commission:</p> <ul style="list-style-type: none"> • Constitution of State Information Commission. • Tenure of office and conditions of service. • Removal of State Chief Information Commissioner or State

		Information Commissioner • Powers & Functions of the Information Commissions, Appeals and Penalty
TOTAL	48	

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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Research Methodology 504 Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Introduction to Research</p> <p>1.1 Research – Meaning, Characteristics & Importance</p> <p>1.2 Basic Research Process – An overview & steps involved</p> <p>1.3 Research Design – Meaning, Characteristics of a good research design</p> <p>1.4 Components of Research Design</p> <p>1.5 Sampling Design – Steps involved & Types of Samplings</p> <p>Sources of Collection of Data:</p> <p>2.1 Primary Data: Concept and Definitions</p>
August 2017	13	<p>2.2 Respondents: Concept and Meaning</p> <p>2.3 Secondary Data: Concept and Definition</p> <p>2.4 Types of sources of secondary data</p> <p>Methods of Collecting of Data:</p> <p>3.1 Primary Data: Methods of collecting primary data,</p> <p>3.1.1 Survey Method: Types of surveys</p> <p>3.1.2 Questionnaire Method: Types of questions, Essentials of good questionnaire</p> <p>3.1.3 Interview Method: Types of Interviews</p> <p>3.1.4 Experimentation & Observation Methods: Types of observations</p> <p>3.1.5 Focus Group Methods like Panel groups & Group Discussions</p>

		3.2 Secondary Data: Methods of collecting secondary data
Sept 2017	12	3.2.1 Evaluating Quality of Data 3.2.2 Advantages and Disadvantages of Secondary Data Data Processing & Analysis 4.1 Data Processing – Editing, Codification, Classification, Tabulation, Scaling & Measurement (Should be taught with help of computer) 4.2 Data Analysis – Methods of analyzing data 4.3 Hypothesis - Concept and Types of Errors 4.4 Hypothesis Testing – Chi Square Test, Z-test & t-test
Oct 2017	12	Writing Skills for Business Research: 5.1 Project Report Writing – Selecting and defining topic, Writing Chapters, Subject Matter, Style and Structure 5.2 Research Paper Writing – Structure of research paper, referencing styles 5.3 One Research Paper to be written and presented by student (50 % Weightage in Internal Evaluation to be given for the same)
TOTAL	48	

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TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject-Analysis of Financial Statements 505–A Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	Financial Statements of Corporate Organizations 1.1 Meaning of Financial statements 1.2 Need of Financial statements 1.3 Importance of Financial statements. 1.4 Preparation of Financial Statements as per schedule VI of the Amended Companies Act 2013 1.5 Revised Schedules 1.6 How to read company's Balance Sheet
August 2017	13	Introduction to analysis and Interpretation of financial statements 2.1 Analysis and Interpretation of financial statements – Meaning/ introduction 2.2 Types of financial analysis 2.3 Advantages of financial analysis 2.4 Limitations of financial analysis 2.5 Techniques of financial analysis i. Comparative financial statements ii. Trend Analysis iii. Common Size Financial Statements iv. Funds Flow Analysis v. Cash Flow Analysis vi. Ratio Analysis
Sept	12	Ratio Analysis 3.1 Concept of Ratio

2017		3.2 Meaning of Ratio Analysis 3.3 Interpretation of Ratios 3.4 Classification of Ratios i) Liquidity Ratios ii) Turnover Ratios iii) Solvency Ratios iv) Profitability Ratios V) Miscellaneous Group 3.5 Role of Ratio 3.6 Advantages of Ratio Analysis 3.7 Limitations of Ratio Analysis 3.8 Practical Problems Cash Flow Analysis 4.1 Meaning of Cash Flow Statement 4.2 Objectives of Cash Flow Statement 4.3 Uses of Cash Flow Statement 4.4 Limitations of Cash Flow Statement 4.5 Preparation of Cash Flow Statement 4.6 Methods of Cash Flow Statement a) Direct Method – b) Indirect Method
Oct 2017	12	4.7 Cash Flow Activities – Operating, Investing, Financing 4.8 Practical Problems on Indirect Method 11 5 Funds Flow Analysis 5.1 Concept of Fund 5.2 Meaning of Fund Flow Statement 5.3 Uses of Fund Flow Statement 5.4 Limitations of Fund Flow Statement 5.5 Preparation of Fund Flow Statement a) Funds From Operations b) Statement of Changes in Working Capital c) Funds Flow Statement. 5.6 Practical Problems
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Sales Management 505 – B Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>Introduction to Sales Management:</p> <p>1.1 Definition 1.2 Meaning 1.3 Objectives 1.4 Role of sales management in marketing 1.5 Recent trends in sales management 1.6 Ethical and legal issues involved in sales management</p> <p>Sales Organization:</p> <p>2.1 Need for sales organization 2.2 Types and structures of sales organization</p>
August 2017	13	<p>2.3 Principles for building successful sales organization 2.4 Functions and responsibilities of sales manager</p> <p>Managing the Sales Force:</p> <p>3.1 Recruitment and Selection: Sales personnel selection process, criteria used for selection of sales personnel 3.2 Training: Importance, Areas of sales training- Company specific knowledge, product knowledge, Industry and market trend knowledge, Customers and technology, Relationship Selling, Customer education, Value added Selling. 3.3 Motivation: Motivation and productivity of sales force, Types of compensation plans, sales meetings, sales contests, fine tuning of compensation plan 3.4 Sales Reporting: Sales records, Sales reports, Sample of Sales Report Format, Key Performance Indicators of sales</p>

Sept 2017	12	Sales planning and control: 4.1 Sales planning: Sales forecasting – concept and methods qualitative and quantitative 4.2. Market and Sales potential- concept and methods 4.3 Sales quotas- concept, purpose and types 4.4 Sales control: process of sales control- Goal setting, Performance Measurement, diagnosis and corrective actions
Oct 2017	12	Personal Selling and Relationship Management: 5.1 Personal Selling: concept, process, Tools for personal selling 5.2 Effective selling techniques 5.3 Concepts of Sales leads, sales calls, types of sales calls, sales presentation 5.4 Characteristics of a successful salesman 5.5 Use of technology in personal selling 5.6 Relationship Management: concept 5.7 Role of relationship management in personal Selling 5.8 Characteristics of relationship
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Human Resource Management Principles and Functions 505 – C
Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	8	Human Resource Management and HR planning 1.1. Introduction to Human Resource Management 1.2. Nature of Human Resource Management 1.3. Scope & Functions of HRM 1.4. Objectives of HRM 1.5. Role of H.R. manager 1.6. Strategic HRM: Meaning, Objectives & Challenges 1.7. HR Planning: Meaning, Definition 1.8. Need for HR Planning 1.9. Process HR Planning 1.10. Job Analysis, Job Design & Job Evaluation
August 2017	13	HR Recruitment and Selection 2.1. Recruitment: Meaning & Definition 2.2. Recruitment Source: Internal vs. External 2.3. E-recruiting Methods, Benefits and Limitations 2.4. Factors Affecting Recruitment 2.5. Selection: Meaning & Process 2.6. E-selection, Advantages and Disadvantages. 2.7. Promotion: Policy and Types 2.8. Transfer: Policy and Procedure for Transfer 2.9. Demotion: Meaning, Causes of Demotion

		2.10. Labor Turnover: Meaning. Measurement of Labor Turnover, Causes and Control measures
Sept 2017	13	<p>Training, development and evaluation</p> <p>3.1. Training: Meaning, Objectives & Need</p> <p>3.2. Training Process & Evaluation</p> <p>3.3. Methods of Training: On the Job & Off the Job</p> <p>3.4. Management Development: Meaning & Methods of MDP</p> <p>3.5. Management Development Process and Evaluation</p> <p>3.6. Performance Appraisal: Meaning, Definition & Need</p> <p>3.7. Techniques of PA: Traditional & Modern Techniques</p> <p>3.8. Possible Errors or Problems in Appraisal</p> <p>3.9. E-performance Management: Meaning, Advantages & Disadvantages</p> <p>3.10. Performance Management System: Meaning & Importance</p> <p>Personnel records reports and audit</p> <p>4.1. Meaning & Significance of Records and Reports</p>
Oct 2017	14	<p>4.2. Essentials of a good Record and good Report</p> <p>4.3. Personnel Audit: Objective, Scope & Importance</p> <p>4.4. Methods of Analysis</p> <p>4.5. Audit Report: Meaning & Importance</p> <p>New trends in HRM and exit policy</p> <p>5.1. Exit Policy: Meaning & Procedure</p> <p>5.2. Challenges in implementing Exit Policy</p> <p>5.3. Voluntary Retirement Schemes: Meaning, Merits & Demerits</p> <p>5.4. Effects of Excess Manpower</p> <p>5.5. HR in International Context: Global competency and Global Dimensions</p> <p>5.6. Developing Cross Cultural Sensitivity</p> <p>5.7. Human Resource Accounting</p> <p>5.8. Human Resource Audit</p> <p>5.9. Bench marking</p> <p>5.10. Human Resource Research</p>
TOTAL	48	

Deccan Education Society's
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TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Management of Services 505 – D Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	11	<p>An Introduction to services</p> <p>1.1 Concept of services – Definitions and meaning</p> <p>1.2 Characteristics of services</p> <p>1.3 Differences between goods and services</p> <p>1.4 Stages of Economic Development - Preindustrial Society, Industrial Society, Post Industrial Society</p> <p>1.5 Dependency of Manufacturing on Services</p> <p>1.6 Fastest Growing Services – Banking, Insurance, Wholesale and Retail Trading, Health care, Travel and Tourism, I.T. and B.P.O.</p> <p>1.7 Role of services in the economy</p> <p>1.8 Management challenges in the service sector</p> <p>Classification of services</p> <p>2.1 Bases for Classifying services</p>
August 2017	13	<p>An Introduction to services</p> <p>1.1 Concept of services – Definitions and meaning</p> <p>1.2 Characteristics of services</p> <p>1.3 Differences between goods and services</p> <p>1.4 Stages of Economic Development - Preindustrial Society, Industrial Society, Post Industrial Society</p> <p>1.5 Dependency of Manufacturing on Services</p> <p>1.6 Fastest Growing Services – Banking, Insurance, Wholesale and Retail Trading, Health care, Travel and Tourism, I.T. and B.P.O.</p>

		<p>1.7 Role of services in the economy</p> <p>1.8 Management challenges in the service sector</p> <p>Classification of services</p> <p>2.1 Bases for Classifying services</p>
Sept 2017	12	<p>3.5 Queuing systems – Meaning, Essential features of Queuing Systems.</p> <p>Designing of Service Enterprise</p> <p>4.1 New service development – Meaning, Process cycle</p> <p>4.2 Service design elements, service blueprinting, Benchmarking</p> <p>4.3 Generic approaches to service system design</p> <p>4.4 Technology in services</p> <p>4.5 Service quality – meaning, Scope of Service Quality, Service Quality Improvement –</p> <p>i) Quality and Productivity Improvement</p> <p>ii) Quality tools for Analysis and Problem solving – Check Sheet, Run Chart, Histogram, Pareto Chart, Flowchart, Cause and Effect Diagram, Scatter Diagram, Control Chart etc.</p> <p>iii) Programs for organizational quality improvement – Personnel Programs for Quality Assurance, Quality-Improvement Program to Achieve Zero Defects, Deming’s 14-Point Program, ISO 9000 and Six-Sigma.</p>
Oct 2017	12	<p>Globalization of Services</p> <p>5.1 Meaning and importance of globalization of services</p> <p>5.2 Globalization and Indian services</p> <p>5.3 Domestic growth and expansion strategies – focused service, focused network, clustered service and diversified network</p> <p>5.4 Franchising – meaning, nature, benefits and issues</p> <p>5.5 Global service strategies – Multi country expansion, importing customers, following your customers, service off-shoring and Beating the Clock.</p>
TOTAL	48	

Deccan Education Society's
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TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Agricultural and Rural Development 505 – E Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>Introduction to Agribusiness Management</p> <p>1.1 Indian Agricultural Economy – Characteristics, importance and Economic Planning,</p> <p>1.2 Meaning, Scope and Importance of Agribusiness Management</p> <p>1.3 Basic Infrastructural Facilities for Agribusiness</p> <p>1.4 Linkages of Agro Industries to Indian Economy</p> <p>Rural Credit</p> <p>2.1 Role of Commercial Banks in Agricultural Sector</p>
August 2017	13	<p>2.2 Role of National Bank for Agriculture and Rural Development (NABARD)</p> <p>2.3 Role of cooperative institutions</p> <p>2.4 Role of Regional Rural Banks (RRBs)</p> <p>2.5 Introduction to Microfinance and concept of Self help Group</p> <p>Reforms in Indian Agriculture</p> <p>3.1 Land Reforms: Abolition of Zamindari Act, Tenancy reforms</p> <p>3.2 Government Schemes/ programmes in Agriculture Sector: National Food Security Mission (NFSM); Rashtriya Krishi Vikas Mission (RKVM); National Rural Employment Guarantee Act (NREGA)</p>
Sept 2017	13	<p>3.3 Irrigation</p> <p>Agricultural Taxation in India</p> <p>4.1 Importance of agricultural taxation for a developing country like India</p>

		4.2 Agricultural Income Tax Role of Corporate Sector and Agri Export 5.1 Management Decisions 5.2 Export of Agricultural Products – Export Potential of Agro Based Products
Oct 2017	10	5.3 Agricultural Export Zones 5.4 New Export Promotion Scheme (NEPS) 5.5 Role of NGOs in promotion of export of Agricultural produce
TOTAL	48	

Deccan Education Society's
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TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- International Agricultural Systems 506–E Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	Study of Farming System in various countries of the world. 1.1 Israeli System 1.2 Chinese System 1.3 American System
August 2017	13	Recent Issues in Agriculture. 2.1 Genetically modified crops. 2.2 Ecological farming and sustainable agriculture
Sept 2017	13	WTO and Agriculture. 3.1 Agreement on Agriculture(AoA) 3.2 Controversy regarding Agricultural Subsidies 3.3 India's New Patent Regime Export potential of Agri Business 4.1 Agricultural SEZs
Oct 2017	10	4.2 Agro Processing Zones (APZs) 4.3 Agro Export Zones (AEZs) 4.4 Initiatives for Export Promotions Foreign Direct Investment 5.1 Meaning, Significance 5.2 FDI Vs Exports in relation to Agriculture
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
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{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- : Long Term Finance 506 – A Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	Sources of Finance: 1.1 Owned and Borrowed funds 1.2 Equity Shares, Preference Shares 1.3 Debentures, Term Loan, Lease Financing, Hire Purchasing
August 2017	13	Capital Structure: 2.1 Meaning, factors affecting Capital Structure – Internal factors, External factors and General factors 2.2 Cost of Capital, Trading on Equity, Capital Gearing and Leverages Capital Budgeting: 3.1 Meaning
Sept 2017	13	3.2 Techniques of Capital Budgeting 3.3 Mutually Exclusive Proposals Specialized Private Financial Institutions- objectives and functions of 4.1 IFCI 4.2 IDBI 4.3 ICICI 4.4 SFC
Oct 2017	10	4.5 UTI Dividend Decisions: 5.1 Dividend policy, determinants of dividend policy 5.2 Types of dividend policy

		5.3 Forms of dividend
TOTAL	48	

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TEACHING PLAN – for Fifth Semester 2018-19
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Name of the Teacher –

Subject- Retail Management Course Code -: 506 – B Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>Retailing:</p> <p>1.1 Overview of retailing: Definition, Scope , Role and Functions of retailers, Advantages of Retailing, Organized and Unorganized Retailing, Indian Retail Scenario Vs. Global Retail Scenario , Drivers of retail change in India, Emerging Trends in Retailing in India , Role of Retail in Nation’s Economy.</p> <p>1.2. Classification of Retailers:</p> <p>a. Traditional Retail Formats : (Store Based Retail Formats) Independent stores, chain stores, Franchisee, Discount Stores, Cooperatives, Specialty stores, supermarkets, departmental stores, hypermarkets, convenience stores, chain stores, off price retailers etc.</p> <p>b. Modern Retail Formats: (Non Store Based Retail Formats) Direct Selling, Direct Marketing, Catalog Marketing, Tele Marketing, Automatic Vending Machines, Airport Retailing, Kiosks, Electronic Shopping</p>
August 2017	13	<p>Retail Location and site selection, store layout & design and visual merchandising, category management:</p> <p>2.1 Retail Location and Site Selection: Concept of location and site, factors to be considered in retail locations, important retail locations- central business district destination locations-standalone locations-convenience locations, process of retail location and site selection- selection of</p>

		<p>a city, deciding about trade location in the city, analysis of alternative sites</p> <p>2.2 Store Design and Store Layout: The concept of store design, element of store design(interior and exterior), Store layout- Types of layout , factors affecting store layout, store facade</p> <p>2.3 Visual Merchandising: Concept, Need and importance, tools used for visual merchandising and store atmospherics</p>
Sept 2017	13	<p>Retail Merchandising, Merchandise Planning and Category Management:</p> <p>3.1 Retail Merchandising: Concept and principles of merchandising,</p> <p>3.2 Merchandise Planning: Concept of merchandise planning, types of merchandise, process of merchandise planning , introduction of Private label brands</p> <p>3.3 Category Management: Definition and process</p> <p>Promotion mix in retailing and Retail Strategies</p> <p>4.1 Promotion Mix in Retailing: Concept, need and objectives of promotion mix, elements of promotion mix, tool of promotion mix in store advertisements, outdoor advertisement, online advertising,</p>
Oct 2017	10	<p>4.2 Retail Strategies: Differentiation strategy, growth strategy, expansion strategy, pricing strategy</p> <p>Current trends in retailing:</p> <p>5.1 Role of IT in retailing: Electronic Data Interchange(EDI), Database Management, Data Warehousing, Data Mining, Radio Frequency Identification(RFID), E-tailing, Bar Coding</p> <p>5.2 Rural Marketing -Retail: Concept of rural marketing, Emerging models in rural markets Opportunities and Challenges in rural retail marketing.</p> <p>5.3 Mall Management: Nature and concept of a mall, growth of malls globally and in India, Indian Malls Vs. Western countries Malls.</p>

TOTAL	48	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Human Resource Practices Course Code -: 506 – C Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>A Introduction to Strategic HRM 1.1 What is Strategy & Strategic Management? 1.2 Functional Level strategies 1.3.Challenges of Strategic HRM B Job Analysis – Job Description & Job Specification 1.4 Work Scheduling 1.5 Job stress 2 A Executive Compensation 2.1 Introduction 2.2 Methods/ Techniques 2.3 Importance</p>
August 2017	13	<p>B. Working Conditions & Welfare 2.4 Importance Working Condition 2.5 Employee welfare- Importance, Types. 2.6 Industrial Accidents- causes and prevention, Accidents reports & records. 3 Organizational Development 3.1 Concept & objectives 3.2 OD programme</p>
Sept 2017	13	<p>3.3 OD Process and OD Culture 3.4 Ethics- organizational 4 A. Employee Grievance & Discipline 4.1 Meaning & Need for Discipline 4.2 Objectives</p>

		4.3 Causes of Indiscipline & its Actions 4.4 Essentials of a good Disciplinary System B. Grievance causes & its Procedure
Oct 2017	10	E- Human Resource 5.1 E- Job Design 5.2 E- Human Resource Planning 5.3 E- Recruitment & E- Selection 5.4 E-Compensation 5.5 E- HR Records & E- HR Information 5.6 E-HR Audit
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2018-19
{From 15.07.2018 to 31.10.2019}

Name of the Teacher –

Subject- Marketing Services 506 – D Semester V

Class- TYBBA Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2017	12	<p>Introduction</p> <p>1.1 Meaning & Scope of Services Marketing, 1.2 Nature and characteristics of services, 1.3 Classification of services, 1.4 Importance of services marketing,</p> <p>Delivering quality services</p> <p>2.1 Services based components of quality, perceived quality, 2.2 Gaps in quality</p>
August 2017	13	<p>2.3 Bench marking, 2.4 TQM and customer satisfaction measurement techniques, 2.5 Strategies for improvement of service quality service guarantee.</p> <p>Services Marketing Mix</p> <p>3.1 Concept and definition of Marketing Mix 3.2 Four P's(Product, Price, Place and Promotion)</p>
Sept 2017	13	<p>3.3 Extended Ps of Marketing (People, Process and Physical evidence)</p> <p>Managing service competition</p> <p>4.1 Guidelines for managing service competition, 4.2 Approaches to service competition, 4.3 Promotional planning and marketing strategy for services</p>
Oct 2017	10	<p>Recent Trends of Services Marketing In India</p> <p>5.1 Role of IT services. 5.2 Types of E- Services –</p>

		5.2.1 E- services–Financial services, 5.2.2 Hospitality services, 5.2.3 Education services, 5.2.4 IT services, 5.2.5 Hotel & Tourism services, 5.2.6 Event management services, 5.2.7 Consultancy services
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Business Planning and Project Management 601 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Planning:</p> <p>1.1 Introduction, Meaning, Definition, Characteristic, objective, nature of Planning</p> <p>1.2 Advantages and limitations of planning</p> <p>1.3 Steps in planning process</p> <p>1.4 Methods of planning</p> <p>1.5 Essentials of a good planning</p> <p>1.6 Obstacles in planning, Planning Premises and Classification of Planning Premises</p> <p>1.7 Plan and Planning, Business Planning</p> <p>Planning and Forecasting :</p> <p>1.8 Introduction, Meaning, Definition, Characteristics, Process,</p> <p>1.9 Importance of forecasting</p> <p>1.10 Areas of forecasting</p> <p>1.11 Forecasting Techniques- Types, Methods</p> <p>1.12 Advantages of forecasting, Limitations of forecasting</p> <p>1.13 Difference between forecasting and planning</p>
Jan 2019	13	<p>Project Management –</p> <p>2.1 Definition of a “Project”</p> <p>2.2 Why project Management, The project Life-Cycle, Project Management Maturity</p> <p>2.3 Project Selection and Criteria of Choice</p> <p>2.4 The Nature of Project Selection Models, Types of Project Selection Models</p>

		<p>2.5 Project Portfolio Process, Project Proposals.</p> <p>2.6 The Project Manager – Qualities , Project Management and the Project Manager, Special Demands on the Project Manager</p> <p>2.7 Problems of Cultural Differences, Impact of Institutional Environments, Project Organization,</p> <p>2.8 The project as Part of the Functional Organization, Pure Project Organization, The Matrix organization</p> <p>2.9 Choosing an Organizational form The Project Team.</p> <p>10</p> <p>30</p> <p>3 Initial Project Coordination</p> <p>3.1 The Nature of Negotiation, Partnering, Chartering and change, Conflict and the project life cycle.</p> <p>3.2 Estimating Project Budgets, Improving the Process of Cost Estimation.</p>
Feb 2019	12	<p>Network Techniques</p> <p>4.1 PERT and CPM</p> <p>4.2 Risk Analysis Using Simulation with Crystal Ball 2000</p> <p>4.3 Critical Path Method- Crashing a Project, The Resource Allocation Problem, Resource Loading, Resource Leveling, Constrained Resource Allocation</p> <p>4.4 The Planning-Monitoring-Controlling Cycle, Information Needs and the Reporting Process, Earned Value Analysis</p> <p>4.5 The Fundamental Purposes of Control, Three Types of Control Processes, Comments on the Design of Control Systems, Control as a Function of Management.</p>
Mar 2019	12	<p>Purposes of Evaluation</p> <p>5.1 Goals of the System</p> <p>5.2 The Project Audit, Construction and Use of the Audit Report, The Project Audit Life Cycle, some essentials of an Audit/Evolution</p> <p>5.3 The Varieties of Project Termination, when to Terminate a Project, The Termination Process.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Event Management 602 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Introduction to Event and Event Management</p> <p>1.1 Introduction and Definition of Event.</p> <p>1.2 Event Designing, 5 C's of Events.</p> <p>1.3 5 W's of Event.</p> <p>1.4 Types of Events.</p> <p>1.5 Categories of Event and its characteristics.</p> <p>1.6 Objectives of Event Management.</p> <p>1.7 Problems associated with traditional media.</p> <p>Facets of Event Management</p> <p>2.1 Event Infrastructure: Core Concept, Core People, Core Talent, Core Structure.</p> <p>2.2 Clients: Set Objectives for the Event, Negotiating Contracts with Event Organizers, Locating Interaction Points, Banners , Displays etc., at the Event, Preparing the Company's Staff for the Event, Post-event Follow-up</p>
Jan 2019	13	<p>2.3 Event Organizers: Role of Event Organizer, Qualities of an Event Organizer, Steps in Organizing an event.</p> <p>2.4 Venue: In-house Venue, External Venue.</p> <p>Execution of Event:</p> <p>3.1 Networking Components: Print Media, Radio Television, The Internet, Cable Network, Outdoor Media, Direct Media.</p> <p>3.2 Types of promotion methods used in events: Sales</p>

		<p>Promotions, Audience Interaction, Public Relations, Merchandising, In-venue Publicity, Direct Marketing, Advertising, Public relations.</p> <p>3.3 Activities in Event Management: Pre-event Activities, During event Activities, Post-event Activities.</p> <p>3.4 Functions of Event Management: Planning, Organizing, Staffing, Leading and Coordination, Controlling.</p> <p>3.5 Event Management Information System.</p>
Feb 2019	12	<p>3.6 Technology in Event Management.- Role and Importance.</p> <p>Marketing of Event</p> <p>4.1 Concept of Market in Events</p> <p>*Revenue Generating Customers.</p> <p>*Nonrevenue Generating Customers.</p> <p>4.2 Segmentation for Events, Niche marketing in events.</p> <p>4.3 Targeting.</p> <p>4.4 Positioning of Events.</p> <p>4.5 Branding in Events.</p> <p>4.6 Reach Interaction Matrix.</p> <p>4.7 Concept of Pricing in Events.</p> <p>4.8 Legislation and Tax Laws.</p> <p>4.9 Marketing Communication Tool.</p> <p>4.10 Implementation of Marketing Plan.</p> <p>4.11 Relationship Building.</p> <p>4.12 The Diverse Marketing Needs Addressed by Events: Brand Building, Focusing the Target Market, Creating Opportunities for Better Deals with Different Media, Events and the Economy.</p> <p>4.13 Concept of Ambush Marketing</p>
Mar 2019	12	<p>Strategies of Event Management</p> <p>5.1 Strategic Approach.</p> <p>5.2 Critical Success Factor Analysis.</p> <p>5.3 Strategic Alternatives Arising From Environmental Analysis: Maintenance Strategy, Developmental Strategy, Preemptive Strategy, Survival Strategy.</p> <p>5.4 Strategic Alternatives Arising from Competitive Analysis: Sustenance Strategy, Rebuttal Strategy, Accomplishment Strategy, Venture Strategy.</p> <p>5.5 Strategic Alternatives Arising from Defined Objectives.</p>

		<p>5.6 PREP Model.</p> <p>5.7 Risk versus Return Matrix.</p> <p>5.8 Forms of Revenue Generation.</p> <p>5.9 The Basic Evaluation Process: Establishing Tangible Objectives and Sensitivity in Evaluation, Measuring Performance, Correcting deviations, Critical Evaluation Points in Events.</p>
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TEACHING PLAN – for Sixth Semester 2018-19
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Name of the Teacher –

Subject – Management Control System 603 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Introduction To Management Control System</p> <p>1.1 The control function- Elements of Control- Nature of Control – Problems in control</p> <p>1.2 Management Control – Characteristics, Principles & Types of Management Control</p> <p>1.3 Factors Affecting Managerial Philosophy</p> <p>1.4 Management Control Systems - Elements of MCS – Designing of MCS – 10 commandments of Effective Control System</p> <p>Management Controls In Functional Areas</p> <p>2.1 Production Control: Need – Procedure – Techniques Of Production Control</p> <p>2.2 Inventory Control: Classification Of Inventories – Motives For Holding Inventories- Determination Of Stock Levels</p>
Jan 2019	13	<p>2.3 Marketing Control: Process Of Marketing Control- Importance Of Marketing Control System- Tools And Techniques Of Marketing Control</p> <p>2.4 Control In Personnel Area: Reasons For Workers Resistance To Controls- Kind Of Control Devices</p> <p>2.5 IT Measures And Control – Installation Of Management Information & Control System, Structured & unstructured Decision</p> <p>Computers Systems</p> <p>3.1 Computer for Management Control Purposes- Are Computers</p>

		<p>essential for MIS?</p> <p>3.2 Computers and Information System – Manual Systems – Mechanical Systems- MIS – Decision Support Systems</p> <p>Characteristics of DSS- Where to apply DSS- Expert Systems.</p>
Feb 2019	12	<p>Management Control Of Projects</p> <p>4.1 Meaning of project – Aspects of Project – Factors affecting Project -</p> <p>4.2 Project Planning – Time Dimension – Cost DimensionQuality Dimension</p> <p>4.3 Project Control- Reports Costs and Time- Reports on outputRevisions.</p>
Mar 2019	12	<p>Implementing MCS for small & medium size companies</p> <p>5.1 Methodology of implementing Management Controls - Roles and responsibilities in implementing Management Control.</p> <p>5.2 Management Control Structure - Responsibility centre, cost centre, profit centre, investment centre.</p> <p>5.3 MCS in service & non-profit organizations.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – E- Commerce 604 Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>E- Commerce and Business Model Concepts</p> <p>1.1 Main Activities of E Commerce</p> <p>1.2 Definition</p> <p>1.3 Goals</p> <p>1.4 Technical Components</p> <p>1.5 Functions</p> <p>1.6 Status</p> <p>1.7 Prospects</p> <p>1.8 Significance</p> <p>1.9 Advantages</p> <p>1.10 Disadvantages</p> <p>E-Commerce Business Models</p> <p>1.11 Major Business to Consumer (B2C)Business Model Portal, E-tailor</p> <p>1.12 Major Business to Business (B2B) Business Model</p> <p>1.13 E Distributor, E-Procurement, Exchanges</p> <p>1.14 Business models in Emerging E-Commerce Areas - C2C, P2P, and B2G.</p> <p>E-Money</p> <p>2.1 Real World Cash</p> <p>2.2 E-Money</p> <p>2.3 Requirements</p>

Jan 2019	13	<p>2.4 Types of Electronic Payment Media</p> <p>2.5 B2B E-Payment Systems</p> <p>Viruses</p> <p>2.6 Types of Viruses</p> <p>2.7 Spyware & Adware</p> <p>2.8 Virus Characteristics</p> <p>2.9 Protection against Fraud & Viruses</p> <p>E-Marketing</p> <p>3.1 Identifying Goals</p> <p>3.2 Browsing Behavior Model</p> <p>3.3 Online Marketing</p> <p>3.4 E Advertising</p> <p>3.5 Internet Marketing Trends</p>
Feb 2019	12	<p>3.6 Target Markets</p> <p>3.7 E-Branding</p> <p>3.8 Marketing Strategies</p> <p>3.9 Consumer Online: The Internet Audience and Consumer Behavior</p> <p>3.10 E-cycle of Internet Marketing.</p> <p>4 Cyber Law Concepts</p> <p>4.1 E Contract</p> <p>4.2 Jurisdiction Concept</p> <p>4.3 Choice of Law</p> <p>4.4 Minimum Contacts</p> <p>4.5 Internet Jurisdiction</p> <p>4.6 Contractual Obligation in cyberspace</p>
Mar 2019	12	<p>4.7 Active Vs Passive Websites</p> <p>4.8 E-mail Transactions</p> <p>Cyber Jurisprudence</p> <p>5.1 Evolution of New System</p> <p>5.2 Legal Meaning of Software</p> <p>5.3 Legal Issues for Internet Commerce</p> <p>5.4 Cyber Attack –Trojan, Virus ,Worm, Spam</p> <p>5.5 Hacking – Phishing, IP Spoofing.</p>
TOTAL	48	

Deccan Education Society's
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TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Financial Services 605 A Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Indian Financial System : An Overview</p> <p>1.1 Introduction to Financial System</p> <p>1.2 Structure of Financial System - Financial Institutions , Financial Markets, Financial Instruments and Financial Services</p> <p>1.3 Overview of Indian Financial System since 1991</p> <p>1.4 Financial Intermediaries in Financial System: - Merchant Bankers, Underwriters, Depositories, Brokers, Sub brokers, Bankers etc.</p> <p>Introduction to Financial Markets</p> <p>2.1 Capital Market- Primary Market – Management of IPO, Secondary Market – Stock Exchanges in India – Introduction , NSE , BSE , OTCEI</p> <p>2.2 Role of SEBI as a regulatory authority</p>
Jan 2019	13	<p>2.3 Introduction to Derivatives, Futures and Options</p> <p>2.4 Money Market – Introduction , Money Market instruments – Call and Notice money market , Treasury Bill , Commercial Papers , Certificate of Deposits , Money Market Mutual Fund , Inter corporate deposits</p> <p>2.5 Difference between Money Market and Capital Market</p> <p>Financial Services in India</p> <p>3.1 Mutual Fund</p>
	12	3.2 Factoring and Forfeiting

Feb 2019		3.3 Credit Rating 3.4 Venture Capital Banking and Insurance Sector in India :- 4.1 Introduction 4.2 Structure of Banking and Insurance Sector in India 4.3 Role of RBI and IRDA as a regulatory authority
Mar 2019	12	Recent Trends in Accounting and Finance 5.1 Zero Base Budgeting 5.2 Inflation Accounting 5.3 Human Resource Accounting 5.4 Activity Based Costing 5.5 Mergers and Acquisition
TOTAL	48	

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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Advertising and Sales Promotion 605 B Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Introduction and Measurement of Effective Advertising</p> <p>1.1 Advertising – Evolution, Meaning, Definition, Classification, Benefits, Functions, Criticism, Ethics, Social issues</p> <p>1.2 Strategic Advertising Decision - Setting Advertising Objectives, Deciding Advertising Budget, Advertising Framework planning and Organization.</p> <p>1.3 Advertising Campaign – Meaning, Basis of Campaign, Length of Campaign, Parameters governing advertising Campaign, Planning of advertising of Campaign</p> <p>1.4 Advertising Agency – Meaning, Definition, Functions, Types, Advantages, Structure, Advertiser and Advertising Interface</p> <p>1.5 Advertising Effectiveness – Objective of measuring Advertising Effectiveness, Difficulties and Evaluation of Advertising Effectiveness</p> <p>1.6 Advertising Control – Control of Advertising by Practitioners</p>
Jan 2019	13	<p>Copy Decisions</p> <p>2.1 Advertising Copy --Meaning, Objectives, Elements, Features, Types of Copy</p> <p>2.2 Advertising Layout – Principles, Components, Visualization of Layout, Layout Format,</p> <p>2.3 Copy Creation – Approaches, Principles, Styles of Copy creation, Verbal Versus Visual Thinking, Pre Testing methods and Measurements.</p> <p>Media Decisions</p>

		<p>3.1 Advertising Media – Meaning, Definition, Functions, Types of Media</p> <p>3.2 Media Planning – Importance, Process, Difficulties, Basics of Reach, Frequency, Continuity in Media Planning</p>
Feb 2019	12	<p>3.3 Media Research – Meaning, Importance, Functions, Process of Media Research</p> <p>3.4 Media Selection – Approaches and factors affecting Media Selection</p> <p>Sales Promotion And Brand Equity</p> <p>4.1 Sales Promotion – Meaning, Definition, Objectives of sales promotion, Factors affecting Sales Promotion Growth, Techniques of Sales Promotion</p> <p>4.2 Strategic Sales Promotion -- Strategies and Practices in Sales Promotion, Cross Promotions, Surrogate Selling, Bait and Switch advertising issues.</p>
Mar 2019	12	<p>4.3 Brand Equity – Concepts and Criteria, Building, Measuring and Managing Brand Equity, Linking Advertising and sales promotion to achieve “Brand standing”, Leveraging Brand values for business and non-business contexts.</p> <p>Role of Information Technology in Advertising and Sales Promotion</p> <p>5.1 Comparison of Traditional and Modern Advertising</p> <p>5.2 Internet Advertising – Purpose, Types, Advantages, disadvantages of internet Advertising</p> <p>5.3 Pre-Requisites of Online Advertising</p> <p>5.4 E – Advertising Guidelines</p> <p>5.5 Internet Advertising today</p>
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Name of the Teacher –

Subject – Labour Laws 605 C Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>An Introduction to Labour Laws in India</p> <p>1.1 History and Evolution of Labour Laws in India</p> <p>1.2 Labour Policy of India</p> <p>1.3. Classification of Labour Laws and an overview of labour laws.</p> <p>1.4 Unfair Labour Practices</p> <p>1.5 Labour Laws in the unorganized sector</p> <p>1.6 Authorities under the Labour Laws in India (Ministry of Labour & Employment –Government of India, Chief Labour Commissioner Labour Courts / Industrial Tribunals, (Appointment, Qualification, Disqualification, Rights & duties)</p> <p>1.7 International Labour Organization</p> <p>The Employees Provident Funds And Miscellaneous Provisions Act,1952</p> <p>2.1 Scope, Application and Definitions</p> <p>2.2 Schemes under the Act</p>
Jan 2019	13	<p>2.3 Chapter II of the Act(Employee Provident Fund Scheme, State Board, appointment of Officers, Employees Pension Scheme and Fund, Employee Deposit Linked insurance Scheme, Inspectors.)</p> <p>2.4 Membership of the Fund.</p> <p>The Employees State Insurance Act,1948</p>

		<p>3.1 Scope, Application and Definitions</p> <p>3.2 Chapter II of the Act(ESI Corporation, Standing Committee, Medical Benefit Council, Principle Officers)</p> <p>3.3 Chapter III of the Act(Finance & Audit)</p> <p>3.4 Chapter IV-(Contributions, Recovery of Contribution,)</p> <p>3.5 Chapter V(Benefits)</p> <p>3.6 Chapter VI(Adjudication of Disputes & Claims)</p>
Feb 2019	12	<p>3.7 Chapter VII(Punishment)</p> <p>The Child Labour (Prohibition and Regulation) Act,1986</p> <p>4.1 Part I (Preliminary)</p> <p>4.2 Part II (prohibition of Employment of Children in Certain Occupations and Processes)</p> <p>4.3 Part III (Regulation of Conditions of Work of Children)</p> <p>4.4 Part IV (Miscellaneous- Penalties)</p> <p>4.5 IPEC(International Programme on Elimination of Child Labour)</p>
Mar 2019	12	<p>Maternity Benefits Act,1961</p> <p>5.1 Extent, Application and Definitions</p> <p>5.2 Employment or work prohibited by women in certain periods</p> <p>5.3 Right to Payment of Maternity Benefits</p> <p>5.4 Payment of Maternity benefits in case of death of women</p> <p>5.5. Payment of Medical Bonus</p> <p>5.6 Leave for Miscarriage and wages for Tubectomy Operation</p> <p>5.7 Leave for Pregnancy illness, delivery, premature birth of a child, Medical Termination of Pregnancy, Nursing Breaks</p> <p>5.8 Appointment of Inspectors, Powers and Duties</p>
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
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{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Special Services of Marketing in India 605 D Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Introduction:-</p> <p>1.1 Introduction</p> <p>1.2 Concept and objectives of Services Marketing</p> <p>1.3 Reasons of growth of Service Sector</p> <p>1.4 Role of Services in Indian Economy</p> <p>1.5 Challenges of Service Marketing</p> <p>Marketing of Bank Services and Insurance Services:-</p> <p>2.1 Introduction to banking services, Concepts and objectives, Bank Marketing in Indian prospective, Application of Indian concepts in Indian Banking.</p>
Jan 2019	13	<p>2.2 Introduction to Life insurance services, Concepts and objectives, Marketing of Life Insurance in India, Marketing approach of Life Insurance (Study of 4P's of Marketing Mix)</p> <p>Tourism, Hospitality and Health Care Services:-</p> <p>3.1 Tourism marketing concept - Market segmentation for tourism, Special Characteristics of Indian Tourism Marketing.</p> <p>3.2 Uses of hospitality services, Health care marketing, Study of 7p's of marketing mix.</p> <p>3.3 Introduction to Health Care Services, Consumer buying behaviour in health care services.</p>
Feb 2019	12	<p>Marketing of Other Services:-</p> <p>4.1 Emerging trends and its features :</p> <p>4.2 Marketing of Higher Education, Political Marketing, Airline Marketing, Cellular and Entertainment Services, Internet services</p>

		Technology in Services:- 7.1 Technology in services
Mar 2019	12	7.2 The emergence of self service 7.3 Automation in services 7.4 Technological innovations in services: Challenges of adopting new technology in service 7.5 Managing the new technology adoption process
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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – : Recent Trends in Agri business 605 E Class TYBBA

Semester VI Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	<p>Introduction</p> <p>1.1 Agro based industries and their linkages to the Indian Economy.</p> <p>1.2 Impact of International Agri. Business on Indian Economy.</p> <p>1.3 Contract Framing.</p> <p>Inputs in Agriculture</p> <p>2.1 Agricultural Research and Education.</p> <p>2.2 Agricultural Insurance.</p> <p>Agro based Industries.</p> <p>3.1 Food Processing Industries – Meaning, Future prospects of Processed food industry, constraints in export of processed food</p>
Jan 2019	13	<p>3.2 Poultry Industries.</p> <p>3.3. Dairy Industry – Characteristics, product range, future growth</p> <p>3.4. Sugar Industry</p> <p>3.5. Cotton Textiles Industry</p> <p>Services Associated with agriculture.</p>
Feb 2019	12	<p>4.1 Processing of Agricultural Products.</p> <p>4.2 Agricultural Marketing</p> <p>4.3 Agricultural Retailing.</p> <p>4.4 Agricultural Finance.</p> <p>4.5 HRM in agri business</p>
Mar	12	Standardization and legislation :

2019		5.1 Co-operative Management 5.2 Co-operative Marketing 5.3 Cooperative Institutions. 5.4 Grading and Standardization, Bureau of Indian Standards (BIS) 5.5 Business Legislation – Essential Commodities Act, Food Adulteration Act, Food safety and standards, Consumer Protection Act.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2018-19
{From 01.12.2018 to 31.03.2019}

Name of the Teacher –

Subject – Cases in Finance/ Project 606 A

Cases in Marketing/ Project: 606 B

Cases in Finance/ Project 606 C

Cases in Finance/ Project 606 D

Class TYBBA

Semester VI

Div. A and B

Name of the Department BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	11	Selection and noting of the topic with the internal guide.
Jan 2019	13	Completion of Ch. 1 Introduction and Ch 2 Literature review
Feb 2019	12	Completion of Ch. 3 – Analysis & Interpretation
Mar 2019	12	Completion of hypothesis testing and conclusions
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Aug 2018	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2018	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2018	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Bharati Upadhye

Subject – Principles and Practices of Management Class FY IB (Sem 1)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Aug 2018	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2018	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Oct 2018	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management Total Quality management International management

		Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Aug 2018	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2018	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2018	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Aug 2018	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2018	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2018	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet Introduction to Internet, Internet Protocols, Advantages and Disadvantages of

		Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Aug 2018	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2018	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>
Oct 2018	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)</p>

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018-19
{From 15.07.2018 to 31.10.2018}

Name of the Teacher – Aditi Samir

Subject – Commercial Geography Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	13	Meaning of commercial Geography Definition of commercial Geography Nature of commercial Geography Scope of commercial Geography Importance of commercial Geography Geographical factors affecting agriculture Major types of Farming
Aug 2018	15	Industrial Crops Food Processing Units Agri- Marketing Rural-Urban Settlements Siting Factors Urban morphology commercial activities in the cities comparative urban structures north America Latin America African and middle East countries European countries Janapese, Russian structures Indian cities
Sept 2018	17	Classification of industries Factors affecting location of industries Iron steel, automobile, engineering, textile and chemical Population as a resource
Oct 2018	15	Patterns and factors affecting Air, Water, Road, Pipeline transportation, Development of telecommunication international trade Factors responsible for international trade Patterns of world trade
TOTAL	60	

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- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2019	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2019	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2019	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

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- Sonal Apte

Subject- Macro Economic Analysis Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach, National Income concepts- Real and Nominal
Jan 2019	12	Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
Feb 2019	13	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Foreign Trade multiplier
March 2019	10	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

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- Bharati Upadhye

Subject- Elements of HRM Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	14	Human Resource Management Introduction , development of HRM concept, HRD & HRM, Role of HR manager, Duties and Responsibilities of HR manager, Human resource Accounting, Benefits of HRA, Human Resource Audit and its Benefits, Manpower Planning Concept of Manpower Planning, Objectives, Importance Recruitment and Selection, Sources of Recruitment, Procedure, Basis of selection, Interviews ,Test, Induction Concept of succession Planning, Human Resource Research
Jan 2019	14	Performance Appraisal Concept, Objectives, Ethics and concept of performance management, Methods of Performance Appraisal Training and Development, Need, System Approach to Training, Education, Training and Development Merit Rating, need importance and method, Promotion, Transfer, Job description, Job evaluation, Job enlargement, Job enrichment, Job rotation, Job Analysis, Job Specification, Exit policy and its effects
Feb 2019	7	Tools to improve managerial effectiveness Kizen, Quality Circle, Time Management, TQM, SWOT Analysis Continuous improvement programme, Employee Safety Programme Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing

March 2019	10	Changes in technology, Health, family and work life balance, Cross cultural Training Multi Culturism, Continuous improvement program, Changing Skill requirement, Ethnocentric Approach, Polycentric Approach, Geocentric Approach, HCN, PCN, TCN
TOTAL	45	

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- Shilpi Lokre

Subject- Personality Development Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Personality History & Origin of the term Personality Definitions & Meaning Determinants of Personality Theories of Personality
Jan 2019	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2019	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2019	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

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 –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2019	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2019	12	Long term fin planning & Leverages
March 2019	6	Recent trends in Finance
TOTAL	45	

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 –Aditi Samir

Subject – Global Business Environment

Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2019	15	Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2019	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2019	10	Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Sonal Apte

Subject – International Economics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Introduction to International Economics, Inter-regional and international trade, Trade theories- Mercantilism, Absolute Advantage, Comparative Advantage, Heckscher Ohlin, Intra industry trade
Aug 2018	12	Static and dynamic gains from trade, Potential and actual gains from trade, factors affecting gains from trade, Trade as an engine of growth, Concepts of terms of trade and factors affecting terms of trade, Free trade policy- case for and against
Sept 2018	12	Protectionist policy-case for and against, India's foreign trade policy- recent, Balance of Trade and Balance of Payment, Components, causes of disequilibrium and its correction
Oct 2018	11	IMF, World Bank and WTO-Evolution, Objectives, functions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Shilpi Lokre

Subject – Fundamentals of Marketing Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Introduction to Marketing. Definitions and Concept. Approaches to studying Marketing. Scope and Importance of Marketing. Changing Profile and challenges faced. Marketing Environment Internal / External Environment PESTEL analysis Marketing Planning Process
Aug 2018	10	Segmenting, Targeting and Positioning(STP) Market Segmentation Levels Targeting Strategies Segmentation Variables Meaning and Significance of Marketing Mix Product Mix Meaning-Goods, Services, Ideas Characteristics and Types
Sept 2018	10	Product Life Cycle Branding, Packaging and Labelling Price Mix Meaning and Importance Factors influencing Pricing, Techniques Marketing Mix (Part-II) Place Mix - Meaning and concept Channels of Distribution-Levels Types of Intermediaries Distribution Strategies
Oct 2018	15	Promotion Mix – Meaning Elements of the Promotion Mix Advertising Sales Promotion Events & Experiences Publicity &Public Relations Personal Selling Word of Mouth Marketing Information System Meaning and Importance Components Internal C ompany Records Marketing Intelligence Marketing Research
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Shubhendu Pandit

Subject – Production & Operations Management Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Aug 2018	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Sept 2018	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
Oct 2018	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting Class SYBBA-IB Div. ____

Name of the Department: BBA-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
Aug 2018	16	Ratio analysis (Sums on Financial statement analysis)
Sept 2018	8	Ratio analysis Sums
Oct 2018	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2018	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Aug 2018	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Sept 2018	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Oct 2018	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Prasad Barve

Subject – French

Class SYIB

Div.____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2018	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Aug 2018	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Sept 2018	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Oct 2018	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018-19
{From 15.7.2018 to 31.10.18}

Name of the Teacher – Shalaka Deshpande

Subject – Business Ethics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics Importance of Ethics Nature of Ethics Causes of unethical behavior Types of Ethics Individual Ethics Importance of ethics in business. Types of business Ethics
Aug 2018	15	Types of ethics according to functions of business Relation between Corporate Social Responsibility & Business Ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy Relationship Between Business Ethics & Business Development Role of Business Ethics in Building a civilized society.
Sept 2018	10	Ethical issues in Business Ethics related to environment protection Ethics relating to Consumer protection Ethical issues relating to Globalization Social responsibility & Business ethics Arguments for and against social responsibility Ethics relating to IPR
Oct 2018	10	Organizational Ethics Professional ethics. Understanding the concept- Organizational Ethics Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher- Shilpi Lokre

Subject- International Marketing Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
Jan 2019	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
Feb 2019	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
March 2019	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher- Sanjeev Tamhane

Subject- Foreign Exchange Operations Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	12	Foreign Exchange Determination Meaning of Exchange Rates. Fixed, Flexible & Managed Exchange Rates. Purchasing Power Parity Theory. Foreign Exchange Market & Dealing Room Operations. Spot & Forward Transactions
Jan 2019	14	Exchange Arithmetic on Spot, Forward & cross Rates. Retail & Wholesale Market. Need of Dealing Room Operations & Internal controls. Swaps/ Forward/ Options/ Futures. Introduction to Derivatives, Arbitrage & Speculations
Feb 2019	10	Global Money Market. Primary & Secondary Financial Market, Bond Market Modern ways of raising finance in International Market like Rupee denominated Bonds, etc.
March 2019	9	Role of Regulatory bodies in India. Foreign Exchange guidelines & Restrictions from RBI / Commercial Banks / FEDAI.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher- Shalaka Deshpande

Subject- Introduction to Business Law Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Indian Contract Act 1872 Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
Jan 2019	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
Feb 2019	12	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
March 2019	13	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
Jan 2019	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
Feb 2019	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
<p>March 2019</p>	<p>10</p>	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
<p>TOTAL</p>	<p>45</p>	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher – Mohinipriya Kale

Subject - German

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in German with usage of various types of articles and prepositions and solving relevant exercises for the same
Jan 2019	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
Feb 2019	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
March 2019	15	Vocabulary related to Culinary culture of Germany, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher – Prasad Barve

Subject - French

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2018	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in French with usage of various types of articles and prepositions and solving relevant exercises for the same
Jan 2019	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
Feb 2019	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
March 2019	15	Vocabulary related to Culinary culture of France, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2018-19
{From 1.12.2018 to 31.03.2019}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- SYIB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Jan 2019	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Feb 2019	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
March 2019	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
{From 01.07.2018 to 30.10.2018}

Name of the Teacher – Shalaka Deshpande

Subject –Business Ethics (501) Class – TYBBM (Sem 5) Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics. Types of Ethics, Importance of Ethics, Nature of Ethics. Business Ethics- Meaning and nature. Importance of ethics in business.
August 2018	12	Business Ethics- Types of business Ethics-Relation between corporate responsibility & Business ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy-Relationship Between Business Ethics & Business Development-Role of Business Ethics in Building a civilized society.
Sept 2018	12	Moral issues in Business Justice & Economic system-ethics related to environment protection-Ethics relating to Consumer protection-Social responsibility & Business ethics arguments for and against social responsibility. Areas of Business ethics Meaning of functional ethics-types of ethics
Oct 2018	14	Types - According to functions of business: marketing ethics, foreign trade ethics and ethics relating to Copyrights. Organizational Ethics Individual Ethics- Professional ethics. Corporate Ethics- Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.

TOTAL	48	
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Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
 {From 01.07.2018 to 30.10.2018}

Name of the Teacher – Shalaka Deshpande

Subject – Business Law (502) Class – TYBBM (Sem 5) Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Indian Contract Act 1872: Definition, Kinds and concept of contracts, Offer and Acceptance, Consideration, Capacity of Parties, Free Consent Legality and Objects of consideration, Void Agreements, Performance of Contract,
August 2018	12	Indian Contract Act 1872: Discharge of Contract and Remedies The Sale of Goods Act 1930: Contract of Sale of Goods, Conditions and Warranties, Transfer of Property, Performance of a contract of sale.
Sept 2018	12	Indian Contract Act 1872: Rights of unpaid Seller. Business Entities: Introduction to the concept of Sole Proprietorship, Partnership, Joint Hindu Family Business, Co-operative Societies and Company. Introduction to the Companies Act,1956: Nature & Types of Company, Formation of a Company, Memorandum of Association, Articles of Association, Prospects and allotment of Shares, Shares and Share Capital, Meeting and Proceedings
Oct 2018	14	The Consumer Protection Act, 1986: Salient features of Act, Definitions-Consumer, Complaint, Services, defect and Deficiency, 8 Rights and Reliefs available to consumer,

		<p>Procedure to file complaint, Consumer Dispute Redressal Agencies (Composition, Jurisdiction, Powers and functions). Procedure followed by Redressal Agencies.</p> <p>Intellectual Property Rights: Definition and conceptual understanding of Patent Trademarks. Copy Rights and Design. (Under the relevant Indian current statutes.)</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
{From 01.07.2018 to 30.10.2018}

Name of the Teacher – Sonal Apte

Subject – International Relations (503) Class – TYBBM (Sem 5)

Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Overview of International Relations 1.1 Economic Relations 1.2 Socio –Cultural Relations 1.3 Legal Relations 1.4 Political Relations
August 2018	12	Regional Economic Integration & their current Practices 2.1 European Union [EU] & their current Practices 2.2 North Atlantic Free Trade Agreement [NAFTA] & their current Practices 2.3 South Asian Association for Regional Co-operation[SAARC] & their current Practices
Sept 2018	12	2.4 SAARC Preferential Trading Arrangement [SAPTA] & their current Practices Socio-Cultural Relations 3.1 Social Structure – Dualism in Indian Society and Problem of uneven income distribution 3.2 Culture and workplace Religious and ethical systems Legal Relations 4.1 WTO provisions relating to preferential treatment of developing Countries

Oct 2018	14	<p>4.2 Implications of WTO pertaining to 4.2.1 General Agreement on Trade in Services [GATS] 4.2.2 Trade Related Intellectual Property Rights [TRIPs] 4.2.3 Trade Related Investment measures [TRIMs] 4.2.4 Commodity Agreement</p> <p>Trade Relations 5.1 Instruments of Trade Policy 5.1.1 Tariffs 5.1.2 Subsidies 5.1.3 Quotas 5.2 Dumping – Meaning and Antidumping policies 5.3 Case Studies</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
{From 01.07.2018 to 30.10.2018}

Name of the Teacher – Sanjeev Tamhane

Subject –: International Banking & Finance (504) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	<p>Introduction: 1.1 Meaning and Definition of 'Bank'</p> <p>1.2 Functions of Bank</p> <p>A. Primary functions: Accepting deposits: Demand deposits: Current and Savings; No Frills Account, Time deposits- Recurring and Fixed deposits, Flexi Deposits Granting Loans and Advances-Term Loan, Short term credit, Overdraft, Cash Credit, Purchasing, Discounting of bills</p> <p>B. Secondary functions: Agency Functions- Payment and Collection of Cheques, Bills and Promissory notes, Execution of standing instructions, Acting as a Trustee, Executor. General Utility Functions: Safe Custody, Safe deposit vaults, Remittances of funds, Pension Payments, Acting as a dealer in foreign exchange.</p>
August 2018	12	<p>1.3 Various Ways of creating Relations in International Market Management Contract, Franchising, Use of Logo, Mergers & Acquisition, Opening of Branch Offices.</p> <p>Role of Commercial Banks in Financing Import & Export • Role of Commercial Banks. • Role & Functions of EXIM Bank & ECGC [Export Credit Guarantee Corporation] • Types of Bank Deposits & advances for Importer & exporter (i.e. NRE- Non</p>

		Resident External A/c NRO-Non Resident Ordinary A/C FCNR- Foreign Convertible Non Resident A/C • NRNR – Non Resident Non repatriate A/c Deposits] • Introduction of Nostro Vostro & Laro Account) • Transactions (i.e. Bill Discounting, Pre & Post shipment Financing, Package Financing Concept of Fee Based & Fund Based Financing(Bank Guarantee, Letter of Credit) Loan Syndications
Sept 2018	12	International Debt Settlement 3.1 Methods of Settlement of International Debts, Open Account, Advance Remittances 3.2 Detailed Study Of Letter of Credit Transactions – 3.3 Concepts of Factoring & Forfeiting Role of International Financing Agencies 4.1 World Bank, IMF- International. Monetary Fund, BIS- Bank for International settlement, ADC-Asian Development Corporation. 4.2 Modern Ways of Financing of International trade – Private Equity, Block Deals, FDI, ADR-American Depositary Receipts GDR &ECBs – External Commercial Borrowings
Oct 2018	14	4.3 Risks in International trade-Economic Risks, Transaction & Translation Risk – Ways & means of Risk. 4.4 Hedging Techniques (Currency Futures, Swaps, Forwards , Collars& CAPS Euro Currency Market 5.1 Meaning – Features –Why does this Market Exist? 5.2 Segments of Euro Currency Market 5.3 Advantages of Euro Currency Market
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
{From 01.07.2018 to 30.10.2018}

Name of the Teacher – Ulhas Kelkar

Subject –: Business Reporting & Analysis (505) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	<p>Introduction to Business Reporting. Business Reporting --- Definition --- Importance ----- Scope – User of Business Report – Factors Affecting Business Reporting.</p> <ul style="list-style-type: none"> • Business, Industry, Category, Segment and its explanation. • Discuss various Business Industries with reference of the above. • Analysis Parameters : Industry Size, Segment Size, Category Size, Segment wise contribution, Growth Patterns, Growth Drivers, Competition CSF, KPI.
August 2018	12	<ul style="list-style-type: none"> • Category Attractiveness: BCG matrix, Porter's 5 force analysis • Designing of Reporting format, Preparing Business Plans. • Preparing for Business Meetings • Selective Business Strategies <p>Areas of Business Reporting Marketing Reports --- Financial Reporting — Inter Company & Intra Company analysis — Macro Economic Analysis --- Human Recourses Need & Forecasting — Global opportunities & Diversification.</p>
Sept 2018	12	<p>Business Analysis & Interpretation Business Analysis – Procedure – Factors to be Consider in Business Analysis</p>
Oct	14	<p>Various Tools & Techniques used in Business Analysis &</p>

2018		<p>Interpretation.</p> <p>Procedure of Business Analysis Company Analysis --- Economic Analysis --- Sector Analysis& its Correlation with Business Analysis --- Introduction & use of Various Statistical Simple Statistical Techniques & Tools.</p>
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN - for Fifth Semester 2018-19
{From 01.07.2018 to 30.10.2018}

Name of the Teacher – Bageshree Deo

Subject –: E- Commerce Technology (506) Class – TYBBM (Sem 5)
Div.

Name of the Department – BBM-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2018	10	Introduction to E-Commerce 1.1 What is E-Commerce (Introduction And Definition) 1.2 Main activities E-Commerce 1.3 Goals of E-Commerce 1.4 Technical Components of E-Commerce 1.5 Functions of E-Commerce 1.6 Advantages and disadvantages of E-Commerce 1.7 Scope of E-Commerce 1.8 Electronic Commerce Applications 1.9 Electronic Commerce and Electronic Business(C2C, C2G, G2G, B2G, B2P, B2A, P2P, B2A, C2A, B2B, B2C)
August 2018	12	Building Own Website 2.1 Reasons for building own website 2.2 Benefits of Website 2.3 Cost, Time, Reach 2.4 Domain Names – Meaning and types of Internet Organizations(.edu, .com, .mil, .gov, .net) 2.5 Internet Service Provides 2.6 Registering a Domain Name 2.7 Web promotion – Meaning and Concept 2.8 Types of Website Promotion like Target email, Baner Exchange, Shopping Bots Internet, Extranet and Intranet 3.1 Definition of Internet 3.2 Evolution of Internet
Sept 2018	12	3.3 Advantages and Disadvantages of the Internet 3.4 Definition of Intranet & Extranet 3.5 Components of Intranet 3.6 Extranet and Intranet Difference 3.7 Internet Marketing 3.6.1 Meaning of Internet Marketing 3.6.2 Pros & Cons of Online Shopping 3.6.3 Different Techniques of Internet Marketing

		Electronic Data Exchange & E-Governance: 4.1 Electronic Data Interchange (EDI) 4.1.1 Introduction 4.1.2 Concepts of EDI 4.1.3 Applications of EDI& Its Limitation 4.1.4 EDI model
Oct 2018	14	4.2 E-Governance 4.2.1 Introduction 4.2.2 E-Governance in India 4.2.3 Import, Export Electronic Payment System 5.1 Introduction to EPS 5.2 Meaning of Traditional and Modern Payment System 5.3 Types of Modern Payment System (GIRO Payment, Credit Card, Smart Card, Direct Transfers, Stored Value Card, Point of Scale, Micropayment, Electronic Cash, E-cheque, RTGS, Security measures of online transactions, Threats of Payment System etc.)
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Sanjeev Tamhane

Subject – Import Export Procedure (601) Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Essentials for Export 1.1 Registration – IEC, RCMC [Registration cum membership Certificate.] EPC-Export promotion council, central excise. 1.2 Categories of Export 1.2.1 Physical 1.2.2 Deemed Export 1.2.3 Merchant 1.2.4 Manufacture Export 1.3 Shipping Documents 1.4 Terms used in Shipping
Jan 2019	12	Custom Clearance Procedure for Imported Cargo: Documentation, Consignment, Clearance Procedure, Payment Procedure, Concept of Ware Housing, Procedure for Importing Goods within relevant provisions under various Acts. Export Procedure 3.1 Basic Documentation 3.2 Excise clearance for export 3.3 Quantity – Preshipment inspection 3.4 Packaging, Marketing, Labeling 3.5 Shipment of Goods
Feb 2019	12	3.6 GSP [Generalized System of preferences] Rules & Origin 3.7 Role of overseas agent & remittance of commission. 3.8 Incentives for export from Govt. 3.9 Various modes of transport. Benefits of Export 4.1 Service Tax benefits 4.2 Excise clearance benefits / rebates 4.3 Income Tax benefits

March 2019	14	Duty Drawback & Remittance Scheme Advance License Replenishment license Special Interest License DEPR Scheme [Duty Entitlement Pass Book Scheme] DFRC Scheme [Duty Free Replenishment Certificate]
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Shalaka Deshpande

Subject –International Business Law (602) Class- SY IB (Sem. 6) Div

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	International Law Meaning, scope, objects, state Jurisdiction Evolution of International Economics/ Trade Law with special reference to United Nation's role in its development. Trans-National Corporations-their rights, duties & responsibilities under International Law Charter on Economic Rights & Duties of State (ERDS)
Jan 2019	12	United Nations Conference on International Trade(UNICITRAL) International Finance Corporation (IFC) International Development Programme (UNDP) Organization for Economic Co-operation & Development (OECD)
Feb 2019	12	International Trade 3.1 Unification of law of International Sale of Goods 3.2 Uniform Customs & Practice of Documentary Credits & international Chamber of Commerce 3.2.1 UNICITARAL Model for Inter Credits & Guaranties 3.2.2 UNICITARAL Model for International Payments 3.2.3 UNICITARAL Model for Electronic- commerce 3.3 International Convention Governing Bill of Lading 3.3.1 Brussel Convention 3.3.2 UNICITARAL Convention International Dispute Settlement Machinery W.T.O. Dispute

		Redressed system International Court of Justice- Constitutional, Jurisdiction, Procedure, Evaluation World Bank Inspection Panel- Functions & Procedure
March 2019	14	International Clauses for Settlement of Investment Disputes (ICSID)- Tribunal, Function & Procedure International commercial Arbitration & Enforcement of Foreign Awards Indian Law affecting International Trade Foreign Trade (Regulation & Development) Act 1992. The Customs Act 1962 (Definitions-Authorities-Penalties) Role & functions of Indian Government Bodies for promotion of International Trade Ministry of Commerce Board of Trade Commodity Organization Export Promotion Council Commodity Boards Service Institutions Indian Government Trade Representative Abroad
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Sonal Apte

Subject – Study of Global Economics (603) Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction 1.1 Globalization 1.1.1. Drivers of Globalization 1.1.2. The Globalization debate 1.2 The changing world order 1.3 Global economy of the 21st Century Study of International Monetary Fund [IMF] And World Bank with reference to : 2.1 Nature of Global financial markets
Jan 2019	12	2.2 Emerging markets 2.3 Poverty Aid Global Human Resource Management 3.1 International Labour Relations – concern and strategy of organized labour. 3.2 Mobilizing talent for global development with respect to international migration of skilled and unskilled labour
Feb 2019	12	Challenges confronting the global economy with reference to : 4.1 Energy and commodity crisis 4.2 Financial turmoil India in the Global Setting : 5.1 India – An emerging market
March 2019	14	5.2 India in Global Trade 5.3 Liberalization and integration with the global economy

		Case studies in Economic and Business Environment in the Global Economy 6.1 India and Europe 6.2 India and Association of South East Asian Nations [ASEAN] 6.3 India and North America
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Surekha Gaikwad

Subject –: International Project Management (604) Class- SY IB (Sem. 4) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction to International Project Management: 1.1 Introduction 1.2 Definition of Project 1.3 What is Project Management? 1.4 Characteristics of a Project 1.5 Roll of Project Manager and skills required, Knowledge required, 1.6 Complicities of a Project 1.7 Different Types of Projects 1.8 7's Of project Management
Jan 2019	12	Strategy planning & Project Management 2.1 Need for Strategy in Project Management 2.2 Resource Co-ordination 2.3 Project performance measurement 2.4 Work breakdown structure, Stakeholder Management 2.5 Project Analysis : Technical aspects, Financial aspects, Risk factors & management 2.6 Social cost benefit analysis Time, Cost and Quality Planning 3.1 Process 3.2 Gantt Charts 3.3 Estimating
Feb 2019	12	3.4 Critical Path Analysis 3.5 Arrow – on- Arrow Diagrams 3.6 Scheduling 3.7 Quality Conference Planning 3.8 Quality Performance Planning 3.9 Project Structure Teams 3.10 Organization

		Project Delivery & Control 4.1 Requirement of Control System 4.2 Defining System, Characteristics of Importance 4.3 Defining Variation Limits
March 2019	14	4.4 Measurement, Making Process Visible 4.5 Feedback & Corrective Action 4.6 Project Completion & Handover 4.7 Improvement Activities 4.8 Training & Education 4.9 Audit & Review 5. Cultural Factors Influencing International Projects & Learning 5.1 Different Countries, Different Cultures, How it can be useful in International Projects 5.2 Future Challenges for Project Management, Managing change & its issues 5.3 Improving Project Performance
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Ulhas Kelkar

Subject –: Supply Chain & Logistics Management (605)

Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Basic Concept about distribution system 1.1 Basic concept of distribution system Logistics needs 1.2 Setting distribution objectives. 1.3 Definition of physical distribution concept of distribution cost. Analysis of distribution cost. Element of total cost in physical in distribution system. 1.4 Developing channel design
Jan 2019	12	Channel Section Control system for efficiency Productivity aspects of logistics management. Distribution & customer satisfaction, Channel strategy decision. Channel management & channel strategy Selections of channel partner & Strategies of channel of distribution. Objectives of channel of distribution Patterns of distribution.
Feb 2019	12	Factors in the selection distribution channel. Motivation of intermediaries Motivational tools & control areas. Remuneration of the sales person. Logistics for customer satisfaction. Functional areas of logistics integration.

March 2019	14	Marketing & physical Distribution 5 Physical Distribution Management Transportation Models of Transportation. Distribution analysis control & management. Standards of performance of distribution & analysis. Controlling the distributor and retailer.
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2018-19
{From 01.12.2018 to 31.3.2019}

Name of the Teacher- Manjusha Wadekar

Subject – Research Methodology (50 Marks) & Project (50 Marks) (606)

Class- SY IB (Sem. 6) Div.:

Name of the Department- TYBBM (IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2018	10	Introduction to Research Methodology – 1.1 Meaning & Definition of Research 1.2 Significance & Limitations of Research 1.3 Types of Research 1.4 Research Design (Definition, Objectives, Essentials of good Research Design) 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)
Jan 2019	12	2.3 Secondary Data ((Definition, Advantages, Disadvantages, Types &Methods of collection of Secondary Data) 2.4 Introduction to Sampling (Types) Analysis & Report Writing – 3.1 Data Processing, Analysis, Interpretation, 3.2 Meaning & Characteristics of Research Report, Steps involve in report writing
Feb 2019	12	Project – Individual discussion of projects
March	14	Project – Individual checking and discussion of projects

2019		
TOTAL	48	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Aug 2019	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2019	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Oct 2019	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management

		Total Quality management International management Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Aug 2019	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2019	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2019	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network,

		Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Aug 2019	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2019	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>

Oct 2019	15	Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Aug 2019	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2019	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2019	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Aug 2019	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2019	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2019	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc.

		,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Aditi Samir

Subject – Business Demography Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	20	Introduction to Demography, Meaning of Demography, Definition of Demography, Nature of Demography, Scope of Demography, Importance of Demography, Present population situation and past and future trends in the world Components of Demography Concepts of Fertility, Birth Rates Calculation and Factors Affecting Fertility, Concepts of Mortality, Death Rates Calculations and Factors Affection Mortality, Migration Concept Definitions Classification, Pull and Push Factors, Demographic Transition Theory, Concept Of Growth Rates Calculations
Aug 2019	10	Population distribution and density, Definitions of Population Density and Distribution, Indian Population Density: Spatial Distribution, Factors Affecting Population Distribution and Density, Concepts of Over Under and Optimum Population, Population Related Problems Faced By Over Populated, Under Populated And Advanced Countries
Sept 2019	8	Composition and characteristics of population (concepts and statistics) Sex Ratio, Literacy Rates, Age Sex Pyramids, Work Participation Rate, Human Development Index, Languages And Dialects
Oct 2019	7	Settlement Studies, Rural and Urban Settlements (Concepts in Different Countries), Factors Responsible for Urbanization, Urban Morphology:

		Central Business Districts, Rural Urban Fringe, Problems Faced by Urban Sprawls, Solutions To The Urban Problems
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2020	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventory Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2020	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2020	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	11	Nature and evolution of business Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
Jan 2020	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
Feb 2020	15	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
March 2020	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce,

		Online Trading, patents, trademarks and Copy rights, Challenges before Indian business sector
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Jan 2020	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Feb 2020	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
March 2020	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Jan 2020	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2020	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2020	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2020	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2020	12	Long term fin planning & Leverages
March 2020	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Aditi Samir

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2020	15	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2020	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2020	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2019	15	Income Tax Act 1961(meaning, concepts and definitions), Computation of Taxable income under the heads of: Income from salary, Income from house property
Aug 2019	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
Sept 2019	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
Oct 2019	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sonal Apte

Subject – Macro Economic Analysis Class SY BBA (Sem 3) Div.

Name of the Department BBA

Month	No. of Lectures	Topics – Sub Topics
July 2019	8	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach.
Aug 2019	13	National Income concepts- Real and Nominal. Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
Sept 2019	12	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Credit creation by commercial banks.
Oct 2019	12	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher- Bageshree Deo

Subject- Ecommerce Technologies Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2019	12	Introduction to Ecommerce, Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
Aug 2019	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
Sept 2019	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E- cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
Oct 2019	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA

Div. ____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
Aug 2019	16	Ratio analysis (Sums on Financial statement analysis)
Sept 2019	8	Ratio analysis Sums
Oct 2019	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Financial Management Fin Spl

Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction of the Corporate Financial Statements & introduction to fund flow statements
Aug 2019	16	Fund flow sums and introduction to cash flow sums
Sept 2019	8	Cash flow sums
Oct 2019	5	Ratio analysis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Fundamentals of Marketing** Class – **SYBBA**

Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
July 2019		1	Introduction to Marketing.
		1.1	Definitions and Evolution of the Concept of Marketing
		1.2	Approaches to studying Marketing.
		1.3	Scope and Importance of Marketing.
		1.4	Changing Profile and challenges faced during Covid Crisis.
Aug 2019		2	Marketing Environment
		2.1	Internal / External Environment
		2.2	PESTEL analysis in Crisis.
		2.3	Marketing Planning Process
		3	Segmenting, Targeting and Positioning (STP)
		3.1	Market Segmentation Levels
		3.2	Targeting Strategies
		3.3	Segmentation Variables
Sept 2019		4	Marketing Mix (Part-I)
		4.1	Meaning and Significance of Marketing Mix
		4.2	Product Mix
			Meaning-Goods, Services, Ideas
			Characteristics and Types
			Product Life Cycle
			Branding, Packaging and Labelling (Packaging gets a boost in Crisis)
		4.3	Price Mix
			Meaning and Importance
			Factors influencing Pricing
			Pricing Techniques
		5	Marketing Mix (Part-II)

		5.1	Place Mix - Meaning and concept
			Channels of Distribution-Levels
			Types of Intermediaries
			Distribution Strategies
		5.2	Promotion Mix – Meaning
			Elements of the Promotion Mix
			* Advertising
			*Sales Promotion
			*Events & Experiences
			*Publicity &Public Relations
			* Personal Selling
			* Word of Mouth
			(Emphasis on the growing importance of Marketing Communication)
Oct 2019		6	Marketing Information System
		6.1	Meaning and Importance
		6.2	Components
			* Internal Company Records
			* Marketing Intelligence
			*Marketing Research
			(WEB VISITS & On-line Surveys)
		7	Current Trends in Marketing
		7.1	Green Marketing
		7.2	Rural Marketing
		7.3	Cause Related Marketing
		7.4	Experiential Marketing
		7.5	Digital Marketing
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **Introduction to functions of HRM** Class – **SYBBA**

Div. ____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Understanding concept of HRM HRM Personnel Management and HRM Organization of HR department Models of HRM Strategic HRM Procurement of HR Job Analysis HRP Recruitment
Aug 2019	15	Selection Interview Induction and Placement Training and Development Training: Definition, Importance, Objectives, Need, Process, gaps in training, evaluation of training, analysis of training needs, methods of training. Development: Definition, need, importance, Management development EDPs and MDPs
Sept 2019	7	Industrial Relations, Separations and Safety Management IR Dispute Settlements Separations Health and Safety
Oct 2019	8	Compensation Management And Performance Management Compensation Management: Wage and Salary administration, Benefits and Services, Incentive Schemes, Productivity Management Performance Management: Objectives, Methods, Counselling, Coaching, Process, Legal issues with PMS
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –ADITI SAMIR_____

Subject -_SERVICES MANAGEMENT

Class_SY_____Div. __SERVICES SPL_

Name of the Department BBA_____

Month	No. of Lectures	Topics – Sub -Topics
July 2019	12	Introduction to services <ul style="list-style-type: none"> ✓ Meaning of services ✓ Definitions of services ✓ Nature and Scope of Services Characteristics of services
Aug 2019	12	Classification of services <ul style="list-style-type: none"> ✓ WTO classification of services Fundamental Differences between goods and services
Sept 2019	16	Demand and Supply of services <ul style="list-style-type: none"> ✓ Capacity planning ✓ Strategies to change demand Strategies to change supply
Oct 2019	20	Services Environment <ul style="list-style-type: none"> ✓ Factors responsible for growth of services Changing environment for services Role of services in Economy <ul style="list-style-type: none"> ✓ India ✓ Worldwide Emergence of e-services Services virtual case studies about Ethical considerations <ul style="list-style-type: none"> ✓ Issues that create ethical conflict ✓ Effects of ethical misconduct

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Indian Financial System And Regulators Class SYBBA – fin spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction to the Indian Financial System & Milestones in the Indian Financial system
Aug 2019	16	History of RBI and its functions & Role of SEBI as financial regulator.
Sept 2019	8	Intr roductions to Depositories - NSDL and CDSL & NIM and Secondary Markets
Oct 2019	5	Introduction to Money Market Instruments & History and functions of Insurance industry in India
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Sales Management** Class – **SYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
July 2019		1	Introduction to Sales Management
		1.1	Definition & Objectives
		1.2	Sales Management Process
		1.3	Difference between Sales Mgt. & Marketing Mgt.
		1.4	Importance of Sales Management
		1.5	Trends in Managing Sales in Crisis.
		2	Sales Research & Sales Planning
		2.1	Introduction to Sales Research
		2.2	Methods & Process of Sales Research
		2.3	Application of Sales Research
		2.4	Sales Planning- Meaning, Types, Process, Components & Requisites
		2.5	Sales Budget
		Aug 2019	
3.1	Meaning		
3.2	Principles of Organisation		
3.3	Organisation Structures- Types		
3.4	Introduction to Sales Manager		
3.5	Duties & Responsibilities of the Sales Manager		
Sept 2019		4	Sales Force Management
		4.1	Staffing the Sales Organisation
		4.2	Training & Development
		4.3	Motivation
		4.4	Compensation
		4.5	Evaluation
		4.6	Control

Oct 2019		5	Personal Selling
		5.1	Meaning & Definitions
		5.2	Objectives
		5.3	Process of Personal Selling
		5.4	Prospecting
		5.5	Generating Leads
		5.6	Overcoming Sales Resistance
		5.7	Sales Calls- Types
		5.8	Sales Presentation & Demonstration
		5.9	Personal Selling Skills
		5.10	Value Added Selling
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **Organizational Behavior** Class – **SYBBA**

Div. ____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
July 2019	17	Fundamentals of OB Definition, Scope Importance of OB, Evolution, Theoretical framework and Limitations. Dynamics of People and OB Models of OB OB and organizational Performance Individual Process and Behavior Ability Learning Attitude Personality and Values
Aug 2019	17	Perception Emotional Intelligence Motivation Definition, Concept Content theories Contemporary Theories Interpersonal Process and Behavior Foundations of group behavior Managing Teams
Sept 2019	12	Leadership Concept Styles Contemporary Leadership Success stories if Global Indian Leaders Organizational System Foundations of organizational structure Organizational Culture
Oct 2019	8	Managing Change Organizational Change Implementing organizational change
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Aditi Samir

Subject – Services Marketing Class SYBBA – Services spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction to the Concept of services marketing mix Meaning of services marketing Definitions of services marketing Nature and Scope of Services marketing services marketing mix Services product mix & price mix New Product Development Product Package
Aug 2019	16	Pricing objectives and strategies Services promotion mix & place mix Concepts and components
Sept 2019	17	Extended services marketing mix Ps: Process: Concepts and components Extended services marketing mix Ps: People: Concepts and components
Oct 2019	11	Extended services marketing mix Ps: Physical Evidence : Concepts and components Recent trends in marketing mix
TOTAL	60	

X Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shubhendu Pandit

Subject- Production & Operations Management Class- SYBBA (Sem 4)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Jan 2020	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Feb 2020	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
March 2020	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Sonal Apte

Subject- International Business Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Introduction to IB, Trade Theories, Globalization and its drivers
Jan 2020	8	MNCs, Modes of entry, FDI & FIIs, BOT & BOP
Feb 2020	12	International Monetary System, Fixed, Flexible & Managed Rates, FOREX Market, FERA & FEMA
March 2020	15	IMF, World Bank & WTO, Trading Bloks (NAFTA, SAARC, EU, ASEAN)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SYBBA (Sem 4) Div:

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
Jan 2020	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
Feb 2020	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
<p>March 2020</p>	<p>10</p>	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
<p>TOTAL</p>	<p>45</p>	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – Prasad Barve

Subject – French

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Jan 2020	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Feb 2020	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
March 2020	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – Sukhada Padhye

Subject – German

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Jan 2020	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Feb 2020	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
March 2020	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject -Short term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Introduction to Short Term Analysis - Concept and components & concept of Working capital Management
Jan 2020	16	Sources of Working Capital – Reserves, C.C. and Bank Overdraft & Ploughing back of profits
Feb 2020	12	Computation of working capital Sums
March 2020	6	Cases of working capital and consideration of Tandon committee norms
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Product and Strategic Brand Management** Class – **SYBBA** Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics			
Dec 2019		1	Product		
		1.1	Meaning and Anatomy		
		1.2	Product Classification		
		1.3	Product Mix (Decisions in Covid Crisis)		
		1.4	Product Life Cycle		
		2	Product Management		
		2.1	Meaning, Need and Scope		
		2.2	Product Management Functions		
		2.3	Product Management Decisions		
		2.4	Changing/Challenging Role of the Product Manager especially in Covid Crisis.		
		Jan 2020		3	Product Line Decisions
				3.1	Product Differentiation
3.1	Packaging (importance of packaging in covid situation).				
3.3	Labelling				
3.4	Product Launch				
4	Brand				
4.1	Meaning				
4.2	Products Vs. Brands				
4.3	Brand Creation				
4.4	Branding Challenges & Opportunities				
4.5	Historical Origins of Branding				

Feb 2020		5	Strategic Brand Management
		5.1	Brand Management Process
		5.2	Brand Management Programs
		5.3	Measuring Brand Performance
		5.4	Growing & Sustaining Brand Equity
		6	Brand Elements to Build Brand Equity
		6.1	Criteria for choosing Brand Elements
		6.2	Options & Tactics
		6.3	Legal Branding Considerations
March 2020		7	Secondary Brand Associations
		7.1	Leveraging SBA
		7.2	Company
		7.3	Country of Origin
		7.4	Channels of Distribution
		7.5	Co-Branding
		7.6	Licensing
		7.7	Celebrity Endorsements
		7.8	Third Party Sources
		8	Branding Strategies & Naming New Products
		8.1	Branding Strategies
		8.2	Brand Pyramid : Brand Building Blocks
		8.3	New Products& Brand Extensions
		8.4	Brand Failures
		8.5	Deadly Sins of Brand Management
		8.6	Guidelines for making a Strong Brand
		TOTAL	

Deccan Education Society's
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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **Human Resource Management – Training and Development Class – SYBBA** Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	Steps in Training process Identify job competencies Criteria for identifying training needs (personal, team and organizational) Training need assessment Designing and Implementing a training program Trainer identification Methods and techniques of training Designing a training module
Jan 2020	15	Train the Trainer Budgeting the training Evaluation of training programs Krikpatrick model of evaluation Measuring transfer of learning CIRO model ROI of training program
Feb 2020	7	Industrial Relations, Separations and Safety Management IR Dispute Settlements Separations Health and Safety Technology in training programs Different aids of training and their limitations E-learning/Online training Distance learning
March 2020	8	Competency mapping and career development Definition and confusion about competency Components and categories of competencies Career development Innovative career development initiatives in organizations
TOTAL	45	

Deccan Education Society's
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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Aditi Samir

Subject -Current Trends in Services Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Healthcare services Meaning concepts, Marketing Mix and recent trends, Education services Meaning concepts, Marketing Mix and recent trends
Jan 2020	12	Entertainment services Meaning concepts, Marketing Mix and recent trends
Feb 2020	12	Transportation & telecommunication services Meaning concepts, Marketing Mix and recent trends
March 2020	9	Media and other services Meaning concepts, Marketing Mix and recent trends
TOTAL	45	

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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Long term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Introduction to Long Term Funds Concept and components
Jan 2020	16	Introduction to Capital Budgeting and Risk Analysis - Sums
Feb 2020	12	Cases and calculations of Capital Budgeting techniques
March 2020	6	Calculation of Cost of Capital --- WACC
TOTAL	45	Total hours

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Deepa Sharma

Subject- Consumer Behaviour Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Consumer Behaviour Introduction Meaning and importance Marketing mix and consumer behaviour Technology and consumer behaviour Consumer Research Process Over view of process Purpose of research
Jan 2020	14	Steps involved in research Data collection Measurement of customer satisfaction Relation between segmentation and CB Need for segmentation Need for target markets Segmentation criteria
Feb 2020	10	Brand positioning and segmentation Understanding Customer Motivation Process of motivation Maslow's needs hierarchy Needs, segmentation and positioning Cultures and consumer behavior Brands, cultures and consumer behaviour
March 2020	9	Personalities and Consumer behaviour Traits and brand personalities Personality theories Marketing communications and CB Consumer perceptions Consumer buying decisions and products
TOTAL	45	

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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **HRM – Performance and Compensation Management** Class – **SYBBA**
Div. ____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	13	Conceptual awareness of Performance Appraisals, Performance Planning and Analysis Role of performance in organization Role of appraisals in performance Relevance of objectives in organization Organization and individual performance PMS and HRM Performance Review and Discussion Significance of review Performance review process
Jan 2020	15	Performance appraisal factors Methods and errors 360 degree feedback Assessment Centers Performance Management System in Action and Reward Systems Critical Success factors Case studies in performance management Methods of appraisal
Feb 2020	10	Who can appraise Measuring results and behavior Gathering performance information Pay Structures and Understanding a Salary Slips Different pay structures Payroll Management Deductions Cost to company
March 2020	7	Competency based pay Performance based pay Employee Benefits and Statutory Benefits Contemporary issues in Compensation Management
TOTAL	45	

Deccan Education Society's
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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Aditi Samir

Subject- Services operations Management and Quality issues Class- SYBBA
(Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	15	Understanding customers' expectations and perceptions Gronroos model GAP Model Framing customers' expectations
Jan 2020	15	Expectation surveys, Aligning service designs and standards Bench marking Blue printing
Feb 2020	15	Delivering & performing services Service recovery & complaint handling process Managing service promises Service guarantee
March 2020	15	Developing service distribution standards, Other quality techniques
TOTAL	60	

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LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher- Amol Kulkarni

Subject- Supply Chain & Logistics Management
5) Div

Class- TYBBA (Sem

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2019	12	Introduction to Supply chain Management, Scope & Objectives of CRM, Logistics & its role
Aug 2019	12	Bullwhip Effect, Customer Service, Procurement & Strategic Sourcing, Importance of purchasing. Purchasing as a profit center
Sept 2019	12	Vendor developing and vendor rating, Changing relations with supplier, Make or Buy decision, Inventory, Types of Inventory, Different types of inventory analysis
Oct 2019	9	Concept, introduction to physical distribution Total distribution cost, Participants of distribution channel, channel design, Current trends in Supply chain management
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher- Manjusha Wadekar

Subject- Research Methodology

Class- TYBBA (Sem 5) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2019	12	Meaning & Definition of Research, Significance & Limitations of Research, Types of Research, Introduction to hypothesis
Aug 2019	12	Framing Hypothesis, Research Design (Definition, Objectives, Essentials of good research design), Research Process & collection of data, Primary Data
Sept 2019	12	Secondary data, Introduction to sampling, Sampling techniques, Sampling Methods
Oct 2019	9	Analysis & Report Writing – Data Processing, Analysis, Interpretation, Meaning & Characteristics of Research Report, Steps involve in report writing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher- Smita Shetty

Subject- Customer Relationship Management Class- TYBBA (Sem 5)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2019	12	Introduction: Concept, Importance and Culture of CRM, Transition from Database Marketing to CRM. Challenges building Loyal customers, Evolution and Types Of CRM, CRM Implementation options, Rogers and Peppers model of CRM, Customer Engagement and Experience Management
Aug 2019	12	Building a Relationship Approach, Creating a Responsibility and Accountability Matrix, Level of Relationship Bonds, CRM Levels, Front End and Back end Business Process Integration
Sept 2019	12	Sales & Post sales process, Marketing Campaign Process, Contact and Activity Management Process, Role of technology in CRM
Oct 2019	9	Loyalty Programs, Objectives, characteristics of LP, Effectiveness and drivers of LP, Differences: Behavioral Loyalty and Attitudinal Loyalty, CRM Driven ROI Matrix for internal customers
TOTAL	45	

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LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sukhada Padhye

Subject - German Class – TYBBA

Div. _____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Aug 2019	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Sept 2019	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Oct 2019	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same
TOTAL	60	

LECTURE PLAN – for the Fifth Semester 2019-20

{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Prasad Barve

Subject – French

Class – TYBBA

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Aug 2019	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Sept 2019	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Oct 2019	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

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LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Working capital assets management Class TYBBA Fin Spl
Div. ____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction to the concept of Receivables management Concepts and components & Management of accounts receivables and ABC analysis of receivables.
Aug 2019	16	Management of trade credits and bills receivables & Introduction to factoring and its cases
Sept 2019	8	Different contracts of factoring & Difference between Factoring and bill discounting
Oct 2019	5	Inventory Management and control
TOTAL	45	

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Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **IMC and Advertising** Class – **SY BBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
July 2019		1	Integrated Marketing Communication (IMC)
		1.1	Understanding IMC
		1.2	Integrating Marketing Communication in the Marketing Mix
		1.3	IMC Tools Characteristics
		2	Advertising
		2.1	Meaning, Features, Functions
		2.2	Types of Advertising
		2.3	Five Ms of Advertising
		2.4	History of Indian Advertising
		Aug 2019	
3.1	Meaning		
3.2	Response Hierarchy Model		
3.3	AIDA		
3.4	High & Low Involvement Learning Models		
3.5	FCB Model		
4	Advertising Objectives and Campaign Planning		
4.1	Objectives		
4.2	Advertising Budget		
	* Methods		
	* Factors to be considered		
4.3	Advertising Campaign Planning Process		

Sept 2019		5	Creative & Media Strategies
		5.1	Creativity in Ads
			* Copy writing, Creative Writing,
			*Message Content, Appeals, Mascots, Endorsements
			Jingles, Slogans
		5.2	Media Decisions
			* Role of Media
			*Types of Media
			* Advantages & Disadvantages
			* Factors affecting media choice
			* Media Planning , Selection and Scheduling strategies.
Oct 2019		6	Advertising Effectiveness
		6.1	Measurement of Ads
		6.2	Pre Testing & Post Testing
		6.3	Technology used in Testing
		7	Advertising agency
		7.1	Meaning & functions
		7.2	Types of Advertising Agencies
		8	Legal & Ethical Aspects of Advertising in India
		8.1	Statutory Provisions Governing Advertising
		8.2	ASCI's Code of Advertising
		8.3	General Rules of Conduct in Advertising
TOTAL			

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LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Dr. Ashwini Ramgade

Subject – **Organizational Development** Class – **TYBBA(HRM)** Div. ____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics
July 2019	12	Meaning and Definition, History of OD, Organisational Development for Managers, Characteristics and Assumptions, Role of OD Practitioner, Process of OD: Components of OD program, OD program phases, Making an Entry, Developing Contract, Launch, Situational Evaluation, Closure
Aug 2019	12	Designing Interventions: OD Interventions, Characteristics of OD Interventions, Levels of Diagnosis in Organisations, OD Map, Factors Affecting Success of Interventions, HR Interventions
Sept 2019	12	Structural Interventions, Strategic Interventions, Evaluating OD Interventions
Oct 2019	9	Future of OD, Enhancing constant learning, Trends within the Organisation
TOTAL	45	

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Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – _____ADITI SAMIR_____

Subject -FINANCIAL SERVICES MANAGEMENT Class BBA_Div.____

Name of the Department __BBA_____

Month	No. of Lectures	Topics – Sub -Topics
July 2019	12	Introduction to Financial services Concepts meaning and special considerations for the customers <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
Aug 2019	12	Banking services: History Functions and service operations <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
Sept 2019	16	Insurance services: History Functions and service operations <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
Oct 2019	20	Money Markets: concepts and components Mutual funds Pension plans Micro finance Venture capital
TOTAL	60	

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{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Analysis of Corporate Financial reports** Class TYBBA Fin Spl.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Analysis of the corporate financial statements & Reading and analyzing the Annual reports
Aug 2019	16	Preparation of comparative, common size and trend analysis statements and its analysis
Sept 2019	8	Ratio analysis of a corporate balance sheet
Oct 2019	5	Ratio analysis of a corporate balance sheet
TOTAL	45	

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Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Retail Management** Class – **SYBBA**

Div. ____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
July 2019		1	Retailing Overview
		1.1	Meaning, Scope & Functions of Retailers
		1.2	Social & Economic Significance of Retailing
		1.3	Opportunities in Retailing
		1.4	Global Retailing Scenario
		1.5	The Indian Retailscape
		2	Retailer Characteristics
		2.1	Classification of Retailers (Formats)
		2.2	Differences between Services & Merchandise Retailers
		2.3	Types of Ownership
Aug 2019		3	Retail Market Strategies
		3.1	Meaning of Retail Strategy
		3.2	Target Market Retail Format
		3.3	Building Sustainable Competitive Advantage
		3.4	Growth Strategies
		3.5	Retail Pricing Strategies
		4	Retail Locations
		4.1	Types of Locations
		4.2	Site Selection Process
		4.3	Legal Considerations
		4.4	Mall Management

Sept 2019		5	Store Layout & Design	
		5.1	Store Design- Meaning & Objectives	
		5.2	Types of Layouts	
		5.3	Space Management	
		5.4	Visual Merchandising	
		5.5	Atmospherics	
		5.6	Legal Considerations	
		6	Merchandise Management	
		6.1	Meaning- Assortment, Variety, SKU	
		6.2	Merchandise Management Process	
		6.3	Category Management	
		6.4	Private Labels	
Oct 2019		7	IT in Retail & Current Trends	
		7.1	Role of IT (* UPC * EDI* RFID)	
		7.2	Databases, Datamining, Datawarehousing	
		7.3	Retail Communication	
		7.4	Retailing in Rural Areas	
TOTAL				

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{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Shalaka Deshpande

Subject – **Labour Laws**

Class TYBBA HR Spl.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	The Maternity Benefit Act, 1961, Payment of Bonus Act, 1965
Aug 2019	16	Payment of Gratuity Act, 1972, Employees Provident Funds and Misc Provisions Act, 1952
Sept 2019	16	Factories Act, 1948, Industrial Disputes Act, 1947
Oct 2019	12	International Labor Organization, Introduction, Conventions India and ILO
TOTAL	60	

Deccan Education Society's
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LECTURE PLAN – for the Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –ADITI SAMIR_____

Subject -TOURISM SERVICES, MARKETING & MANAGEMENT _____

Class _TYBBA_____ Div.____

DEPARTMENT BBA

Name of the Department __Month	No. of Lectures	Topics – Sub -Topics
July 2019	12	<p>Introduction to tourism & hospitality marketing</p> <ul style="list-style-type: none"> • Definitions • Classifications and types of tourism • Major concepts <ol style="list-style-type: none"> i. Tourist <p>Tourism Tourism & hospitality marketing environment</p> <ul style="list-style-type: none"> • PESTEL environmental analysis <p>MkIS and marketing Research</p>
Aug 2019	12	<p>Developing marketing mix</p> <ul style="list-style-type: none"> • Concept of service package • 7 P's of tourism services marketing mix • 7P's of Hospitality services marketing mix • Special issues and challenges for the managers <p>Crisis management Designing customer driven market strategy</p> <ul style="list-style-type: none"> • Segmentation Targeting and Positioning • Business Travelers and MICE segment • Group Travelers and Family segments <p>Gender and age specific needs</p>

Sept 2019	10	<p>Handling competition in tourism</p> <ul style="list-style-type: none"> • Indian Market Leaders and their strategies • International Market Leaders and their strategies
Oct 2019	20	<p>Destination Marketing w.s.r.t India and Cross Border</p> <ul style="list-style-type: none"> • Geography and destination • Demography and destination <p>History and destination</p> <p>Challenges in tourism & hospitality services</p> <ul style="list-style-type: none"> • Demand- supply analysis • Tourism entrepreneurship <p>Use of technology: impact of social networks</p>
TOTAL	54	

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LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Akshay Ranjanikar

Subject- Management Control System Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	10	Introduction To Management Control System The control function- Elements of Control- Nature of Control –Problems in control Management Control – Characteristics, Principles & Types of Management Control Factors Affecting Managerial Philosophy Management Control Systems - Elements of MCS – Designing of MCS – 10 commandments of Effective Control System
Jan 2020	10	Management Controls In Functional Areas Production Control: Need – Procedure – Techniques Of Production Control Inventory Control: Classification Of Inventories – Motives For Holding Inventories- Determination Of Stock Levels Marketing Control: Process Of Marketing Control- Importance Of Marketing Control System- Tools And Techniques Of Marketing Control Control In Personnel Area: Reasons For Workers Resistance
Feb 2020	10	Computers Systems Computer for Management Control Purposes- Are Computers essential for MIS? Computers and Information System – Manual System Mechanical Systems- MIS – Decision Support Systems- Characteristics of DSS- Where to apply DSS- Expert Systems. Meaning of project – Aspects of Project – Factors affecting Project -Project Planning – Time Dimension – Cost Dimension- Quality Dimension
March 2020	15	Project Control- Reports Costs and Time- Reports on output-Revisions. Implementing MCS for small & medium size companies Methodology of implementing Management Controls - Roles and responsibilities in implementing Management Control. Management Control Structure - Responsibility centre, cost centre, profit centre, investment centre. MCS in service & non-profit organizations.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Amol Kulkarni

Subject- Strategic Management Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	Introduction to Strategic Management Origin and evolution of concept 'Strategy' Concepts and characteristics of strategic management Scope and importance of strategies Corporate business and functional level of strategies Strategic Management Concept of vision mission and purpose Role of strategies in decision making Definition features and importance of strategic management Limitations of strategic management
Jan 2020	10	Strategy formulation and implementation Basic Concept and stages of strategic implementation Analyzing companies' resources and strategic advantage profile Reasons for strategic failure and methods to overcome
Feb 2020	10	Strategic control and evaluation Concept meaning and definition of strategic control Operations control and strategic control Concept of synergy Mc Kinsey's 7 S frame work
March 2020	10	Challenges in strategic management Challenges in strategic management Recent trends in strategic management International Case study
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – Tejaswini Ballal

Subject – Business Communication & Soft Skills Class TYBBA (Sem 6)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	10	Basics of communication, Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
Jan 2020	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
Feb 2020	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
March 2020	15	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shalaka Deshpande

Subject- Introduction to Business Law Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Indian Contract Act 1872 Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
Jan 2020	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
Feb 2020	12	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
March 2020	13	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Smita Mahajan

Subject- Current trends in Financial services and institutions Class- TYBBA
(Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Introduction to leasing and hire-purchase Concept and components Sums and case studies
Jan 2020	13	Introduction to the concept of credit rating Concept and components Mutual funds, venture financing, forfeiting, ETF's and introduction to derivatives Concept and components
Feb 2020	12	Recent trends in financial services – like Forensic accounting, money laundering, Masala bonds. Concepts
March 2020	08	Introduction to the Recent trends in accounting and costing ZBB, Target costing, Life cycle costing, ABC, Inflation accounting
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Deepa Sharma

Subject- International Marketing

Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Intro duction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
Jan 2020	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
Feb 2020	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
March 2020	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Dr. Ashwini Ramgade

Subject- Global Trends in HRM (HR Spcl)

Class- TYBBA (Sem 6)

Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	HR Analytics Foundations of Analytics Managing with Analytics Team and Collaboration Analytics Big Data HR Best Practices
Jan 2020	14	Building Sustainability through HR, HR Accounting Knowledge Management Employee Engagement and Experience International HRM Understanding all functions of HR from a global perspective Cases in HR
Feb 2020	10	Management Trends Workforce Diversity Dual Career Couples Work Life Balance Down Sizing Demographic changes
March 2020	9	Human Resource Information Systems Management Information Systems Implementing HRIS Applications of HRIS
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Aditi Samir

Subject- INTERNATIONAL BUSINESS IN SERVICES SECTOR (Service
Spcl) Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Introduction to services marketing in international business: Cross border issues Definitions and concepts
Jan 2020	14	International trade regulations for services sector GATS & WTO Modes of entry Global business strategies for services growth
Feb 2020	10	Strategic planning Joint ventures Mergers & Acquisitions Franchising & Licensing
March 2020	9	Global marketing mix planning for services Global challenges faced by services, Global Shared services
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Project in Finance

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Selection and noting of the topic with the internal guide.
Jan 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
Feb 2020	12	Completion of Ch. 3 – Financial Analysis
March 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Projects in Marketing** Class – **TYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Dec 2019		1.	Market and Marketing Research
		2.	Consumer Behaviour
		3.	Product Designing & Development
		4.	Brand Management
Jan 2020		5.	Retail Decisions
		6.	Segmenting, Targeting & Positioning
		7.	Product Launch
		8.	Advertising Research
Feb 2020		9.	Public Relations
		10.	Sales Promotions
		11.	Event Management
		12.	Customer Relationship Management
March 2020		13.	Marketing of Services
		14.	Marketing of Ideas
		15.	Green Marketing
		16.	Experiential Marketing

		17	Cause Related Marketing	
		18	Marketing Strategies	
		19	Social Marketing	
		20	Supply Chain Management	
TOTAL				

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Ashwini Ramgade

Subject - Project in HR

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Selection and noting of the topic with the internal guide.
Jan 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
Feb 2020	12	Completion of Ch. 3 – Research Analysis
March 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Aditi Samir

Subject - Project in Services

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
DEC 2019	12	Selection and noting of the topic with the internal guide.
JAN 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
FEB 2020	12	Completion of Ch. 3 – Research Analysis
Mar 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Aug 2019	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Sept 2019	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Oct 2019	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Bharati Upadhye

Subject – Principles and Practices of Management Class FY IB (Sem 1)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Aug 2019	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Sept 2019	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Oct 2019	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management Total Quality management International management

		Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Aug 2019	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Sept 2019	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Oct 2019	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Aug 2019	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Sept 2019	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Oct 2019	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet

		Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process, Classification of Accounts, Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features, Advantages and limitations, casting, steps, Illustrations Subsidiary books (including cash book) : meaning, need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Aug 2019	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Sept 2019	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction, Meaning of bills of exchange, Features, Advantages, Parties, Acceptance, Types of Bills of exchange, Bills receivable, bills payable, honour and dishonour of bill, endorsement, discounting, collection, retirement renewal, format of bill, cases</p>
Oct 2019	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard (meaning , objective) IFRS (meaning , objective)</p>

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shubhendu Pandit

Subject – Commercial Geography Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	13	Meaning of commercial Geography Definition of commercial Geography Nature of commercial Geography Scope of commercial Geography Importance of commercial Geography Geographical factors affecting agriculture Major types of Farming
Aug 2019	15	Industrial Crops Food Processing Units Agri- Marketing Rural-Urban Settlements Siting Factors Urban morphology commercial activities in the cities comparative urban structures north America Latin America African and middle East countries European countries Janapese, Russian structures Indian cities
Sept 2019	17	Classification of industries Factors affecting location of industries Iron steel, automobile, engineering, textile and chemical Population as a resource
Oct 2019	15	Patterns and factors affecting Air, Water, Road, Pipeline transportation, Development of telecommunication international trade Factors responsible for international trade Patterns of world trade
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shaunak Mainkar

Subject- Introduction to cost accounting Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
Jan 2020	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventory Valuation, ,Fixation of Inventory, Inventory Control Techniques
Feb 2020	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
March 2020	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Sonal Apte

Subject- Macro Economic Analysis Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach, National Income concepts- Real and Nominal
Jan 2020	12	Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
Feb 2020	13	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Foreign Trade multiplier
March 2020	10	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Smita Mahajan

Subject- Elements of HRM Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	14	Human Resource Management Introduction , development of HRM concept, HRD & HRM, Role of HR manager, Duties and Responsibilities of HR manager, Human resource Accounting, Benefits of HRA, Human Resource Audit and its Benefits, Manpower Planning Concept of Manpower Planning, Objectives, Importance Recruitment and Selection, Sources of Recruitment, Procedure, Basis of selection, Interviews ,Test, Induction Concept of succession Planning, Human Resource Research
Jan 2020	14	Performance Appraisal Concept, Objectives, Ethics and concept of performance management, Methods of Performance Appraisal Training and Development, Need, System Approach to Training, Education, Training and Development Merit Rating, need importance and method, Promotion, Transfer, Job description, Job evaluation, Job enlargement, Job enrichment, Job rotation, Job Analysis, Job Specification, Exit policy and its effects
Feb 2020	7	Tools to improve managerial effectiveness Kizen, Quality Circle, Time Management, TQM, SWOT Analysis Continuous improvement programme, Employee Safety Programme Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing
March 2020	10	Changes in technology, Health, family and work life balance, Cross cultural Training

		Multi Culturism, Continuous improvement program, Changing Skill requirement, Ethnocentric Approach, Polycentric Approach, Geocentric Approach, HCN, PCN, TCN
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
Jan 2020	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
Feb 2020	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
March 2020	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Jan 2020	16	Capital Structure and Capitalisation & Short term Fin Planning
Feb 2020	12	Long term fin planning & Leverages
March 2020	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher –Shaunak Mainkar

Subject – Global Business Environment

Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Jan 2020	15	Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Feb 2020	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
March 2020	10	Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sonal Apte

Subject – International Economics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Introduction to International Economics, Inter-regional and international trade, Trade theories- Mercantilism, Absolute Advantage, Comparative Advantage, Heckscher Ohlin, Intra industry trade
Aug 2019	12	Static and dynamic gains from trade, Potential and actual gains from trade, factors affecting gains from trade, Trade as an engine of growth, Concepts of terms of trade and factors affecting terms of trade, Free trade policy- case for and against
Sept 2019	12	Protectionist policy-case for and against, India's foreign trade policy- recent, Balance of Trade and Balance of Payment, Components, causes of disequilibrium and its correction
Oct 2019	11	IMF, World Bank and WTO-Evolution, Objectives, functions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shilpi Lokre

Subject – Fundamentals of Marketing Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Introduction to Marketing. Definitions and Concept. Approaches to studying Marketing. Scope and Importance of Marketing. Changing Profile and challenges faced. Marketing Environment Internal / External Environment PESTEL analysis Marketing Planning Process
Aug 2019	10	Segmenting, Targeting and Positioning(STP) Market Segmentation Levels Targeting Strategies Segmentation Variables Meaning and Significance of Marketing Mix Product Mix Meaning-Goods, Services, Ideas Characteristics and Types
Sept 2019	10	Product Life Cycle Branding, Packaging and Labelling Price Mix Meaning and Importance Factors influencing Pricing, Techniques Marketing Mix (Part-II) Place Mix - Meaning and concept Channels of Distribution-Levels Types of Intermediaries Distribution Strategies
Oct 2019	15	Promotion Mix – Meaning Elements of the Promotion Mix Advertising Sales Promotion Events & Experiences Publicity &Public Relations Personal Selling Word of Mouth Marketing Information System Meaning and Importance Components Internal Company Records Marketing Intelligence Marketing Research
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shubhendu Pandit

Subject – Production & Operations Management Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Aug 2019	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Sept 2019	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
Oct 2019	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA-IB

Div. ____

Name of the Department: BBA-IB

Month	No. of Lectures	Topics – Sub -Topics
July 2019	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
Aug 2019	16	Ratio analysis (Sums on Financial statement analysis)
Sept 2019	8	Ratio analysis Sums
Oct 2019	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Aug 2019	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Sept 2019	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Oct 2019	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Prasad Barve

Subject – French

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Aug 2019	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Sept 2019	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Oct 2019	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shalaka Deshpande

Subject – Business Ethics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics Importance of Ethics Nature of Ethics Causes of unethical behavior Types of Ethics Individual Ethics Importance of ethics in business. Types of business Ethics
Aug 2019	15	Types of ethics according to functions of business Relation between Corporate Social Responsibility & Business Ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy Relationship Between Business Ethics & Business Development Role of Business Ethics in Building a civilized society.
Sept 2019	10	Ethical issues in Business Ethics related to environment protection Ethics relating to Consumer protection Ethical issues relating to Globalization Social responsibility & Business ethics Arguments for and against social responsibility Ethics relating to IPR
Oct 2019	10	Organizational Ethics Professional ethics. Understanding the concept- Organizational Ethics Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Deepa Sharma

Subject- International Marketing

Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
Jan 2020	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
Feb 2020	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
March 2020	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Sonal Apte

Subject- Foreign Exchange Operations Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Foreign Exchange Determination Meaning of Exchange Rates. Fixed, Flexible & Managed Exchange Rates. Purchasing Power Parity Theory. Foreign Exchange Market & Dealing Room Operations. Spot & Forward Transactions
Jan 2020	14	Exchange Arithmetic on Spot, Forward & cross Rates. Retail & Wholesale Market. Need of Dealing Room Operations & Internal controls. Swaps/ Forward/ Options/ Futures. Introduction to Derivatives, Arbitrage & Speculations
Feb 2020	10	Global Money Market. Primary & Secondary Financial Market, Bond Market Modern ways of raising finance in International Market like Rupee denominated Bonds, etc.
March 2020	9	Role of Regulatory bodies in India. Foreign Exchange guidelines & Restrictions from RBI / Commercial Banks / FEDAI.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shalaka Deshpande

Subject- Introduction to Business Law Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Indian Contract Act 1872 Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
Jan 2020	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
Feb 2020	12	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
March 2020	13	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
Jan 2020	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
Feb 2020	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
<p>March 2020</p>	<p>10</p>	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
<p>TOTAL</p>	<p>45</p>	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – Mohinipriya Kale

Subject - German

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in German with usage of various types of articles and prepositions and solving relevant exercises for the same
Jan 2020	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
Feb 2020	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
March 2020	15	Vocabulary related to Culinary culture of Germany, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher – Prasad Barve

Subject - French

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2019	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in French with usage of various types of articles and prepositions and solving relevant exercises for the same
Jan 2020	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
Feb 2020	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
March 2020	15	Vocabulary related to Culinary culture of France, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- SYIB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
Jan 2020	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
Feb 2020	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
March 2020	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shalaka Deshpande

Subject – International Business Law Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	International Law Meaning, scope, objects, state Jurisdiction international economic law The definition of international economic law The basis of international economic law Economic sovereignty Permanent sovereignty over natural resources (PSNR) Fundamental principles of international economic law Trans-National Corporations-their rights, duties & responsibilities under International Law Charter on Economic Rights & Duties of State (ERDS)
Aug 2019	15	International Institutions, their role and functions UNCTAD UNCITRAL IFC, UNDP OECD Unification of law of International Sale of Goods Uniform Customs & Practice of Documentary Credits & international Chamber of Commerce UNCITRAL Model Law for Inter Credits & Guaranties UNCITRAL Model Law for International Payments UNCITRAL Model for Electronic- commerce International Convention Governing Bill of Lading Brussels Convention UNCITRAL Convention
Sept 2019	10	International Dispute Settlement Machinery W.T.O. Dispute Redressed system International Court of Justice- World Bank Inspection Panel- Functions & Procedure International Clauses for Settlement of Investment Disputes (ICSID)- Tribunal, Function & Procedure International commercial Arbitration & Enforcement of Foreign Awards
Oct 2019	10	Indian Law affecting International Trade Foreign Trade (Regulation & Development) Act 1992. The Customs Act 1962 Role & functions of Indian Government Bodies for promotion of International Trade Ministry of Commerce Board of Trade Commodity Organization Export Promotion Council Commodity Boards Service Institutions Indian Government Trade Representative Abroad

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Tejaswini Ballal

Subject – Business Communication & Soft Skills Class TY IB (Sem 5)

Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Basics of communication, Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
Aug 2019	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
Sept 2019	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
Oct 2019	15	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Sonal Apte

Subject – International Relations Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Overview of International Relations - Factors affecting International Relations, Economic Relations, Socio- Cultural Relations, Legal Relations, Political Relations, Regional Economic Integration and their current practices - Rationale and objectives of integration
Aug 2019	12	Levels of integration, Trading Blocks: NAFTA, EU, SAARC, ASEAN, Trade Relations - Instruments of trade policy – tariffs, subsidies, quotas, Dumping – meaning, types, antidumping policies,
Sept 2019	12	Legal Relations – ICJ, WTO Agreements – GATS, TRIPS, TRIMS, Commodity Agreements, UNO.
Oct 2019	11	Socio –Cultural Relations - Culture and workplace, Religious and Ethical systems, Cases
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Mohinipriya Kale

Subject - German Class – TYIB

Div. _____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Aug 2019	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Sept 2019	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Oct 2019	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Prasad Barve

Subject – French

Class – TYIB

Div.____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Aug 2019	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Sept 2019	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Oct 2019	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Shubhendu Pandit

Subject – International Banking & Finance Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	15	Nature and Scope of International Finance, Types of Export & Import, Various ways of creating International relations, Types of International Finance
Aug 2019	15	International Debt Settlement, Roles of Various Institutions involved in International Finance EXIM Bank, ECGC, Overseas Institutional Lenders
Sept 2019	15	Financing International Trade in Indian context International Debt Settlement, ADR/ GDR, Rupee denominated International Bonds
Oct 2019	15	Emerging Trends in International Finance Factoring & Forfaiting, Euro Currency Market, Cases
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019-20
{From 01.07.2019 to 31.10.2019}

Name of the Teacher – Amol Kulkarni

Subject – Global Logistics and Supply Chain Management Class TY IB (Sem 5)

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
July 2019	10	Introduction to Supply chain management, drivers of SCM, Logistics & its role
Aug 2019	12	Inbound, outbound, third party, global and reverse logistics, Customer service, Bullwhip effect, Procurement and strategic sourcing, Purchasing cycle, Changing relations with supplier, Need of the inventory, Types of inventory
Sept 2019	12	Different costs associated with inventory, Economic order quantity, ABC and FSN analysis, Concept, introduction to physical distribution, Total distribution cost,
Oct 2019	11	Types of distribution channels, Unconventional channels. Vertical and Horizontal marketing channels, Role of technology in scm, Bar coding, EDI, GPS, RFID in scm, Global S.C.M. Logistics in global economy
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	15	Income Tax Act 1961(meaning, concepts and definitions), Computation of Taxable income under the heads of: Income from salary, Income from house property
Jan 2020	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
Feb 2020	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
March 2020	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Kausar Biyani

Subject- Introduction to E-Commerce Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Introduction to Ecommerce, Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
Jan 2020	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
Feb 2020	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E-cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
March 2020	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Amol Kulkarni

Subject- Import Export Policies & Procedures Class- TY IB (Sem 6)

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Essentials of Export and Import trade, Foreign Trade Act, Latest Foreign Trade Policy, Export Procedures, Role of DGFT
Jan 2020	14	Declaration of Exports, INCO Terms, Export Documentation, Import Procedures- Custom Clearance of Cargo, Terms of Trade
Feb 2020	10	Declaration of Imports Import Documentation, Containerization, Government schemes for Export Promotions
March 2020	9	Duty Drawback, EPCG, DEPB, etc. Role of ECGC & EXIM Bank, FEMA Regulations, Agencies in Export and Import Trade - Government and Non-Government
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Sonal Apte

Subject- Study of Global Economics Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	12	Globalization - Concept, need and drivers of Globalization, Globalization benefits, The Changing world order- recent developments, Global economy – emerging challenges, New International Economic order.
Jan 2020	14	Study of IMF and World Bank wrt Global Financial markets, Emerging markets- contemporary scenario, Aid to developing countries. Emergence of Multinational Corporations - Modes of Entry- Classification.
Feb 2020	10	Definitions, Impact, approaches, FDIs and FIIs- Trends, Global Human Resource Management - International Labour Relations- developments and concerns, International migration of labour- problems and challenges, trends in international human resource movement. Role of ILO
March 2020	9	Challenges confronting the Global Economy - Energy and Commodity crisis, Financial turmoil, Global warming, Trade Wars, Cases on all the above
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 01.12.2019 to 15.03.2020}

Name of the Teacher- Shubhendu Pandit

Subject- International Financial Management Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Dec 2019	15	Overview of International Business, Sources of International Finance
Jan 2020	15	Methods of International Financing, Foreign Exchange Markets Concept, Size, Peculiarities & Players
Feb 2020	8	How to hedge and Speculate What is Derivatives, Swaps, Forwards, Futures and Options
March 2020	7	Short term & Long term Financial Markets, Foreign Direct Investment Mergers & Acquisitions Joint Ventures
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Oct 2020	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Nov 2020	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Dec 2020	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management

		Total Quality management International management Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Oct 2020	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Nov 2020	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Dec 2020	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network,

		Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Oct 2020	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Nov 2020	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>

Dec 2020	15	Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Oct 2020	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Nov 2020	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Dec 2020	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Oct 2020	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Nov 2020	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Dec 2020	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Aditi Samir

Subject – Business Demography Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	20	Introduction to Demography, Meaning of Demography, Definition of Demography, Nature of Demography, Scope of Demography, Importance of Demography, Present population situation and past and future trends in the world Components of Demography Concepts of Fertility, Birth Rates Calculation and Factors Affecting Fertility, Concepts of Mortality, Death Rates Calculations and Factors Affection Mortality, Migration Concept Definitions Classification, Pull and Push Factors, Demographic Transition Theory, Concept Of Growth Rates Calculations
Oct 2020	10	Population distribution and density, Definitions of Population Density and Distribution, Indian Population Density: Spatial Distribution, Factors Affecting Population Distribution and Density, Concepts of Over Under and Optimum Population, Population Related Problems Faced By Over Populated, Under Populated And Advanced Countries
Nov 2020	8	Composition and characteristics of population (concepts and statistics) Sex Ratio, Literacy Rates, Age Sex Pyramids, Work Participation Rate, Human Development Index, Languages And Dialects
Dec 2020	7	Settlement Studies, Rural and Urban Settlements (Concepts in Different Countries), Factors Responsible for Urbanization, Urban Morphology:

		Central Business Districts, Rural Urban Fringe, Problems Faced by Urban Sprawls, Solutions To The Urban Problems
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origion, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
March 2021	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventory Valuation, ,Fixation of Inventory, Inventory Control Techniques
April 2021	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
May 2021	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	11	Nature and evolution of business Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
March 2021	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
April 2021	15	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
May 2021	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce,

		Online Trading, patents, trademarks and Copy rights, Challenges before Indian business sector
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher-

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
March 2021	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
April 2021	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
May 2021	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
March 2021	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
April 2021	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
May 2021	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2.2021 to 15.05.2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Mar 2021	16	Capital Structure and Capitalisation & Short term Fin Planning
Apr 2021	12	Long term fin planning & Leverages
May 2021	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Aditi Samir

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
March 2021	15	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
April 2021	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
May 2021	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2020	15	Income Tax Act 1961(meaning, concepts and definitions), Computation of Taxable income under the heads of: Income from salary, Income from house property
August 2020	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
Sept 2020	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
Oct 2020	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Sonal Apte

Subject – Macro Economic Analysis Class SY BBA (Sem 3) Div.

Name of the Department BBA

Month	No. of Lectures	Topics – Sub Topics
July 2020	8	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach.
August 2020	13	National Income concepts- Real and Nominal. Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
Sept 2020	12	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Credit creation by commercial banks.
Oct 2020	12	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher- Bageshree Deo

Subject- Ecommerce Technologies Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
July 2020	12	Introduction to Ecommerce, Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
August 2020	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
Sept 2020	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E- cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
Oct 2020	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 31. 12. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA

Div. ____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
OCT 2020	16	Ratio analysis (Sums on Financial statement analysis)
NOV 2020	8	Ratio analysis Sums
DEC 2020	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Financial Management Fin Spl

Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction of the Corporate Financial Statements & introduction to fund flow statements
OCT 2020	16	Fund flow sums and introduction to cash flow sums
NOV 2020	8	Cash flow sums
DEC 2020	5	Ratio analysis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Fundamentals of Marketing** Class – **SYBBA**

Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2020		1	Introduction to Marketing.
		1.1	Definitions and Evolution of the Concept of Marketing
		1.2	Approaches to studying Marketing.
		1.3	Scope and Importance of Marketing.
		1.4	Changing Profile and challenges faced during Covid Crisis.
Oct., 2020		2	Marketing Environment
		2.1	Internal / External Environment
		2.2	PESTEL analysis in Crisis.
		2.3	Marketing Planning Process
		3	Segmenting, Targeting and Positioning (STP)
		3.1	Market Segmentation Levels
		3.2	Targeting Strategies
		3.3	Segmentation Variables
Nov., 2020		4	Marketing Mix (Part-I)
		4.1	Meaning and Significance of Marketing Mix
		4.2	Product Mix
			Meaning-Goods, Services, Ideas
			Characteristics and Types
			Product Life Cycle
			Branding, Packaging and Labelling (Packaging gets a boost in Crisis)
		4.3	Price Mix
			Meaning and Importance
			Factors influencing Pricing
	Pricing Techniques		

		5	Marketing Mix (Part-II)
		5.1	Place Mix - Meaning and concept
			Channels of Distribution-Levels
			Types of Intermediaries
			Distribution Strategies
		5.2	Promotion Mix – Meaning
			Elements of the Promotion Mix
			* Advertising
			*Sales Promotion
			*Events & Experiences
			*Publicity &Public Relations
			* Personal Selling
			* Word of Mouth
			(Emphasis on the growing importance of Marketing Communication)
Dec.,		6	Marketing Information System
2020		6.1	Meaning and Importance
		6.2	Components
			* Internal Company Records
			* Marketing Intelligence
			*Marketing Research
			(WEB VISITS & On-line Surveys)
		7	Current Trends in Marketing
		7.1	Green Marketing
		7.2	Rural Marketing
		7.3	Cause Related Marketing
		7.4	Experiential Marketing
		7.5	Digital Marketing
TOTAL			

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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for THIRD Semester 2020-21
{From 01.09.2020 to 31.12. 2020}

Name of the Teacher –ADITI SAMIR_____

Subject - _SERVICES MANAGEMENT

Class_SY_____Div. __SERVICES SPL__

Name of the Department BBA_____

Month	No. of Lectures	Topics – Sub -Topics
SEPT 20	12	Introduction to services <ul style="list-style-type: none"> ✓ Meaning of services ✓ Definitions of services ✓ Nature and Scope of Services Characteristics of services
OCT20	12	Classification of services <ul style="list-style-type: none"> ✓ WTO classification of services Fundamental Differences between goods and services
NOV 20	10	Demand and Supply of services <ul style="list-style-type: none"> ✓ Capacity planning ✓ Strategies to change demand Strategies to change supply
DEC 20	20	Services Environment <ul style="list-style-type: none"> ✓ Factors responsible for growth of services Changing environment for services Role of services in Economy <ul style="list-style-type: none"> ✓ India ✓ Worldwide Emergence of e-services Services virtual case studies about Ethical considerations <ul style="list-style-type: none"> ✓ Issues that create ethical conflict ✓ Effects of ethical misconduct

TOTAL	54	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Indian Financial System And Regulators Class SYBBA – fin spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction to the Indian Financial System & Milestones in the Indian Financial system
OCT 2020	16	History of RBI and its functions & Role of SEBI as financial regulator.
NOV 2020	8	Introductions to Depositories - NSDL and CDSL & NIM and Secondary Markets
DEC 2020	5	Introduction to Money Market Instruments & History and functions of Insurance industry in India
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Sales Management** Class – **SYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2020		1	Introduction to Sales Management
		1.1	Definition & Objectives
		1.2	Sales Management Process
		1.3	Difference between Sales Mgt. & Marketing Mgt.
		1.4	Importance of Sales Management
		1.5	Trends in Managing Sales in Crisis.
		2	Sales Research & Sales Planning
		2.1	Introduction to Sales Research
		2.2	Methods & Process of Sales Research
		2.3	Application of Sales Research
		2.4	Sales Planning- Meaning, Types, Process, Components & Requisites
		2.5	Sales Budget
		Oct., 2020	
3.1	Meaning		
3.2	Principles of Organisation		
3.3	Organisation Structures- Types		
3.4	Introduction to Sales Manager		
3.5	Duties & Responsibilities of the Sales Manager		
Nov., 2020		4	Sales Force Management
		4.1	Staffing the Sales Organisation
		4.2	Training & Development
		4.3	Motivation
		4.4	Compensation
		4.5	Evaluation
		4.6	Control

Dec., 2020		5	Personal Selling
		5.1	Meaning & Definitions
		5.2	Objectives
		5.3	Process of Personal Selling
		5.4	Prospecting
		5.5	Generating Leads
		5.6	Overcoming Sales Resistance
		5.7	Sales Calls- Types
		5.8	Sales Presentation & Demonstration
		5.9	Personal Selling Skills
		5.10	Value Added Selling
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher –Aditi Samir

Subject – Services Marketing Class SYBBA – Services spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction to the Concept of services marketing mix Meaning of services marketing Definitions of services marketing Nature and Scope of Services marketing services marketing mix Services product mix & price mix New Product Development Product Package
OCT 2020	16	Pricing objectives and strategies Services promotion mix & place mix Concepts and components
NOV 2020	17	Extended services marketing mix Ps: Process: Concepts and components Extended services marketing mix Ps: People: Concepts and components
DEC 2020	11	Extended services marketing mix Ps: Physical Evidence : Concepts and components Recent trends in marketing mix
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shubhendu Pandit

Subject- Production & Operations Management Class- SYBBA (Sem 4)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Oct 2020	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Nov 2020	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
Dec 2020	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Sonal Apte

Subject- International Business Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Introduction to IB, Trade Theories, Globalization and its drivers
March 2021	8	MNCs, Modes of entry, FDI & FIIs, BOT & BOP
April 2021	12	International Monetary System, Fixed, Flexible & Managed Rates, FOREX Market, FERA & FEMA
May 2021	15	IMF, World Bank & WTO, Trading Bloks (NAFTA, SAARC, EU, ASEAN)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SYBBA (Sem 4) Div:

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
March 2021	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
April 2021	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
May 2021	10	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2020-21
{From February 2021 to May 2021 }

Name of the Teacher – Prasad Barve

Subject – French

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Mar 2021	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Apr 2021	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
May 2021	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2020-21
{From February 2021 to May 2021}

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Mar 2021	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Apr. 2021	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
May 2021	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2.2021 to 15.05.2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject -Short term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Introduction to Short Term Analysis - Concept and components & concept of Working capital Management
Mar 2021	16	Sources of Working Capital – Reserves, C.C. and Bank Overdraft & Ploughing back of profits
Apr 2021	12	Computation of working capital Sums
May 2021	6	Cases of working capital and consideration of Tandon committee norms
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Product and Strategic Brand Management Class – SYBBA** Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Feb., 2021		1	Product
		1.1	Meaning and Anatomy
		1.2	Product Classification
		1.3	Product Mix (Decisions in Covid Crisis)
		1.4	Product Life Cycle
		2	Product Management
		2.1	Meaning, Need and Scope
		2.2	Product Management Functions
		2.3	Product Management Decisions
		2.4	Changing/Challenging Role of the Product Manager especially in Covid Crisis.
Mar., 2021		3	Product Line Decisions
		3.1	Product Differentiation
		3.1	Packaging (importance of packaging in covid situation).
		3.3	Labelling
		3.4	Product Launch
		4	Brand
		4.1	Meaning
		4.2	Products Vs. Brands
		4.3	Brand Creation
		4.4	Branding Challenges & Opportunities
4.5	Historical Origins of Branding		

Apr., 2021		5	Strategic Brand Management
		5.1	Brand Management Process
		5.2	Brand Management Programs
		5.3	Measuring Brand Performance
		5.4	Growing & Sustaining Brand Equity
		6	Brand Elements to Build Brand Equity
		6.1	Criteria for choosing Brand Elements
		6.2	Options & Tactics
		6.3	Legal Branding Considerations
May., 2021		7	Secondary Brand Associations
		7.1	Leveraging SBA
		7.2	Company
		7.3	Country of Origin
		7.4	Channels of Distribution
		7.5	Co-Branding
		7.6	Licensing
		7.7	Celebrity Endorsements
		7.8	Third Party Sources
		8	Branding Strategies & Naming New Products
		8.1	Branding Strategies
		8.2	Brand Pyramid : Brand Building Blocks
		8.3	New Products& Brand Extensions
		8.4	Brand Failures
		8.5	Deadly Sins of Brand Management
		8.6	Guidelines for making a Strong Brand
		TOTAL	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2. 2021 to 15.05. 2021}

Name of the Teacher –Aditi Samir

Subject -Current Trends in Services Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Healthcare services Meaning concepts, Marketing Mix and recent trends, Education services Meaning concepts, Marketing Mix and recent trends
Mar 2021	12	Entertainment services Meaning concepts, Marketing Mix and recent trends
Apr 2021	12	Transportation & telecommunication services Meaning concepts, Marketing Mix and recent trends
May 2021	9	Media and other services Meaning concepts, Marketing Mix and recent trends
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2.2021 to 15.05.2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Long term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Introduction to Long Term Funds Concept and components
Mar 2021	16	Introduction to Capital Budgeting and Risk Analysis - Sums
Apr 2021	12	Cases and calculations of Capital Budgeting techniques
May 2021	6	Calculation of Cost of Capital --- WACC
TOTAL	45	Total hours

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2021	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2021	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2021	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Aditi Samir

Subject- Services operations Management and Quality issues Class- SYBBA
(Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Understanding customers' expectations and perceptions Gronroos model GAP Model Framing customers' expectations
March 2021	15	Expectation surveys, Aligning service designs and standards Bench marking Blue printing
April 2021	15	Delivering & performing services Service recovery & complaint handling process Managing service promises Service guarantee
May 2021	15	Developing service distribution standards, Other quality techniques
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher- Pratik Potdar

Subject- Supply Chain & Logistics Management
5) Div

Class- TYBBA (Sem

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2020	12	Introduction to Supply chain Management, Scope & Objectives of CRM, Logistics & its role
Oct 2020	12	Bullwhip Effect, Customer Service, Procurement & Strategic Sourcing, Importance of purchasing. Purchasing as a profit center
Nov2020	12	Vendor developing and vendor rating, Changing relations with supplier, Make or Buy decision, Inventory, Types of Inventory, Different types of inventory analysis
Dec 2020	9	Concept, introduction to physical distribution Total distribution cost, Participants of distribution channel, channel design, Current trends in Supply chain management
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher- Manjusha Wadekar

Subject- Research Methodology

Class- TYBBA (Sem 5) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2020	12	Meaning & Definition of Research, Significance & Limitations of Research, Types of Research, Introduction to hypothesis
Oct2020	12	Framing Hypothesis, Research Design (Definition, Objectives, Essentials of good research design), Research Process & collection of data, Primary Data
Nov 2020	12	Secondary data, Introduction to sampling, Sampling techniques, Sampling Methods
Dec 2020	9	Analysis & Report Writing – Data Processing, Analysis, Interpretation, Meaning & Characteristics of Research Report, Steps involve in report writing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher- Shubhendu Pandit

Subject- Customer Relationship Management Class- TYBBA (Sem 5)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2020	12	Introduction: Concept, Importance and Culture of CRM, Transition from Database Marketing to CRM. Challenges building Loyal customers, Evolution and Types Of CRM, CRM Implementation options, Rogers and Peppers model of CRM, Customer Engagement and Experience Management
Oct 2020	12	Building a Relationship Approach, Creating a Responsibility and Accountability Matrix, Level of Relationship Bonds, CRM Levels, Front End and Back end Business Process Integration
Nov 2020	12	Sales & Post sales process, Marketing Campaign Process, Contact and Activity Management Process, Role of technology in CRM
Dec 2020	9	Loyalty Programs, Objectives, characteristics of LP, Effectiveness and drivers of LP, Differences: Behavioral Loyalty and Attitudinal Loyalty, CRM Driven ROI Matrix for internal customers
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 20xx-xx
{From September. 2020 to December 2020}

Name of the Teacher – Mohinipriya Kale

Subject - German Class – TYBBA

Div. _____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct 2020	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov 2020	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Dec 2020	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 20xx-xx
{From September. 2020 to December 2020}

Name of the Teacher – Prasad Barve

Subject – French

Class – TYBBA

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct 2020	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov 2020	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Dec 2020	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Working capital assets management Class TYBBA Fin Spl
Div. _____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction to the concept of Receivables management Concepts and components & Management of accounts receivables and ABC analysis of receivables.
OCT 2020	16	Management of trade credits and bills receivables & Introduction to factoring and its cases
NOV 2020	8	Different contracts of factoring & Difference between Factoring and bill discounting
DEC 2020	5	Inventory Management and control
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **IMC and Advertising** Class – **SY BBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2020		1	Integrated Marketing Communication (IMC)
		1.1	Understanding IMC
		1.2	Integrating Marketing Communication in the Marketing Mix
		1.3	IMC Tools Characteristics
		2	Advertising
		2.1	Meaning, Features, Functions
		2.2	Types of Advertising
		2.3	Five Ms of Advertising
		2.4	History of Indian Advertising
Oct., 2020		3	Advertising as a Communication Tool
		3.1	Meaning
		3.2	Response Hierarchy Model
		3.3	AIDA
		3.4	High & Low Involvement Learning Models
		3.5	FCB Model
		4	Advertising Objectives and Campaign Planning
		4.1	Objectives
		4.2	Advertising Budget
			* Methods
			* Factors to be considered
		4.3	Advertising Campaign Planning Process

Nov., 2020		5	Creative & Media Strategies
		5.1	Creativity in Ads
			* Copy writing, Creative Writing,
			*Message Content, Appeals, Mascots, Endorsements
			Jingles, Slogans
		5.2	Media Decisions
			* Role of Media
			*Types of Media
			* Advantages & Disadvantages
			* Factors affecting media choice
			* Media Planning , Selection and Scheduling strategies.
Dec., 2020		6	Advertising Effectiveness
		6.1	Measurement of Ads
		6.2	Pre Testing & Post Testing
		6.3	Technology used in Testing
		7	Advertising agency
		7.1	Meaning & functions
		7.2	Types of Advertising Agencies
		8	Legal & Ethical Aspects of Advertising in India
		8.1	Statutory Provisions Governing Advertising
		8.2	ASCI's Code of Advertising
		8.3	General Rules of Conduct in Advertising
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – **Shubhendu Pandit**

Subject – **Organizational Development** Class – **TYBBA(HRM)** Div. ____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2020	12	Meaning and Definition, History of OD, Organisational Development for Managers, Characteristics and Assumptions, Role of OD Practitioner, Process of OD: Components of OD program, OD program phases, Making an Entry, Developing Contract, Launch, Situational Evaluation, Closure
Oct., 2020	12	Designing Interventions: OD Interventions, Characteristics of OD Interventions, Levels of Diagnosis in Organisations, OD Map, Factors Affecting Success of Interventions, HR Interventions
Nov., 2020	12	Structural Interventions, Strategic Interventions, Evaluating OD Interventions
Dec., 2020	9	Future of OD, Enhancing constant learning, Trends within the Organisation
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for FIFTH Semester 2021-22
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher – _____ADITI SAMIR_____

Subject -FINANCIAL SERVICES MANAGEMENT Class BBA_Div.____

Name of the Department __BBA_____

Month	No. of Lectures	Topics – Sub -Topics
SEPT 20	12	Introduction to Financial services Concepts meaning and special considerations for the customers <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
OCT20	12	Banking services: History Functions and service operations <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
NOV 20	10	Insurance services: History Functions and service operations <ul style="list-style-type: none"> • Segmentation targeting and positioning Marketing mix of services
DEC 20	20	Money Markets: concepts and components Mutual funds Pension plans Micro finance Venture capital
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Analysis of Corporate Financial reports** Class TYBBA Fin Spl.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Analysis of the corporate financial statements & Reading and analyzing the Annual reports
OCT 2020	16	Preparation of comparative, common size and trend analysis statements and its analysis
NOV 2020	8	Ratio analysis of a corporate balance sheet
DEC 2020	5	Ratio analysis of a corporate balance sheet
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Retail Management** Class – **SYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2020		1	Retailing Overview
		1.1	Meaning, Scope & Functions of Retailers
		1.2	Social & Economic Significance of Retailing
		1.3	Opportunities in Retailing
		1.4	Global Retailing Scenario
		1.5	The Indian Retailscape
		2	Retailer Characteristics
		2.1	Classification of Retailers (Formats)
		2.2	Differences between Services & Merchandise Retailers
		2.3	Types of Ownership
Oct., 2020		3	Retail Market Strategies
		3.1	Meaning of Retail Strategy
		3.2	Target Market Retail Format
		3.3	Building Sustainable Competitive Advantage
		3.4	Growth Strategies
		3.5	Retail Pricing Strategies
		4	Retail Locations
		4.1	Types of Locations
		4.2	Site Selection Process
		4.3	Legal Considerations
		4.4	Mall Management

Nov., 2020		5	Store Layout & Design
		5.1	Store Design- Meaning & Objectives
		5.2	Types of Layouts
		5.3	Space Management
		5.4	Visual Merchandising
		5.5	Atmospherics
		5.6	Legal Considerations
		6	Merchandise Management
		6.1	Meaning- Assortment, Variety, SKU
		6.2	Merchandise Management Process
		6.3	Category Management
		6.4	Private Labels
Dec., 2020		7	IT in Retail & Current Trends
		7.1	Role of IT (* UPC * EDI* RFID)
		7.2	Databases, Datamining, Datawarehousing
		7.3	Retail Communication
		7.4	Retailing in Rural Areas
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher –Shalaka Deshpande

Subject – **Labour Laws**

Class TYBBA HR Spl.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	The Maternity Benefit Act, 1961, Payment of Bonus Act, 1965
OCT 2020	16	Payment of Gratuity Act, 1972, Employees Provident Funds and Misc Provisions Act, 1952
NOV 2020	16	Factories Act, 1948, Industrial Disputes Act, 1947
DEC 2020	12	International Labor Organization, Introduction, Conventions India and ILO
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for FIFTH Semester 2021-22
{From 01. 09. 2020 to 31. 12. 2020}

Name of the Teacher –ADITI SAMIR_____

Subject -TOURISM SERVICES, MARKETING & MANAGEMENT _____

Class _TYBBA_____Div.____

DEPARTMENT BBA

Name of the Department __Month	No. of Lectures	Topics – Sub -Topics
SEPT 20	12	<p>Introduction to tourism & hospitality marketing</p> <ul style="list-style-type: none"> • Definitions • Classifications and types of tourism • Major concepts <ol style="list-style-type: none"> i. Tourist <p>Tourism Tourism & hospitality marketing environment</p> <ul style="list-style-type: none"> • PESTEL environmental analysis <p>MkIS and marketing Research</p>
OCT20	12	<p>Developing marketing mix</p> <ul style="list-style-type: none"> • Concept of service package • 7 P's of tourism services marketing mix • 7P's of Hospitality services marketing mix • Special issues and challenges for the managers <p>Crisis management Designing customer driven market strategy</p> <ul style="list-style-type: none"> • Segmentation Targeting and Positioning • Business Travelers and MICE segment • Group Travelers and Family segments

		Gender and age specific needs
NOV 20	10	<p>Handling competition in tourism</p> <ul style="list-style-type: none"> • Indian Market Leaders and their strategies • International Market Leaders and their strategies
DEC 20	20	<p>Destination Marketing w.s.r.t India and Cross Border</p> <ul style="list-style-type: none"> • Geography and destination • Demography and destination <p>History and destination</p> <p>Challenges in tourism & hospitality services</p> <ul style="list-style-type: none"> • Demand- supply analysis • Tourism entrepreneurship <p>Use of technology: impact of social networks</p>
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 15.05.2021 }

Name of the Teacher-

Subject- Management Control System Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	10	Introduction To Management Control System The control function- Elements of Control- Nature of Control –Problems in control Management Control – Characteristics, Principles & Types of Management Control Factors Affecting Managerial Philosophy Management Control Systems - Elements of MCS – Designing of MCS – 10 commandments of Effective Control System
March 2021	10	Management Controls In Functional Areas Production Control: Need – Procedure – Techniques Of Production Control Inventory Control: Classification Of Inventories – Motives For Holding Inventories- Determination Of Stock Levels Marketing Control: Process Of Marketing Control- Importance Of Marketing Control System- Tools And Techniques Of Marketing Control Control In Personnel Area: Reasons For Workers Resistance
April 2021	10	Computers Systems Computer for Management Control Purposes- Are Computers essential for MIS? Computers and Information System – Manual System Mechanical Systems- MIS – Decision Support Systems- Characteristics of DSS- Where to apply DSS- Expert Systems. Meaning of project – Aspects of Project – Factors affecting Project -Project Planning – Time Dimension – Cost Dimension- Quality Dimension
May 2021	15	Project Control- Reports Costs and Time- Reports on output-Revisions. Implementing MCS for small & medium size companies Methodology of implementing Management Controls - Roles and responsibilities in implementing Management Control. Management Control Structure - Responsibility centre, cost centre, profit centre, investment centre. MCS in service & non-profit organizations.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Pratik Potdar

Subject- Strategic Management Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	15	Introduction to Strategic Management Origin and evolution of concept 'Strategy' Concepts and characteristics of strategic management Scope and importance of strategies Corporate business and functional level of strategies Strategic Management Concept of vision mission and purpose Role of strategies in decision making Definition features and importance of strategic management Limitations of strategic management
March 2021	10	Strategy formulation and implementation Basic Concept and stages of strategic implementation Analyzing companies' resources and strategic advantage profile Reasons for strategic failure and methods to overcome
April 2021	10	Strategic control and evaluation Concept meaning and definition of strategic control Operations control and strategic control Concept of synergy Mc Kinsey's 7 S frame work
May 2021	10	Challenges in strategic management Challenges in strategic management Recent trends in strategic management International Case study
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Tejaswini Ballal

Subject – Business Communication & Soft Skills Class TYBBA (Sem 6)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	10	Basics of communication, Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
March 2021	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
April 2021	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
May 2021	15	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shalaka Deshpande

Subject- Introduction to Business Law Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Indian Contract Act 1872 Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
March 2021	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
April 2021	12	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
May 2021	13	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Smita Mahajan

Subject- Current trends in Financial services and institutions Class- TYBBA
(Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction to leasing and hire-purchase Concept and components Sums and case studies
March 2021	13	Introduction to the concept of credit rating Concept and components Mutual funds, venture financing, forfeiting, ETF's and introduction to derivatives Concept and components
April 2021	12	Recent trends in financial services – like Forensic accounting, money laundering, Masala bonds. Concepts
May 2021	08	Introduction to the Recent trends in accounting and costing ZBB, Target costing, Life cycle costing, ABC, Inflation accounting
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2021	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2021	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2021	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shubhendu Pandit

Subject- Global Trends in HRM (HR Spcl)

Class- TYBBA (Sem 6)

Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	HR Analytics Foundations of Analytics Managing with Analytics Team and Collaboration Analytics Big Data HR Best Practices
March 2021	14	Building Sustainability through HR, HR Accounting Knowledge Management Employee Engagement and Experience International HRM Understanding all functions of HR from a global perspective Cases in HR
April 2021	10	Management Trends Workforce Diversity Dual Career Couples Work Life Balance Down Sizing Demographic changes
May 2021	9	Human Resource Information Systems Management Information Systems Implementing HRIS Applications of HRIS
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Aditi Samir

Subject- INTERNATIONAL BUSINESS IN SERVICES SECTOR (Service
Spcl) Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction to services marketing in international business: Cross border issues Definitions and concepts
March 2021	14	International trade regulations for services sector GATS & WTO Modes of entry Global business strategies for services growth
April 2021	10	Strategic planning Joint ventures Mergers & Acquisitions Franchising & Licensing
May 2021	9	Global marketing mix planning for services Global challenges faced by services, Global Shared services
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Project in Finance

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
DEC 2019	12	Selection and noting of the topic with the internal guide.
JAN 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
FEB 2020	12	Completion of Ch. 3 – Financial Analysis
Mar 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Projects in Marketing** Class – **TYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Feb., 2021		1.	Market and Marketing Research
		2.	Consumer Behaviour
		3.	Product Designing & Development
		4.	Brand Management
Mar., 2021		5.	Retail Decisions
		6.	Segmenting, Targeting & Positioning
		7.	Product Launch
		8.	Advertising Research
Apr., 2021		9.	Public Relations
		10.	Sales Promotions
		11.	Event Management
		12.	Customer Relationship Management
May, 2021		13.	Marketing of Services
		14.	Marketing of Ideas
		15.	Green Marketing
		16.	Experiential Marketing

		17	Cause Related Marketing	
		18	Marketing Strategies	
		19	Social Marketing	
		20	Supply Chain Management	
TOTAL				

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher –Shubhendu Pandit

Subject - Project in HR

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
DEC 2019	12	Selection and noting of the topic with the internal guide.
JAN 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
FEB 2020	12	Completion of Ch. 3 – Research Analysis
Mar 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher –Aditi Samir

Subject - Project in Services

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
DEC 2019	12	Selection and noting of the topic with the internal guide.
JAN 2020	16	Completion of Ch. 1 Introduction and Ch 2 Literature review
FEB 2020	12	Completion of Ch. 3 – Research Analysis
Mar 2020	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Oct 2020	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Nov 2020	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Dec 2020	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Bharati Upadhye

Subject – Principles and Practices of Management Class FY IB (Sem 1)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Oct 2020	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Nov 2020	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Dec 2020	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management Total Quality management International management

		Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problem s related to business
Oct 2020	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Nov 2020	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Dec 2020	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Oct 2020	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Nov 2020	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Dec 2020	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet

		Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process, Classification of Accounts, Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features, Advantages and limitations, casting, steps, Illustrations Subsidiary books (including cash book) : meaning, need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Oct 2020	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Nov 2020	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction, Meaning of bills of exchange, Features, Advantages, Parties, Acceptance, Types of Bills of exchange, Bills receivable, bills payable, honour and dishonour of bill, endorsement, discounting, collection, retirement renewal, format of bill, cases</p>
Dec 2020	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard (meaning , objective) IFRS (meaning , objective)</p>

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Aditi Samir

Subject – Commercial Geography Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	13	Meaning of commercial Geography Definition of commercial Geography Nature of commercial Geography Scope of commercial Geography Importance of commercial Geography Geographical factors affecting agriculture Major types of Farming
Oct 2020	15	Industrial Crops Food Processing Units Agri- Marketing Rural-Urban Settlements Siting Factors Urban morphology commercial activities in the cities comparative urban structures north America Latin America African and middle East countries European countries Janapese, Russian structures Indian cities
Nov 2020	17	Classification of industries Factors affecting location of industries Iron steel, automobile, engineering, textile and chemical Population as a resource
Dec 2020	15	Patterns and factors affecting Air, Water, Road, Pipeline transportation, Development of telecommunication international trade Factors responsible for international trade Patterns of world trade
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	8	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
March 2021	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventory Valuation, ,Fixation of Inventory, Inventory Control Techniques
April 2021	17	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
May 2021	20	incentive plans Time keeping, Bokk keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Sonal Apte

Subject- Macro Economic Analysis Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach, National Income concepts- Real and Nominal
March 2021	12	Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
April 2021	13	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Foreign Trade multiplier
May 2021	10	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Bharati Upadhye

Subject- Elements of HRM Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	14	Human Resource Management Introduction , development of HRM concept, HRD & HRM, Role of HR manager, Duties and Responsibilities of HR manager, Human resource Accounting, Benefits of HRA, Human Resource Audit and its Benefits, Manpower Planning Concept of Manpower Planning, Objectives, Importance Recruitment and Selection, Sources of Recruitment, Procedure, Basis of selection, Interviews ,Test, Induction Concept of succession Planning, Human Resource Research
March 2021	14	Performance Appraisal Concept, Objectives, Ethics and concept of performance management, Methods of Performance Appraisal Training and Development, Need, System Approach to Training, Education, Training and Development Merit Rating, need importance and method, Promotion, Transfer, Job description, Job evaluation, Job enlargement, Job enrichment, Job rotation, Job Analysis, Job Specification, Exit policy and its effects
April 2021	7	Tools to improve managerial effectiveness Kizen, Quality Circle, Time Management, TQM, SWOT Analysis Continuous improvement programme, Employee Safety Programme Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing
May 2021	10	Changes in technology, Health, family and work life balance, Cross cultural Training

		Multi Culturism, Continuous improvement program, Changing Skill requirement, Ethnocentric Approach, Polycentric Approach, Geocentric Approach, HCN, PCN, TCN
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Personality History & Origin of the term Personality Defintions & Meaning Determinants of Personality Theories of Personality
March 2021	16	The Concept of Self Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
April 2021	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
May 2021	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2.2021 to 15.05.2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Introduction to Finance - Concept, nature, scope and definition and Sources of finance.
Mar 2021	16	Capital Structure and Capitalisation & Short term Fin Planning
Apr 2021	12	Long term fin planning & Leverages
May 2021	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.2.2021 to 15.05.2021}

Name of the Teacher – Aditi Samir

Subject – Global Business Environment

Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	10	Introduction to business environment Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
Mar 2021	15	Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Apr 2021	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
May 2021	10	Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Sonal Apte

Subject – International Economics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Introduction to International Economics, Inter-regional and international trade, Trade theories- Mercantilism, Absolute Advantage, Comparative Advantage, Heckscher Ohlin, Intra industry trade
Oct 2020	12	Static and dynamic gains from trade, Potential and actual gains from trade, factors affecting gains from trade, Trade as an engine of growth, Concepts of terms of trade and factors affecting terms of trade, Free trade policy- case for and against
Nov 2020	12	Protectionist policy-case for and against, India's foreign trade policy- recent, Balance of Trade and Balance of Payment, Components, causes of disequilibrium and its correction
Dec 2020	11	IMF, World Bank and WTO-Evolution, Objectives, functions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shilpi Lokre

Subject – Fundamentals of Marketing Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Introduction to Marketing. Definitions and Concept. Approaches to studying Marketing. Scope and Importance of Marketing. Changing Profile and challenges faced. Marketing Environment Internal / External Environment PESTEL analysis Marketing Planning Process
Oct 2020	10	Segmenting, Targeting and Positioning(STP) Market Segmentation Levels Targeting Strategies Segmentation Variables Meaning and Significance of Marketing Mix Product Mix Meaning-Goods, Services, Ideas Characteristics and Types
Nov 2020	10	Product Life Cycle Branding, Packaging and Labelling Price Mix Meaning and Importance Factors influencing Pricing, Techniques Marketing Mix (Part-II) Place Mix - Meaning and concept Channels of Distribution-Levels Types of Intermediaries Distribution Strategies
Dec 2020	15	Promotion Mix – Meaning Elements of the Promotion Mix Advertising Sales Promotion Events & Experiences Publicity &Public Relations Personal Selling Word of Mouth Marketing Information System Meaning and Importance Components Internal Company Records Marketing Intelligence Marketing Research
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shubhendu Pandit

Subject – Production & Operations Management Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Oct 2020	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Nov 2020	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
Dec 2020	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01. 09. 2020 to 30. 12. 2020}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA-IB

Div. ____

Name of the Department: BBA-IB

Month	No. of Lectures	Topics – Sub -Topics
SEP 2020	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
OCT 2020	16	Ratio analysis (Sums on Financial statement analysis)
NOV 2020	8	Ratio analysis Sums
DEC 2020	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2020-21
{ From September 2020 to December 2020 }

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2020	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Oct., 2020	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Nov., 2020	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Dec., 2020	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2020-21
{From September 2020 to December 2020}

Name of the Teacher – Prasad Barve

Subject – French

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2020	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Oct., 2020	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Nov., 2020	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Dec., 2020	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shalaka Deshpande

Subject – Business Ethics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics Importance of Ethics Nature of Ethics Causes of unethical behavior Types of Ethics Individual Ethics Importance of ethics in business. Types of business Ethics
Oct 2020	15	Types of ethics according to functions of business Relation between Corporate Social Responsibility & Business Ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy Relationship Between Business Ethics & Business Development Role of Business Ethics in Building a civilized society.
Nov 2020	10	Ethical issues in Business Ethics related to environment protection Ethics relating to Consumer protection Ethical issues relating to Globalization Social responsibility & Business ethics Arguments for and against social responsibility Ethics relating to IPR
Dec 2020	10	Organizational Ethics Professional ethics. Understanding the concept- Organizational Ethics Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction Present global business scenario Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2021	14	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2021	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2021	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Sonal Apte

Subject- Foreign Exchange Operations Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Foreign Exchange Determination Meaning of Exchange Rates. Fixed, Flexible & Managed Exchange Rates. Purchasing Power Parity Theory. Foreign Exchange Market & Dealing Room Operations. Spot & Forward Transactions
March 2021	14	Exchange Arithmetic on Spot, Forward & cross Rates. Retail & Wholesale Market. Need of Dealing Room Operations & Internal controls. Swaps/ Forward/ Options/ Futures. Introduction to Derivatives, Arbitrage & Speculations
April 2021	10	Global Money Market. Primary & Secondary Financial Market, Bond Market Modern ways of raising finance in International Market like Rupee denominated Bonds, etc.
May 2021	9	Role of Regulatory bodies in India. Foreign Exchange guidelines & Restrictions from RBI / Commercial Banks / FEDAI.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shalaka Deshpande

Subject- Introduction to Business Law Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Indian Contract Act 1872 Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
March 2021	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
April 2021	12	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
May 2021	13	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	09	<p>Definition of statistics, scope of statistics in economics , management , sciences and industry.</p> <p>Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations</p> <p>Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes</p> <p>cumulative frequencies , relative frequencies , problems</p> <p>graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars</p>
March 2021	14	<p>objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems</p> <p>median for grouped and ungrouped data ,problems</p> <p>mode for grouped and ungrouped data ,problems</p> <p>concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range</p> <p>quartile deviation , coefficient of quartile deviation</p> <p>variance , standard deviation and coefficient of variation correlation and regression</p> <p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p>
April 2021	12	<p>concept of correlation, types of correlation , scatter diagram</p> <p>Karl Pearson's coefficient of correlation</p> <p>Spearman's rank correlation</p> <p>concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines</p> <p>Time series</p>

		<p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
May 2021	10	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020-21
{From February 2021 to May 2021}

Name of the Teacher – Mohinipriya Kale

Subject - German

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb, 2021	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in German with usage of various types of articles and prepositions and solving relevant exercises for the same
March, 2021	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
April., 2021	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
May., 2021	15	Vocabulary related to Culinary culture of Germany, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020-21
{From February 2021 to May 2021}

Name of the Teacher – Prasad Barve

Subject - French

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb, 2021	15	Learning vocabulary related to directions, orientation in a new city, modes of transport, learning further cases in French with usage of various types of articles and prepositions and solving relevant exercises for the same
March, 2021	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
April., 2021	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
May., 2021	15	Vocabulary related to Culinary culture of France, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher-

Subject- Entrepreneurship Development Class- SYIB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Concept of an Entrepreneur-Definition and Meaning Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
March 2021	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
April 2021	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
May 2021	15	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shalaka Deshpande

Subject – International Business Law Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	International Law Meaning, scope, objects, state Jurisdiction international economic law The definition of international economic law The basis of international economic law Economic sovereignty Permanent sovereignty over natural resources (PSNR) Fundamental principles of international economic law Trans-National Corporations-their rights, duties & responsibilities under International Law Charter on Economic Rights & Duties of State (ERDS)
Oct 2020	15	International Institutions, their role and functions UNCTAD UNCITRAL IFC, UNDP OECD Unification of law of International Sale of Goods Uniform Customs & Practice of Documentary Credits & international Chamber of Commerce UNCITRAL Model Law for Inter Credits & Guaranties UNCITRAL Model Law for International Payments UNCITRAL Model for Electronic- commerce International Convention Governing Bill of Lading Brussels Convention UNCITRAL Convention
Nov 2020	10	International Dispute Settlement Machinery W.T.O. Dispute Redressed system International Court of Justice- World Bank Inspection Panel- Functions & Procedure International Clauses for Settlement of Investment Disputes (ICSID)- Tribunal, Function & Procedure International commercial Arbitration & Enforcement of Foreign Awards
Dec 2020	10	Indian Law affecting International Trade Foreign Trade (Regulation & Development) Act 1992. The Customs Act 1962 Role & functions of Indian Government Bodies for promotion of International Trade Ministry of Commerce Board of Trade Commodity Organization Export Promotion Council Commodity Boards Service Institutions Indian Government Trade Representative Abroad

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Tejaswini Ballal

Subject – Business Communication & Soft Skills Class TY IB (Sem 5)

Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Basics of communication, Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
Oct 2020	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
Nov 2020	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
Dec 2020	15	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Sonal Apte

Subject – International Relations Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Overview of International Relations - Factors affecting International Relations, Economic Relations, Socio- Cultural Relations, Legal Relations, Political Relations, Regional Economic Integration and their current practices - Rationale and objectives of integration
Oct 2020	12	Levels of integration, Trading Blocks: NAFTA, EU, SAARC, ASEAN, Trade Relations - Instruments of trade policy – tariffs, subsidies, quotas, Dumping – meaning, types, antidumping policies,
Nov 2020	12	Legal Relations – ICJ, WTO Agreements – GATS, TRIPS, TRIMS, Commodity Agreements, UNO.
Dec 2020	11	Socio –Cultural Relations - Culture and workplace, Religious and Ethical systems, Cases
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 20xx-xx
{From September. 2020 to December 2020}

Name of the Teacher – Mohinipriya Kale

Subject - German Class – TYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2020	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct., 2020	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov., 2020	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Dec., 2020	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 20xx-xx
{From September. 2020 to December 2020}

Name of the Teacher – Prasad Barve

Subject – French

Class – TYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2020	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct., 2020	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov., 2020	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Dec., 2020	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shubhendu Pandit

Subject – International Banking & Finance Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Nature and Scope of International Finance, Types of Export & Import, Various ways of creating International relations, Types of International Finance
Oct 2020	15	International Debt Settlement, Roles of Various Institutions involved in International Finance EXIM Bank, ECGC, Overseas Institutional Lenders
Nov 2020	15	Financing International Trade in Indian context International Debt Settlement, ADR/ GDR, Rupee denominated International Bonds
Dec 2020	15	Emerging Trends in International Finance Factoring & Forfaiting, Euro Currency Market, Cases
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Pratik Potdar

Subject – Global Logistics and Supply Chain Management Class TY IB (Sem 5)

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Introduction to Supply chain management, drivers of SCM, Logistics & its role
Oct 2020	12	Inbound, outbound, third party, global and reverse logistics, Customer service, Bullwhip effect, Procurement and strategic sourcing, Purchasing cycle, Changing relations with supplier, Need of the inventory, Types of inventory
Nov 2020	12	Different costs associated with inventory, Economic order quantity, ABC and FSN analysis, Concept, introduction to physical distribution, Total distribution cost,
Dec 2020	11	Types of distribution channels, Unconventional channels. Vertical and Horizontal marketing channels, Role of technology in scm, Bar coding, EDI, GPS, RFID in scm, Global S.C.M. Logistics in global economy
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Income Tax Act 1961(meaning, concepts and definitions), Computation of Taxable income under the heads of: Income from salary, Income from house property
March 2021	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
April 2021	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
May 2021	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Bageshree Deo

Subject- Introduction to E-Commerce Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction to Ecommerce, Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
March 2021	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
April 2021	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E- cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
May 2021	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Pratik Potdar

Subject- Import Export Policies & Procedures Class- TY IB (Sem 6)

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Essentials of Export and Import trade, Foreign Trade Act, Latest Foreign Trade Policy, Export Procedures, Role of DGFT
March 2021	14	Declaration of Exports, INCO Terms, Export Documentation, Import Procedures- Custom Clearance of Cargo, Terms of Trade
April 2021	10	Declaration of Imports Import Documentation, Containerization, Government schemes for Export Promotions
May 2021	9	Duty Drawback, EPCG, DEPB, etc. Role of ECGC & EXIM Bank, FEMA Regulations, Agencies in Export and Import Trade - Government and Non-Government
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Sonal Apte

Subject- Study of Global Economics Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Globalization - Concept, need and drivers of Globalization, Globalization benefits, The Changing world order- recent developments, Global economy – emerging challenges, New International Economic order.
March 2021	14	Study of IMF and World Bank wrt Global Financial markets, Emerging markets- contemporary scenario, Aid to developing countries. Emergence of Multinational Corporations - Modes of Entry- Classification.
April 2021	10	Definitions, Impact, approaches, FDI's and FII's- Trends, Global Human Resource Management - International Labour Relations- developments and concerns, International migration of labour- problems and challenges, trends in international human resource movement. Role of ILO
May 2021	9	Challenges confronting the Global Economy - Energy and Commodity crisis, Financial turmoil, Global warming, Trade Wars, Cases on all the above
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shubhendu Pandit

Subject- International Financial Management Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Overview of International Business, Sources of International Finance
March 2021	15	Methods of International Financing, Foreign Exchange Markets Concept, Size, Peculiarities & Players
April 2021	8	How to hedge and Speculate What is Derivatives, Swaps, Forwards, Futures and Options
May 2021	7	Short term & Long term Financial Markets, Foreign Direct Investment Mergers & Acquisitions Joint Ventures
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Oct 2021	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Nov 2021	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Dec 2021	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management

		Total Quality management International management Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc (CD-ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Oct 2021	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Nov 2021	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Dec 2021	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network,

		<p>Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Internet</p> <p>Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Oct 2021	14	<p>Preparing of accounting statements</p> <p>Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Nov 2021	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>
Dec	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations,</p>

2021		Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Sumedha Bhattacharyya

Subject – Micro Economic Analysis Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Oct 2021	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Nov 2021	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Dec 2021	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Oct 2021	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Nov 2021	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Dec 2021	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and

		Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Aditi Samir

Subject – Business Demography Class BBA (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	20	Introduction to Demography, Meaning of Demography, Definition of Demography, Nature of Demography, Scope of Demography, Importance of Demography, Present population situation and past and future trends in the world Components of Demography Concepts of Fertility, Birth Rates Calculation and Factors Affecting Fertility, Concepts of Mortality, Death Rates Calculations and Factors Affection Mortality, Migration Concept Definitions Classification, Pull and Push Factors, Demographic Transition Theory, Concept Of Growth Rates Calculations
Oct 2021	10	Population distribution and density, Definitions of Population Density and Distribution, Indian Population Density: Spatial Distribution, Factors Affecting Population Distribution and Density, Concepts of Over Under and Optimum Population, Population Related Problems Faced By Over Populated, Under Populated And Advanced Countries
Nov 2021	8	Composition and characteristics of population (concepts and statistics) Sex Ratio, Literacy Rates, Age Sex Pyramids, Work Participation Rate, Human Development Index, Languages And Dialects
Dec 2021	7	Settlement Studies, Rural and Urban Settlements (Concepts in Different Countries), Factors Responsible for Urbanization, Urban Morphology: Central Business Districts, Rural Urban Fringe, Problems Faced by Urban

		Sprawls, Solutions To The Urban Problems
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Overview of cost accounting Concept of Cost
Feb 2022	8	Costing, Cost Accounting & Cost Accountancy, origion, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses
March 2022	15	Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet, Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques
April 2022	13	Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12), Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration,
May 2022	20	incentive plans Time keeping, Book keeping,Time wage, piece rate System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Bharati Upadhye

Subject- Business Organisation & System Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Nature and evolution of business
Feb 2022	11	Introduction, Characteristics of Business, divisions of business, Objectives of Business, Purpose of the Business activity, Effective Utilisation of Resources. Development of Commerce, Evolution of Industry, The industrial evolution, Economic Reforms since 1991 an overview, Emergence of MNCs, Developing and Developed economies Enterprise and Entrepreneurship, Characteristics of successful entrepreneurs, Women Entrepreneurs, Self Help Groups
March 2022	10	Forms of business organisation Mixed Economy, Private Sector, Public sector, Cooperative sector, Joint sector, Service sector
April 2022	12	Domestic and Foreign trade Wholesale and retail trade, emergence of foreign players in trading, government policy, effects of FDI on retail trade Organisation of Finance, Insurance, Transportation and Communication and other services, Import Export Procedure, Logistic management, Working capital management Business and society Objectives of Business Changing concept, Professionalization, Technological and Social changes
May 2022	9	Business ethics and culture, Social Responsibility of Business, Clean Technology, Corporate social, Recent trends Business Recessions, Merger and Acquisition, Networking, Franchising, BPOs and KPOs, E-commerce,

		Online Trading, patents, trademarks and Copy rights, Challenges before Indian business sector
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Concept of an Entrepreneur-Definition and Meaning
Feb 2022	10	Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
March 2022	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
April 2022	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
May 2022	11	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Personality History & Origin of the term Personality
Feb 2022	10	Defintions & Meaning Determinants of Personality Theories of Personality, The Concept of Self
March 2022	12	Self- Meaning Self Esteem & Ego Perception Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure
April 2022	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
May 2022	9	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.2.2022 to 31.05.2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Principles of Finance** Class Fybba Div. A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	3	Introduction to Finance - Concept, nature
Feb 2022	8	Scope and definition and Sources of finance.
Mar 2022	16	Capital Structure and Capitalisation & Short term Fin Planning
Apr 2022	12	Long term fin planning & Leverages
May 2022	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 20201-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Sumedha Bhattacharyya

Subject- Global Business Environment Class- FYBBA (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Introduction to business environment
Feb 2022	10	Concept, Meaning and Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business
March 2022	1	Demographic and Sociocultural environment Demographic Environment Concepts of Society and Culture, Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic and Financial Environment Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
April 2022	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior
May 2022	10	Physical and Technological Environment Physical Environment: Concept and Components Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
September 2021	15	Income Tax Act 1961(meaning, concepts and definitions), Computation of Taxable income under the heads of: Income from salary, Income from house property
October 2021	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
November 2021	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
December 2021	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Sonal Apte

Subject – Macro Economic Analysis Class SY BBA (Sem 3) Div.

Name of the Department BBA

Month	No. of Lectures	Topics – Sub Topics
September 2021	8	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro, Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach.
October 2021	13	National Income concepts- Real and Nominal. Methods of measuring national income, Difficulties in calculating national income, Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption
November 2021	12	Consumption and Savings Function, Investment Function, Autonomous and induced investments, Investment Multiplier and Credit creation by commercial banks.
December 2021	12	IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation and Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher- Kausar Biyani

Subject- Ecommerce Technologies Class- SYBBA (Sem 3) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
September 2021	12	Introduction to Ecommerce, Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
October 2021	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
November 2021	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E- cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
December 2021	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 09. 2021 to 31. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA

Div. ____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
OCT 2021	16	Ratio analysis (Sums on Financial statement analysis)
NOV 2021	8	Ratio analysis Sums
DEC 2021	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 09. 2021 to 30. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Financial Management Fin Spl

Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction of the Corporate Financial Statements & introduction to fund flow statements
OCT 2021	16	Fund flow sums and introduction to cash flow sums
NOV 2021	8	Cash flow sums
DEC 2021	5	Ratio analysis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Fundamentals of Marketing** Class – **SYBBA**

Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2021		1	Introduction to Marketing.
		1.1	Definitions and Evolution of the Concept of Marketing
		1.2	Approaches to studying Marketing.
		1.3	Scope and Importance of Marketing.
		1.4	Changing Profile and challenges faced during Covid Crisis.
Oct., 2021		2	Marketing Environment
		2.1	Internal / External Environment
		2.2	PESTEL analysis in Crisis.
		2.3	Marketing Planning Process
		3	Segmenting, Targeting and Positioning (STP)
		3.1	Market Segmentation Levels
		3.2	Targeting Strategies
		3.3	Segmentation Variables
Nov., 2021		4	Marketing Mix (Part-I)
		4.1	Meaning and Significance of Marketing Mix
		4.2	Product Mix
			Meaning-Goods, Services, Ideas
			Characteristics and Types
			Product Life Cycle
			Branding, Packaging and Labelling (Packaging gets a boost in Crisis)
		4.3	Price Mix
			Meaning and Importance
			Factors influencing Pricing
	Pricing Techniques		

		5	Marketing Mix (Part-II)
		5.1	Place Mix - Meaning and concept
			Channels of Distribution-Levels
			Types of Intermediaries
			Distribution Strategies
		5.2	Promotion Mix – Meaning
			Elements of the Promotion Mix
			* Advertising
			*Sales Promotion
			*Events & Experiences
			*Publicity &Public Relations
			* Personal Selling
			* Word of Mouth
			(Emphasis on the growing importance of Marketing Communication)
Dec.,		6	Marketing Information System
2021		6.1	Meaning and Importance
		6.2	Components
			* Internal Company Records
			* Marketing Intelligence
			*Marketing Research
			(WEB VISITS & On-line Surveys)
		7	Current Trends in Marketing
		7.1	Green Marketing
		7.2	Rural Marketing
		7.3	Cause Related Marketing
		7.4	Experiential Marketing
		7.5	Digital Marketing
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **Introduction to functions of HRM** Class – **SYBBA**

Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	Understanding concept of HRM HRM Personnel Management and HRM Organization of HR department Models of HRM Strategic HRM Procurement of HR Job Analysis HRP Recruitment
Oct., 2021	15	Selection Interview Induction and Placement Training and Development Training: Definition, Importance, Objectives, Need, Process, gaps in training, evaluation of training, analysis of training needs, methods of training. Development: Definition, need, importance, Management development EDPs and MDPs
Nov., 2021	7	Industrial Relations, Separations and Safety Management IR Dispute Settlements Separations Health and Safety
Dec., 2021	8	Compensation Management And Performance Management Compensation Management: Wage and Salary administration, Benefits and Services, Incentive Schemes, Productivity Management Performance Management: Objectives, Methods, Counselling, Coaching, Process, Legal issues with PMS
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for THIRD Semester 2021-22
{From 01.09.2021 to 31.12. 2021}

Name of the Teacher –ADITI SAMIR_____

Subject - _SERVICES MANAGEMENT

Class _SY_____ Div. __SERVICES SPL_

Name of the Department BBA_____

Month	No. of Lectures	Topics – Sub -Topics
SEPT 21	12	Introduction to services <ul style="list-style-type: none"> ✓ Meaning of services ✓ Definitions of services ✓ Nature and Scope of Services Characteristics of services
OCT21	12	Classification of services <ul style="list-style-type: none"> ✓ WTO classification of services Fundamental Differences between goods and services
NOV 21	10	Demand and Supply of services <ul style="list-style-type: none"> ✓ Capacity planning ✓ Strategies to change demand Strategies to change supply
DEC 21	20	Services Environment <ul style="list-style-type: none"> ✓ Factors responsible for growth of services Changing environment for services Role of services in Economy <ul style="list-style-type: none"> ✓ India ✓ Worldwide Emergence of e-services Services virtual case studies about Ethical considerations <ul style="list-style-type: none"> ✓ Issues that create ethical conflict ✓ Effects of ethical misconduct

TOTAL	54	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 09. 2021 to 31. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Indian Financial System And Regulators Class SYBBA – fin spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction to the Indian Financial System & Milestones in the Indian Financial system
OCT 2021	16	History of RBI and its functions & Role of SEBI as financial regulator.
NOV 2021	8	Introductions to Depositories - NSDL and CDSL & NIM and Secondary Markets
DEC 2021	5	Introduction to Money Market Instruments & History and functions of Insurance industry in India
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Sales Management** Class – **SYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2021		1	Introduction to Sales Management
		1.1	Definition & Objectives
		1.2	Sales Management Process
		1.3	Difference between Sales Mgt. & Marketing Mgt.
		1.4	Importance of Sales Management
		1.5	Trends in Managing Sales in Crisis.
		2	Sales Research & Sales Planning
		2.1	Introduction to Sales Research
		2.2	Methods & Process of Sales Research
		2.3	Application of Sales Research
		2.4	Sales Planning- Meaning, Types, Process, Components & Requisites
		2.5	Sales Budget
		Oct., 2021	
3.1	Meaning		
3.2	Principles of Organisation		
3.3	Organisation Structures- Types		
3.4	Introduction to Sales Manager		
3.5	Duties & Responsibilities of the Sales Manager		
Nov., 2021		4	Sales Force Management
		4.1	Staffing the Sales Organisation
		4.2	Training & Development
		4.3	Motivation
		4.4	Compensation
		4.5	Evaluation
		4.6	Control

Dec., 2021		5	Personal Selling
		5.1	Meaning & Definitions
		5.2	Objectives
		5.3	Process of Personal Selling
		5.4	Prospecting
		5.5	Generating Leads
		5.6	Overcoming Sales Resistance
		5.7	Sales Calls- Types
		5.8	Sales Presentation & Demonstration
		5.9	Personal Selling Skills
		5.10	Value Added Selling
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – **Dr. Ashwini Ramgade**

Subject - **Organizational Behavior** Class – **SYBBA**

Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	17	Fundamentals of OB Definition, Scope Importance of OB, Evolution, Theoretical framework and Limitations. Dynamics of People and OB Models of OB OB and organizational Performance Individual Process and Behavior Ability Learning Attitude Personality and Values
Oct., 2021	17	Perception Emotional Intelligence Motivation Definition, Concept Content theories Contemporary Theories Interpersonal Process and Behavior Foundations of group behavior Managing Teams
Nov., 2021	12	Leadership Concept Styles Contemporary Leadership Success stories if Global Indian Leaders Organizational System Foundations of organizational structure Organizational Culture
Dec., 2021	8	Managing Change Organizational Change Implementing organizational change
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01. 09. 2021 to 31. 12. 2021}

Name of the Teacher –Aditi Samir

Subject – Services Marketing Class SYBBA – Services spl

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction to the Concept of services marketing mix Meaning of services marketing Definitions of services marketing Nature and Scope of Services marketing services marketing mix Services product mix & price mix New Product Development Product Package
OCT 2021	16	Pricing objectives and strategies Services promotion mix & place mix Concepts and components
NOV 2021	17	Extended services marketing mix Ps: Process: Concepts and components Extended services marketing mix Ps: People: Concepts and components
DEC 2021	11	Extended services marketing mix Ps: Physical Evidence : Concepts and components Recent trends in marketing mix
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2021 to 31.05.2022}

Name of the Teacher- Shubhendu Pandit

Subject- Production & Operations Management Class- SYBBA (Sem 4)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Introduction to Operation Management Definition
Feb 2022	10	Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
March2022	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Apr 2022	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
May 2022	11	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Sonal Apte

Subject- International Business Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Introduction to IB
Feb 2022	10	Trade Theories, Globalization and its drivers
March 2022	8	MNCs, Modes of entry, FDI & FIIs, BOT & BOP
April 2022	12	International Monetary System, Fixed, Flexible & Managed Rates, FOREX Market, FERA & FEMA
May 2022	12	IMF, World Bank & WTO, Trading Bloks (NAFTA, SAARC, EU, ASEAN)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SYBBA (Sem 4) Div:

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Definition of statistics, scope of statistics in economics , management , sciences and industry.
Feb 2022	09	Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes cumulative frequencies , relative frequencies , problems graphs-histogram, frequency polygon, frequency curve, ogives , diagram- piechart , bars
March 2022	10	objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems median for grouped and ungrouped data ,problems mode for grouped and ungrouped data ,problems concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range quartile deviation , coefficient of quartile deviation variance , standard deviation and coefficient of variation correlation and regression concept of correlation, types of correlation , scatter diagram Karl Pearson's coefficient of correlation Spearman's rank correlation concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines
April 2022	12	concept of correlation, types of correlation , scatter diagram Karl Pearson's coefficient of correlation Spearman's rank correlation concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines

		<p>Time series</p> <p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
May 2022	10	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From January 2021 to May 2021 }

Name of the Teacher – Prasad Barve

Subject – French

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	French alphabets, numbers
Feb 2022	15	Greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Mar 2022	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Apr 2022	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
May 2022	11	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From January 2022 to May 2022}

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYBBA

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	German alphabets
Feb 2022	15	Numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Mar 2022	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Apr. 2022	11	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
May 2022	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.1.2022 to 31.05.2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject -Short term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	3	Introduction to Short Term Analysis - Concept
Feb 2022	12	Components & concept of Working capital Management
Mar 2022	13	Sources of Working Capital – Reserves, C.C. and Bank Overdraft & Ploughing back of profits
Apr 2022	12	Computation of working capital Sums
May 2022	6	Cases of working capital and consideration of Tandon committee norms
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **Product and Strategic Brand Management Class – SYBBA** Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Jan 2022		1	Product
		1.1	Meaning and Anatomy
		1.2	Product Classification
Feb., 2022		1.3	Product Mix (Decisions in Covid Crisis)
		1.4	Product Life Cycle
		2	Product Management
		2.1	Meaning, Need and Scope
		2.2	Product Management Functions
		2.3	Product Management Decisions
		2.4	Changing/Challenging Role of the Product Manager especially in Covid Crisis.
Mar., 2022		3	Product Line Decisions
		3.1	Product Differentiation
		3.1	Packaging (importance of packaging in covid situation).
		3.3	Labelling
		3.4	Product Launch
		4	Brand
		4.1	Meaning
		4.2	Products Vs. Brands
		4.3	Brand Creation
		4.4	Branding Challenges & Opportunities

		4.5	Historical Origins of Branding
Apr., 2022		5	Strategic Brand Management
		5.1	Brand Management Process
		5.2	Brand Management Programs
		5.3	Measuring Brand Performance
		5.4	Growing & Sustaining Brand Equity
		6	Brand Elements to Build Brand Equity
		6.1	Criteria for choosing Brand Elements
		6.2	Options & Tactics
		6.3	Legal Branding Considerations
May., 2022		7	Secondary Brand Associations
		7.1	Leveraging SBA
		7.2	Company
		7.3	Country of Origin
		7.4	Channels of Distribution
		7.5	Co-Branding
		7.6	Licensing
		7.7	Celebrity Endorsements
		7.8	Third Party Sources
		8	Branding Strategies & Naming New Products
		8.1	Branding Strategies
		8.2	Brand Pyramid : Brand Building Blocks
		8.3	New Products& Brand Extensions
		8.4	Brand Failures
		8.5	Deadly Sins of Brand Management
		8.6	Guidelines for making a Strong Brand

TOTAL		
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – **Dr. Veena Tarkunde**

Subject - **Human Resource Management – Training and Development Class – SYBBA** Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	Steps in Training process Identify job competencies Criteria for identifying training needs (personal, team and organizational) Training need assessment Designing and Implementing a training program Trainer identification Methods and techniques of training Designing a training module
Oct., 2021	15	Train the Trainer Budgeting the training Evaluation of training programs Krikpatrick model of evaluation Measuring transfer of learning CIRO model ROI of training program
Nov., 2021	7	Industrial Relations, Separations and Safety Management IR Dispute Settlements Separations Health and Safety Technology in training programs Different aids of training and their limitations E-learning/Online training Distance learning
Dec., 2021	8	Competency mapping and career development Definition and confusion about competency Components and categories of competencies Career development Innovative career development initiatives in organizations
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.1. 2022 to 31.05. 2022}

Name of the Teacher –Aditi Samir

Subject -Current Trends in Services Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Healthcare services
Feb 2022	12	Meaning concepts, Marketing Mix and recent trends, Education services Meaning concepts, Marketing Mix and recent trends
Mar 2022	10	Entertainment services Meaning concepts, Marketing Mix and recent trends
Apr 2022	10	Transportation & telecommunication services Meaning concepts, Marketing Mix and recent trends
May 2022	9	Media and other services Meaning concepts, Marketing Mix and recent trends
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.1. 2022 to 31.05. 2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Long term Financial Management Class SYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Introduction to Long Term Funds Concept
Feb 2022	12	Components of Long term Funds Concept
Mar 2022	12	Introduction to Capital Budgeting and Risk Analysis - Sums
Apr 2022	11	Cases and calculations of Capital Budgeting techniques
May 2022	6	Calculation of Cost of Capital --- WACC
TOTAL	45	Total hours

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- SYBBA (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Introduction Present global business scenario
Feb 2022	12	Commonly used terminologies Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2022	11	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2022	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2022	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From 01.09.2021 to 31.12.2021}

Name of the Teacher – **Dr. Veena Tarkunde**

Subject - **HRM – Performance and Compensation Management** Class – **SYBBA**
Div. _____

Name of the Department – **BBA**

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	13	Conceptual awareness of Performance Appraisals, Performance Planning and Analysis Role of performance in organization Role of appraisals in performance Relevance of objectives in organization Organization and individual performance PMS and HRM Performance Review and Discussion Significance of review Performance review process
Oct., 2021	15	Performance appraisal factors Methods and errors 360 degree feedback Assessment Centers Performance Management System in Action and Reward Systems Critical Success factors Case studies in performance management Methods of appraisal
Nov., 2021	10	Who can appraise Measuring results and behavior Gathering performance information Pay Structures and Understanding a Salary Slips Different pay structures Payroll Management Deductions Cost to company
Dec., 2021	7	Competency based pay Performance based pay Employee Benefits and Statutory Benefits Contemporary issues in Compensation Management
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Aditi Samir

Subject- Services operations Management and Quality issues Class- SYBBA
(Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Understanding customers' expectations and perceptions
Feb 2022	15	Gronroos model GAP Model Framing customers' expectations
March 2022	15	Expectation surveys, Aligning service designs and standards Bench marking Blue printing
April 2022	15	Delivering & performing services Service recovery & complaint handling process Managing service promises Service guarantee
May 2022	11	Developing service distribution standards, Other quality techniques
TOTAL	60	

Date -

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Name of the HOD -----

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher- Pratik Potdar

Subject- Supply Chain & Logistics Management
5) Div

Class- TYBBA (Sem

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2021	12	Introduction to Supply chain Management, Scope & Objectives of CRM, Logistics & its role
Oct 2021	12	Bullwhip Effect, Customer Service, Procurement & Strategic Sourcing, Importance of purchasing. Purchasing as a profit center
Nov2021	12	Vendor developing and vendor rating, Changing relations with supplier, Make or Buy decision, Inventory, Types of Inventory, Different types of inventory analysis
Dec 2021	9	Concept, introduction to physical distribution Total distribution cost, Participants of distribution channel, channel design, Current trends in Supply chain management
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher- Manjusha Wadekar

Subject- Research Methodology

Class- TYBBA (Sem 5) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2021	12	Meaning & Definition of Research, Significance & Limitations of Research, Types of Research, Introduction to hypothesis
Oct2021	12	Framing Hypothesis, Research Design (Definition, Objectives, Essentials of good research design), Research Process & collection of data, Primary Data
Nov 2021	12	Secondary data, Introduction to sampling, Sampling techniques, Sampling Methods
Dec 2021	9	Analysis & Report Writing – Data Processing, Analysis, Interpretation, Meaning & Characteristics of Research Report, Steps involve in report writing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher- Smita Shetty

Subject- Customer Relationship Management Class- TYBBA (Sem 5)
Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Sept 2021	12	Introduction: Concept, Importance and Culture of CRM, Transition from Database Marketing to CRM. Challenges building Loyal customers, Evolution and Types Of CRM, CRM Implementation options, Rogers and Peppers model of CRM, Customer Engagement and Experience Management
Oct 2021	12	Building a Relationship Approach, Creating a Responsibility and Accountability Matrix, Level of Relationship Bonds, CRM Levels, Front End and Back end Business Process Integration
Nov 2021	12	Sales & Post sales process, Marketing Campaign Process, Contact and Activity Management Process, Role of technology in CRM
Dec 2021	9	Loyalty Programs, Objectives, characteristics of LP, Effectiveness and drivers of LP, Differences: Behavioral Loyalty and Attitudinal Loyalty, CRM Driven ROI Matrix for internal customers
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From September. 2021 to December 2021 }

Name of the Teacher – Mohinipriya Kale

Subject - German Class – TYBBA

Div. _____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct 2021	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov 2021	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Dec 2021	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From September. 2021 to December 2021 }

Name of the Teacher – Prasad Barve

Subject – French

Class – TYBBA

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct 2021	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov 2021	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Dec 2021	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01. 09. 2021 to 30. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Working capital assets management Class TYBBA Fin Spl
Div. ____

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction to the concept of Receivables management Concepts and components & Management of accounts receivables and ABC analysis of receivables.
OCT 2021	16	Management of trade credits and bills receivables & Introduction to factoring and its cases
NOV 2021	8	Different contracts of factoring & Difference between Factoring and bill discounting
DEC 2021	5	Inventory Management and control
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – **Dr. Shilpi Lokre**

Subject - **IMC and Advertising** Class – **SY BBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2021		1	Integrated Marketing Communication (IMC)
		1.1	Understanding IMC
		1.2	Integrating Marketing Communication in the Marketing Mix
		1.3	IMC Tools Characteristics
		2	Advertising
		2.1	Meaning, Features, Functions
		2.2	Types of Advertising
		2.3	Five Ms of Advertising
		2.4	History of Indian Advertising
Oct., 2021		3	Advertising as a Communication Tool
		3.1	Meaning
		3.2	Response Hierarchy Model
		3.3	AIDA
		3.4	High & Low Involvement Learning Models
		3.5	FCB Model
		4	Advertising Objectives and Campaign Planning
		4.1	Objectives
		4.2	Advertising Budget
			* Methods
			* Factors to be considered
		4.3	Advertising Campaign Planning Process

Nov., 2021		5	Creative & Media Strategies
		5.1	Creativity in Ads
			* Copy writing, Creative Writing,
			*Message Content, Appeals, Mascots, Endorsements
			Jingles, Slogans
		5.2	Media Decisions
			* Role of Media
			*Types of Media
			* Advantages & Disadvantages
			* Factors affecting media choice
			* Media Planning , Selection and Scheduling strategies.
Dec., 2021		6	Advertising Effectiveness
		6.1	Measurement of Ads
		6.2	Pre Testing & Post Testing
		6.3	Technology used in Testing
		7	Advertising agency
		7.1	Meaning & functions
		7.2	Types of Advertising Agencies
		8	Legal & Ethical Aspects of Advertising in India
		8.1	Statutory Provisions Governing Advertising
		8.2	ASCI's Code of Advertising
		8.3	General Rules of Conduct in Advertising
TOTAL			

Deccan Education Society's

Brihan Maharashtra College of Commerce, Pune

TEACHING PLAN – for FIFTH Semester 2021-22

{From 01. 09. 2021 to 30. 12. 2021}

Name of the Teacher – ADITI SAMIR

Subject -FINANCIAL SERVICES MANAGEMENT Class BBA Div.

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
SEPT 21	12	Introduction to Financial services Concepts meaning and special considerations for the customers <ul style="list-style-type: none">• Segmentation targeting and positioning Marketing mix of services
OCT 21	12	Banking services: History Functions and service operations <ul style="list-style-type: none">• Segmentation targeting and positioning Marketing mix of services
NOV 21	10	Insurance services: History Functions and service operations <ul style="list-style-type: none">• Segmentation targeting and positioning Marketing mix of services
DEC 21	20	Money Markets: concepts and components Mutual funds Pension plans Micro finance Venture capital
TOTAL	54	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01. 09. 2021 to 30. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Analysis of Corporate Financial reports** Class TYBBA Fin Spl.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Analysis of the corporate financial statements & Reading and analyzing the Annual reports
OCT 2021	16	Preparation of comparative, common size and trend analysis statements and its analysis
NOV 2021	8	Ratio analysis of a corporate balance sheet
DEC 2021	5	Ratio analysis of a corporate balance sheet
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Retail Management** Class – **SYBBA**

Div. ____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Sept., 2021		1	Retailing Overview
		1.1	Meaning, Scope & Functions of Retailers
		1.2	Social & Economic Significance of Retailing
		1.3	Opportunities in Retailing
		1.4	Global Retailing Scenario
		1.5	The Indian Retailscape
		2	Retailer Characteristics
		2.1	Classification of Retailers (Formats)
		2.2	Differences between Services & Merchandise Retailers
		2.3	Types of Ownership
Oct., 2021		3	Retail Market Strategies
		3.1	Meaning of Retail Strategy
		3.2	Target Market Retail Format
		3.3	Building Sustainable Competitive Advantage
		3.4	Growth Strategies
		3.5	Retail Pricing Strategies
		4	Retail Locations
		4.1	Types of Locations
		4.2	Site Selection Process
		4.3	Legal Considerations
		4.4	Mall Management

Nov., 2021		5	Store Layout & Design
		5.1	Store Design- Meaning & Objectives
		5.2	Types of Layouts
		5.3	Space Management
		5.4	Visual Merchandising
		5.5	Atmospherics
		5.6	Legal Considerations
		6	Merchandise Management
		6.1	Meaning- Assortment, Variety, SKU
		6.2	Merchandise Management Process
		6.3	Category Management
		6.4	Private Labels
Dec., 2021		7	IT in Retail & Current Trends
		7.1	Role of IT (* UPC * EDI* RFID)
		7.2	Databases, Datamining, Datawarehousing
		7.3	Retail Communication
		7.4	Retailing in Rural Areas
TOTAL			

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for FIFTH Semester 2021-22
{From 01. 09. 2021 to 31. 12. 2021}

Name of the Teacher –ADITI SAMIR_____

Subject -TOURISM SERVICES, MARKETING & MANAGEMENT _____

Class _TYBBA_____Div.____

DEPARTMENT BBA

Name of the Department __Month	No. of Lectures	Topics – Sub -Topics
SEPT 21	12	<p>Introduction to tourism & hospitality marketing</p> <ul style="list-style-type: none"> • Definitions • Classifications and types of tourism • Major concepts <ul style="list-style-type: none"> i. Tourist <p>Tourism Tourism & hospitality marketing environment</p> <ul style="list-style-type: none"> • PESTEL environmental analysis <p>MkIS and marketing Research</p>
OCT21	12	<p>Developing marketing mix</p> <ul style="list-style-type: none"> • Concept of service package • 7 P's of tourism services marketing mix • 7P's of Hospitality services marketing mix • Special issues and challenges for the managers <p>Crisis management Designing customer driven market strategy</p> <ul style="list-style-type: none"> • Segmentation Targeting and Positioning • Business Travelers and MICE segment • Group Travelers and Family segments

		Gender and age specific needs
NOV 21	10	<p>Handling competition in tourism</p> <ul style="list-style-type: none"> • Indian Market Leaders and their strategies • International Market Leaders and their strategies
DEC 21	20	<p>Destination Marketing w.s.r.t India and Cross Border</p> <ul style="list-style-type: none"> • Geography and destination • Demography and destination <p>History and destination</p> <p>Challenges in tourism & hospitality services</p> <ul style="list-style-type: none"> • Demand- supply analysis • Tourism entrepreneurship <p>Use of technology: impact of social networks</p>
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 31.05.2022}

Name of the Teacher- Nitin Athawle

Subject- Management Control System Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	3	Introduction To Management Control System
Feb 2022	10	The control function- Elements of Control- Nature of Control –Problems in control Management Control – Characteristics, Principles & Types of Management Control Factors Affecting Managerial Philosophy Management Control Systems - Elements of MCS – Designing of MCS – 10 commandments of Effective Control System
March 2022	10	Management Controls In Functional Areas Production Control: Need – Procedure – Techniques Of Production Control Inventory Control: Classification Of Inventories – Motives For Holding Inventories- Determination Of Stock Levels Marketing Control: Process Of Marketing Control- Importance Of Marketing Control System- Tools And Techniques Of Marketing Control Control In Personnel Area: Reasons For Workers Resistance
April 2022	10	Computers Systems Computer for Management Control Purposes- Are Computers essential for MIS? Computers and Information System – Manual System Mechanical Systems- MIS – Decision Support Systems- Characteristics of DSS- Where to apply DSS- Expert Systems. Meaning of project – Aspects of Project – Factors affecting Project -Project Planning – Time Dimension – Cost Dimension- Quality Dimension
May 2022	12	Project Control- Reports Costs and Time- Reports on output-Revisions. Implementing MCS for small & medium size companies Methodology of implementing Management Controls - Roles and responsibilities in implementing Management Control. Management Control Structure - Responsibility centre, cost centre, profit centre, investment centre. MCS in service & non-profit organizations.

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Pratik Potdar

Subject- Strategic Management Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Introduction to Strategic Management Origin and evolution of concept
Feb 2022	15	'Strategy' Concepts and characteristics of strategic management Scope and importance of strategies Corporate business and functional level of strategies Strategic Management Concept of vision mission and purpose Role of strategies in decision making Definition features and importance of strategic management Limitations of strategic management
March 2022	10	Strategy formulation and implementation Basic Concept and stages of strategic implementation Analyzing companies' resources and strategic advantage profile Reasons for strategic failure and methods to overcome
April 2022	10	Strategic control and evaluation Concept meaning and definition of strategic control Operations control and strategic control Concept of synergy Mc Kinsey's 7 S frame work
May 2022	6	Challenges in strategic management Challenges in strategic management Recent trends in strategic management International Case study
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher – Bharati Upadhye

Subject – Business Communication & Soft Skills Class TYBBA (Sem 6)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	3	Basics of communication
Feb 2022	10	Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
March 2022	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
April 2022	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
May 2022	12	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Megha Deshmukh

Subject- Introduction to Business Law Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Indian Contract Act 1872
Feb 2022	10	Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
March 2022	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
April 2022	11	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
May 2022	10	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Onkar Pathak

Subject- Current trends in Financial services and institutions Class- TYBBA
(Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Introduction to leasing
Feb 2022	11	Hire-purchase Concept and components Sums and case studies
March 2022	10	Introduction to the concept of credit rating Concept and components Mutual funds, venture financing, forfeiting, ETF's and introduction to derivatives Concept and components
April 2022	12	Recent trends in financial services – like Forensic accounting, money laundering, Masala bonds. Concepts
May 2022	08	Introduction to the Recent trends in accounting and costing ZBB, Target costing, Life cycle costing, ABC, Inflation accounting
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Introduction Present global business scenario Commonly used terminologies
Feb 2022	12	Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2022	10	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2022	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2022	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Aditi Samir

Subject- INTERNATIONAL BUSINESS IN SERVICES SECTOR (Service Spcl) Class- TYBBA (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Introduction to services marketing in international business
Feb 2022	12	Cross border issues Definitions and concepts
March 2022	14	International trade regulations for services sector GATS & WTO Modes of entry Global business strategies for services growth
April 2022	10	Strategic planning Joint ventures Mergers & Acquisitions Franchising & Licensing
May 2022	9	Global marketing mix planning for services Global challenges faced by services, Global Shared services
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.02.2022 to 31.05.2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Project in Finance

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Selection and noting of the topic with the internal guide.
Feb 2022	12	Completion of Ch. 1 Introduction
Mar 22	12	Ch 2 Literature review
Apr 2022	12	Completion of Ch. 3 – Financial Analysis
May 2022	5	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher – **Dr. Shilpi Lokre**

Subject – **Projects in Marketing** Class – **TYBBA**

Div. _____

Name of the Department - **BBA**

Month	No. of Lectures	Topics – Sub -Topics	
Jan 2022		1.	Market and Marketing Research
Feb., 2022		2.	Consumer Behaviour
		3.	Product Designing & Development
		4.	Brand Management
Mar., 2022		5.	Retail Decisions
		6.	Segmenting, Targeting & Positioning
		7.	Product Launch
		8.	Advertising Research
Apr., 2022		9.	Public Relations
		10.	Sales Promotions
		11.	Event Management
		12.	Customer Relationship Management
May, 2022		13.	Marketing of Services
		14.	Marketing of Ideas
		15.	Green Marketing

		16	Experiential Marketing	
		17	Cause Related Marketing	
		18	Marketing Strategies	
		19	Social Marketing	
		20	Supply Chain Management	
TOTAL				

Deccan Education Society's

Brihan Maharashtra College of Commerce, Pune

LECTURE PLAN – for the Second Semester 2021-22

{From 24.01.2022 to 31.05.2022}

Name of the Teacher –Aditi Samir

Subject - Project in Services

Class - TYBBA

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	3	Selection and noting of the topic with the internal guide.
Feb 2022	12	Completion of Ch. 1 Introduction
Mar 2022	12	Ch 2 Literature review
Apr 2022	12	Completion of Ch. 3 – Research Analysis
May 2022	6	Completion of hypothesis testing and conclusions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Sonal Apte

Subject – Micro Economic Analysis Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	8	Introduction to Economics, scarcity definition, basic economic problems, market mechanism, nature, scope, importance and limitations of Micro, Utility, Cardinal and Ordinal, LDMU, Properties of an IC and consumer's equilibrium.
Oct 2021	13	Introduction to Demand and its determinants, Law of Demand, Exceptions, Elasticity and its types, methods of measuring elasticity, revenue concepts
Nov 2021	12	Law of variable proportions- short run and long run, cost curves in the short and long run, Total, Average and Marginal costs, shapes and characteristics of the curves, Economies and diseconomies of scale. Introduction to Perfect Competition, price and output determination under PC
Dec 2021	12	Introduction to Monopoly, output determination, monopolistic competition and output determination, oligopoly and duopoly, theories on rent, interest, profit and wages.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Deepa Sharma

Subject – Principles and Practices of Management Class FY IB (Sem 1)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	8	Nature of Management , Meaning, Definition, Concept, purpose, importance & Functions, Concept of Performance Management Management as a social science & social system, Universality of Management, Concept of management, Administration and Organization, Evolution of Management Thought Contribution of F.W.Taylor, Henry Fayol, C.K.prahlad, Vijay Govindrajan to the Management Thought
Oct 2021	13	Functions of Management: part -I Planning- Concept, Importance, levels, Merits & Demerits Forecasting -Meaning, Need, Techniques Decision Making -Concept, Importance& Techniques Organising meaning, process, types of organisation advantages and disadvantages of each organisation Delegation of authority, difficulties in delegation Decentralisation and centralisation
Nov 2021	12	Functions of management: part -II Motivation meaning, importance, theories of motivation (maslow's hierarchy of need, Herzberg's two factors theory) Leadership- Concept, Importance, Styles qualities & functions of leader Controlling meaning, importance,nature, techniques, Co-ordination- Concept, Importance
Dec 2021	12	Recent trends in management Social and Ethical issues on management Management of crisis Stress management Total Quality management International management

		Rise of e-management Social networks Value based leadership, Management Audit
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Seema Nair

Subject – Business Mathematics Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Elementary Financial Mathematics Basics computation of ratio , proportion and percentage Interest - Simple, Compound, Compounded more than once in a year Annuity - Immediate EMI, Depreciation of Assets, Sinking fund Problems related to business
Oct 2021	20	Functions , Different type of functions, Functions related to Business and Economics, Equilibrium point, break even analysis, Derivative as measure of rate, Rules of Derivatives - Derivatives of certain functions, Second order of derivatives, Application of derivatives - Marginal Cost, Marginal revenue
Nov 2021	16	Basic Applications of Integration in Business: Introduction to the concept that integration can be used to obtain revenue function and demand function from marginal function, maximum profit from marginal revenue and marginal cost. Matrices and Determinants, Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, Inverse of a matrix, solving a system of linear equations using adjoint method Problems based on application of matrices
Dec 2021	14	Concept of factorial, principles of counting, definition of permutation and combination, Permutation of dissimilar objects taken few at a time with or without repetition, permutation of similar objects , circular permutations etc. ,problems, Combination problems, Relation between Permutation and Combination and their applications
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Bageshree Deo

Subject – Basics of IT Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Introduction to Computer, Definition, Characteristics of Computer, Block Diagram of Computer Types of Computer Data Organization Drives, Directory, File Memory Primary Memory RAM, DRAM, SRAM, DDRAM ROM, PROM, EPROM, EEPROM, Secondary Memory, Magnetic Tape, Magnetic Disc, Compact Disc(CD- ROM, CD-RW), DVD, Blu-Ray Disc, Input Output Devices - Keyboard, Scanner- Types, Joystick, Touch Screen, Digitizer, Types of Output Devices - Printer-types, Plotter, Monitor- Types
Oct 2021	15	Introduction to Binary, Octal, Hexadecimal System, Conversion to different systems, Simple Addition, Subtraction, Multiplication, Division,
Nov 2021	15	Types of software -System software, Application Software, Definition and functions of Operating System, Types of Operating System- Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, RealTime Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint
Dec 2021	15	Introduction to Networking Definition of Communication, Types of Communication - Simplex, Half Duplex, Duplex, Types of Network - Wired Network, Wireless Network, Types of Cables in wired network, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology, Networking Components - Router, Bridge, Hub,

		Switch, Repeater, Gateway, Internet Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Kaveri Badhwar

Subject – Business Accounting Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	21	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy , Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP, Recording of business Transactions in primary and secondary book</p> <p>Accounting Documents , Accounting process,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit, Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations Subsidiary books (including cash book) : meaning,need, types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts</p>
Oct 2021	14	<p>Preparing of accounting statements Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>
Nov 2021	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally, Bills of exchange</p> <p>Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance, Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement renewal,format of bill,cases</p>
Dec 2021	15	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations, Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)</p>

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Shubhendu Pandit

Subject – Commercial Geography Class FY IB (Sem 1) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	13	Meaning of commercial Geography Definition of commercial Geography Nature of commercial Geography Scope of commercial Geography Importance of commercial Geography Geographical factors affecting agriculture Major types of Farming
Oct 2021	15	Industrial Crops Food Processing Units Agri- Marketing Rural-Urban Settlements Siting Factors Urban morphology commercial activities in the cities comparative urban structures north America Latin America African and middle East countries European countries Janapese, Russian structures Indian cities
Nov 2021	17	Classification of industries Factors affecting location of industries Iron steel, automobile, engineering, textile and chemical Population as a resource
Dec 2021	15	Patterns and factors affecting Air, Water, Road, Pipeline transportation, Development of telecommunication international trade Factors responsible for international trade Patterns of world trade
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Kaveri Badhwar

Subject- Introduction to cost accounting Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting,
Feb 2022	13	objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center, Elements of Cost, Direct cost and indirect Cost , Material, labour, Expenses Preparation of cost sheet Classification of Cost, Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet,
March 2022	15	Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory, Inventory Control Techniques Tally With Inventory : creation of company with inventory, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12),
Apr 2022	15	Overheads Meaning, defination,classification of overheads. Labour Cost Meaning,Introduction,Records and methods of remuneration incentive plans Time keeping, Bokk keeping,Time wage, piece rate
May 2022	13	System, Marginal Costing Meaning and concepts- Fixed cost, Variable costs, Contribution, Profit-volume Ratio, Break-Even Point & Margin of Safety. Cost-profit-volume analysis Application of marginal costing

		technique-Make or buy, Limiting factors
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Sonal Apte

Subject- Macro Economic Analysis Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	5	Introduction- Meaning, Definition, Nature, Scope, Importance and Limitations of Macro
Feb 2022	10	Differences between Micro and Macro Money and Value of Money, Definition and Functions of Money, Quantity Theory of Money- Fishers Approach, Cash Balance Approach, National Income concepts- Real and Nominal Methods of measuring national income, Difficulties in calculating national income
March 2022	12	Say's Law of Market, Keynes' Theory of Income and Employment, Keynes' Psychological Law of Consumption Consumption and Savings Function
Apr 2022	10	Investment Function, Autonomous and induced investments, Investment Multiplier and Foreign Trade multiplier IS-LM analysis, Nature Characteristics and Phases of a trade cycle, Inflation
May 2022	8	Deflation- Meaning, types, causes and effects, Monetary and Fiscal policies, Supply-side economics: Concept
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Bharati Upadhye

Subject- Elements of HRM Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	5	Human Resource Management Introduction , development of HRM concept, HRD & HRM, Role of HR manager, Duties and Responsibilities of HR manager, Human resource Accounting, Benefits of HRA, Human Resource Audit and its Benefits, Manpower Planning
Feb 2022	12	Concept of Manpower Planning, Objectives, Importance Recruitment and Selection, Sources of Recruitment, Procedure, Basis of selection, Interviews ,Test, Induction Concept of succession Planning, Human Resource Research ,Performance Appraisal Concept, Objectives, Ethics and concept of performance management, Methods of Performance Appraisal Training and Development, Need, System Approach to ,
March 2022	12	Training, Education, Training and Development Merit Rating, need importance and method, Promotion, Transfer, Job description Job evaluation,Job enlargement,Job enrichment, Job rotation, Job Analysis Job Specification, Exit policy and its effects Tools to improve managerial effectiveness Kizen
Apr 2022	10	Quality Circle, Time Management, TQM, SWOT Analysis Continuous improvement programme, Employee Safety Programme

		Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance
May 2022	6	Multi Culturism, Continuous improvement program, Changing Skill requirement Ethnocentric Approach, Polycentric Approach, Geocentric Approach, HCN, PCN, TCN
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.12.2022 to 31.05.2022}

Name of the Teacher- Shilpi Lokre

Subject- Personality Development Class- FY IB (Sem 2) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Personality History & Origin of the term Personality Defintions
Feb 2022	10	Meaning Determinants of Personality Theories of Personality, The Concept of Self Self- Meaning Self Esteem & Ego Perception
March 2022	14	Introspection SWOT analysis of the Self Personality Development Factors Attitude Motivation Success Failure,
April 2022	10	Paradigms for Excellence Be Proactive Begin with the End in Mind Put First Things First Think Win-Win Seek First to Understand and then to be understood Synergize Sharpen the Saw
May 2022	7	Essential Soft Skills Effective communication Body Language Listening Skills Manners & Etiquettes Appropriate Dressing
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher – Onkar Pathak

Subject - **Principles of Finance** Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	5	Introduction to Finance - Concept
Feb 2022	10	Nature, scope and definition and Sources of finance.
Mar 2022	14	Capital Structure and Capitalisation & Short term Fin Planning
Apr 2022	10	Long term fin planning & Leverages
May 2022	6	Recent trends in Finance
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 24.12.2022 to 31.05.2022}

Name of the Teacher – Aditi Samir

Subject – Global Business Environment

Class FY IB Div.

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Introduction to business environment Concept, Meaning
Feb 2022	10	Definitions of Environment Nature and Scope of Business Environment Importance of Environmental Studies to Business Demographic Environment Concepts of Society and Culture
Mar 2022	12	Groups And Subgroups Concepts of Values and Attitudes, Folkways and Norms, Customs And Traditions Management Of Cultural Diversity Economic Factors Affecting Business Adapting Foreign Economic Environment In The Internationalization Process Similarities And Differences Between Domestic And International Sources Of Capital
Apr 2022	10	Concepts of Political And Legal Environment Home Country Perspective Host Country Perspective Regulating International Business Behavior, Physical Environment: Concept and Components
May 2022	9	Technological Environment Telecommunication and Information Technology Revolution Global Business Operations and Market Selection Process Environmental Analysis Pestele And Swoc
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Sonal Apte

Subject – International Economics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction to International Economics, Inter-regional and international trade, Trade theories- Mercantilism, Absolute Advantage, Comparative Advantage, Heckscher Ohlin, Intra industry trade
Oct 2021	12	Static and dynamic gains from trade, Potential and actual gains from trade, factors affecting gains from trade, Trade as an engine of growth, Concepts of terms of trade and factors affecting terms of trade, Free trade policy- case for and against
Nov 2021	12	Protectionist policy-case for and against, India's foreign trade policy- recent, Balance of Trade and Balance of Payment, Components, causes of disequilibrium and its correction
Dec 2021	11	IMF, World Bank and WTO-Evolution, Objectives, functions
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Shilpi Lokre

Subject – Fundamentals of Marketing Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction to Marketing. Definitions and Concept. Approaches to studying Marketing. Scope and Importance of Marketing. Changing Profile and challenges faced. Marketing Environment Internal / External Environment PESTEL analysis Marketing Planning Process
Oct 2021	10	Segmenting, Targeting and Positioning(STP) Market Segmentation Levels Targeting Strategies Segmentation Variables Meaning and Significance of Marketing Mix Product Mix Meaning-Goods, Services, Ideas Characteristics and Types
Nov 2021	10	Product Life Cycle Branding, Packaging and Labelling Price Mix Meaning and Importance Factors influencing Pricing, Techniques Marketing Mix (Part-II) Place Mix - Meaning and concept Channels of Distribution-Levels Types of Intermediaries Distribution Strategies
Dec 2021	15	Promotion Mix – Meaning Elements of the Promotion Mix Advertising Sales Promotion Events & Experiences Publicity &Public Relations Personal Selling Word of Mouth Marketing Information System Meaning and Importance Components Internal Company Records Marketing Intelligence Marketing Research
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Shubhendu Pandit

Subject – Production & Operations Management Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction to Operation Management Definition. Evolution from production to operation management. Operation Management as a system perspective Functions of Operation management Types of production systems Plant location and layout Introduction to Quality New Product design and introduction in Market Definition and Importance Factors affecting product design
Oct 2021	10	Standardization Stages in developing the new product Value analysis and Value Engineering Production Planning and Control Role of PPC department in organization Functions and Importance of PPC department Process of Planning. Preparing Master Production Schedule. Time bucket Order preparation and routing and Dispatching. Feedback. Concept of Outsourcing Introduction to CPM and PERT
Nov 2021	10	Maintenance, Types of maintenance Total Productive Maintenance Concept of calibration, Work study, Time study and Method study Concept, scope and application of work study. Time study by stop watch. Types of allowances. Introduction to PMTS system
Dec 2021	15	Principles of motion economy SIMO charts Introduction to Productivity Introduction to ISO 9000, ISO 14000, Quality circle and Kaizen Definition and Importance Effect of Light, sound and heat on performance Safe practices of handling different types of materials Safety on Shop floor
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01. 09. 2021 to 30. 12. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Management Accounting

Class SYBBA-IB

Div. ____

Name of the Department: BBA-IB

Month	No. of Lectures	Topics – Sub -Topics
SEP 2021	16	Introduction to the concept of management accounting --- Meaning, definition, concept, uses, advantages and limitation --- tools and techniques & Introduction to the concept of analysis.
OCT 2021	16	Ratio analysis (Sums on Financial statement analysis)
NOV 2021	8	Ratio analysis Sums
DEC 2021	5	Common Size, Comparative, Trend analysis Sums
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2021-22
{From 1.09. 2021 to 31.12. 2021 }

Name of the Teacher – Mohinipriya Kale

Subject – German

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	German alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Oct., 2021	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Nov., 2021	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Dec., 2021	15	Learning cases in german, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers,
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Third Semester 2021-22
{From September 2021 to December 2021}

Name of the Teacher – Prasad Barve

Subject – French

Class SYIB

Div. ____

Name of the Department BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	French alphabets, numbers, greetings, introductions, conversations in a Café, formulating simple sentences, learning verbs and pronouns, Nouns: singular and plural forms with their gender articles and negations
Oct., 2021	15	Communication in a Language course, vocabulary related to objects in a classroom, conversations with classmates, knowing usage of nouns with respective gender articles and related exercises solving
Nov., 2021	15	Vocabulary of Cities, Countries and Languages, learning past tense of the verbs, Wh-questions, yes-no questions, interrogative pronouns and related exercises solving, learning vocabulary for describing People, Family and Houses.
Dec., 2021	15	Learning cases in french, prepositions, seperable verbs, getting to know vocabulary related to asking/fixing/delaying appointments, asking Time related questions and answers
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Rajaishwari Dhotre

Subject – Business Ethics Class SY IB (Sem 3) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Ethics- Meaning and nature of Ethics Meaning of Moral & Ethics Importance of Ethics Nature of Ethics Causes of unethical behavior Types of Ethics Individual Ethics Importance of ethics in business. Types of business Ethics
Oct 2021	15	Types of ethics according to functions of business Relation between Corporate Social Responsibility & Business Ethics. Business Ethics in Global Economy. Ethics in the context of Global Economy Relationship Between Business Ethics & Business Development Role of Business Ethics in Building a civilized society.
Nov 2021	10	Ethical issues in Business Ethics related to environment protection Ethics relating to Consumer protection Ethical issues relating to Globalization Social responsibility & Business ethics Arguments for and against social responsibility Ethics relating to IPR
Dec 2021	10	Organizational Ethics Professional ethics. Understanding the concept- Organizational Ethics Ethical behavior - Ten Commandments of ethical Behavior Control & audit of ethical behavior.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.22 to 31.05.2022}

Name of the Teacher- Deepa Sharma

Subject- International Marketing Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	3	Introduction Present global business scenario Commonly used terminologies
Feb 2022	12	Market information, surveys, analysis. International marketing planning Preparing for international marketing Planning phases Deciding target markets and entry modes Problems/hurdles faced in operations
March 2022	11	Planning the marketing mix: Product strategies Branding programs Segmentation and targeting Packaging and labeling strategies Sales promotion Advertising, IMC
April 2022	10	Publicity Direct marketing Planning the marketing mix: Price Factors influencing pricing Questions to be considered. Environmental influences on pricing Various pricing methods Various pricing strategies
May 2022	9	Planning the marketing mix: Place Channels of distribution Channels for consumer products Channels for industrial products Channel selection criteria/evaluation Logistics options, sea, air, road, rail, pipelines
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Sonal Apte

Subject- Foreign Exchange Operations Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Foreign Exchange Determination Meaning of Exchange Rates. FixedER
Feb 2022	12	Flexible & Managed Exchange Rates. Purchasing Power Parity Theory. Foreign Exchange Market & Dealing Room Operations. Spot & Forward Transactions
March 2022	10	Exchange Arithmetic on Spot, Forward & cross Rates. Retail & Wholesale Market. Need of Dealing Room Operations & Internal controls. Swaps/ Forward/ Options/ Futures. Introduction to Derivatives, Arbitrage & Speculations
April 2022	10	Global Money Market. Primary & Secondary Financial Market, Bond Market Modern ways of raising finance in International Market like Rupee denominated Bonds, etc.
May 2022	9	Role of Regulatory bodies in India. Foreign Exchange guidelines & Restrictions from RBI / Commercial Banks / FEDAI.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.05.2022 to 31.05.2022}

Name of the Teacher- Megha Deshmukh

Subject- Introduction to Business Law Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Indian Contract Act 1872
Feb 2022	10	Definition and concepts of contract. Kinds of Contracts Capacity of Parties Free Consent Essentials of a valid Contract Void Agreements Performance of Contract Discharge of Contract and Remedies
March 2022	10	The Sale of Goods Act 1930 Introduction of Sale of Goods Act 1930 Contract of Sale of Goods. Conditions and Warranties Doctrine of Caveat Emptor Transfer of Property Performance of a contract of sale Rights of unpaid Seller.
April 2022	10	Introduction to Company Law Features of a Company Types of Companies Formation of a Company Memorandum of Association Articles of Association Prospectus and Statement in lieu of Prospectus Shares and Share Capital Company Meetings and Board Meetings
May 2022	11	The consumer protection-Act, 1986. Salient features of Act. Definitions-Consumer, Complaint, Services, defect and Deficiency, Rights and Reliefs available to consumer. National Commission Procedure followed by Redressal Agencies. Intellectual Property Rights Definition and conceptual understanding of Patent Trademarks. Copy Rights and Industrial Design.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Seema Nair

Subject- Business Statistics Class- SY IB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Definition of statistics, scope of statistics in economics , management , sciences and industry
Feb 2022	09	Concept of population and sample types of sample , methods of sampling – SRSWR ,SRSWOR ,stratified and systematic with illustrations Raw data , attribute and variable , classification, frequency distribution. methods of classification , concepts of class limits , class boundaries , class mark, class width ,open end classes cumulative frequencies , relative frequencies , problems graphs-histogram, frequency polygon, frequency curve, ogives , diagram-piechart , bars
March 2022	11	objective and requisites of measures of central tendency , arithmetic mean for grouped and ungrouped data ,problems median for grouped and ungrouped data ,problems mode for grouped and ungrouped data ,problems concept of dispersion, absolute and relative measures of dispersion, range and coefficient of range quartile deviation , coefficient of quartile deviation variance , standard deviation and coefficient of variation correlation and regression concept of correlation, types of correlation , scatter diagram Karl Pearson's coefficient of correlation Spearman's rank correlation concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines
April 2022	11	concept of correlation, types of correlation , scatter diagram Karl Pearson's coefficient of correlation Spearman's rank correlation concept of regression , regression coefficients and their properties ,regression lines , prediction using these lines

		<p>Time series</p> <p>Definition and components of time series</p> <p>measurement of trend- moving averages , least squares introduction to measurements of other components</p>
May 2022	10	<p>Index Numbers</p> <p>definition, price index numbers, price relatives, theory on problems in construction of index numbers</p> <p>construction of index numbers-Laspeyre's , Paasche's and Fisher's methods</p> <p>consumer price index number, cost of living index number and other commonly used index numbers</p> <p>Probability and distributions</p> <p>random experiments , sample space , events , algebra of events , classical definition of probability ,application of addition theorem in problems, independence of events , problems</p> <p>standard distributions – discrete uniform , Bernoulli , Binomial – examples and problems</p>
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From January 2022 to May 2022}

Name of the Teacher – Mohinipriya Kale

Subject - German

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Learning vocabulary related to directions,
Feb, 2022	15	Orientation in a new city, modes of transport, learning further cases in German with usage of various types of articles and prepositions and solving relevant exercises for the same
March, 2022	15	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
April., 2022	11	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
May., 2022	15	Vocabulary related to Culinary culture of Germany, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021-22
{From January 2022 to May 2022}

Name of the Teacher – Prasad Barve

Subject - French

Class - SYIB

Div. ____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Jan 2022	4	Learning vocabulary related to directions
Feb, 2022	15	Orientation in a new city, modes of transport, learning further cases in French with usage of various types of articles and prepositions and solving relevant exercises for the same
March, 2022	11	Learning vocabulary related to Professions and Daily Routine, learning usage of Auxiliary Verbs along with their conjugations, Possessive articles in different cases and their usage and solving relevant exercises for the same
April., 2022	15	Vocabulary for Sight-seeing, Shopping, Vacations & Holidays; usage of Prepositions in various cases and Perfect tense of regular and irregular verbs and solving relevant exercises for the same
May., 2022	15	Vocabulary related to Culinary culture of France, conversations in a Restaurant, getting to know German Recipes, using Comparative and Superlative degree of adjectives and creating relevant list of these and solving exercises for the same

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Smita Shetty

Subject- Entrepreneurship Development Class- SYIB (Sem 4) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Concept of an Entrepreneur-Definition and Meaning
Feb 2022	10	Concept of Entrepreneurship- Definition and Meaning and Importance. Qualities of an Entrepreneur And Functions of an Entrepreneur Role of Entrepreneurship in Economic Development. Entrepreneurial Competencies Concept of wealth, Innovation ,Intrapreneur,Self-Employment
March 2022	10	Concept of Wealth Creation, Innovation and Creativity, Intrapreneur, Self- Employment Idea Generation and Business Opportunity Identification Opportunity Selection Divergent thinking and Convergent thinking (Brain storming) Concept of Market, and Marketing Mix, Swot analysis
April 2022	10	Introduction of a Business plan –Meaning and importance 10 Important Contents of a Business Plan Need and Importance of Financed Data, Primary and Secondary Data, Questionnaire Project Appraisal- Meaning
May 2022	11	Concept of Commercial Banks. Bank financing and Loans Concept of Personal Funds, , Angel Investors and Venture Capital Funding (Meaning and importance) Break even analysis-Meaning and Advantages Ratio Analysis-Need and Importance 3 ratios—Gross Profit Ratio.Net Profit Ratio, Return on Investment Ratio RECENT TRENDS: Study of success stories of Indian Start-ups and their founders. Eg-Flip kart, PayTm,Ola, Swiggy.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Megha Deshmukh

Subject – International Business Law Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	International Law Meaning, scope, objects, state Jurisdiction international economic law The definition of international economic law The basis of international economic law Economic sovereignty Permanent sovereignty over natural resources (PSNR) Fundamental principles of international economic law Trans-National Corporations-their rights, duties & responsibilities under International Law Charter on Economic Rights & Duties of State (ERDS)
Oct 2021	15	International Institutions, their role and functions UNCTAD UNCITRAL IFC, UNDP OECD Unification of law of International Sale of Goods Uniform Customs & Practice of Documentary Credits & international Chamber of Commerce UNCITRAL Model Law for Inter Credits & Guaranties UNCITRAL Model Law for International Payments UNCITRAL Model for Electronic- commerce International Convention Governing Bill of Lading Brussels Convention UNCITRAL Convention
Nov 2021	10	International Dispute Settlement Machinery W.T.O. Dispute Redressed system International Court of Justice- World Bank Inspection Panel- Functions & Procedure International Clauses for Settlement of Investment Disputes (ICSID)- Tribunal, Function & Procedure International commercial Arbitration & Enforcement of Foreign Awards
Dec 2021	10	Indian Law affecting International Trade Foreign Trade (Regulation & Development) Act 1992. The Customs Act 1962 Role & functions of Indian Government Bodies for promotion of International Trade Ministry of Commerce Board of Trade Commodity Organization Export Promotion Council Commodity Boards Service Institutions Indian Government Trade Representative Abroad

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Bharati Upadhye

Subject – Business Communication & Soft Skills Class TY IB (Sem 5)
Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Basics of communication, Letter Writing, Telephonic communication, Videoconferencing, Skype Written communication (email and resume building)
Oct 2021	10	Public speaking skills, Preparing a good speech, Commandments of good speaking, Effective use of audio-visual aids, Presentation skills
Nov 2021	15	Self-awareness and personality development Positive attitude and confidence building Time and stress management, Goal setting and Motivation, Range of Soft Skills soft skills in service sector Soft skills in Management
Dec 2021	15	Team building and leadership skills, Dressing and grooming, Social networking skills, Interview skills (Types), Group Discussion, Corporate Grapevine, Communication in Crisis
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Sonal Apte

Subject – International Relations Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Overview of International Relations - Factors affecting International Relations, Economic Relations, Socio- Cultural Relations, Legal Relations, Political Relations, Regional Economic Integration and their current practices - Rationale and objectives of integration
Oct 2021	12	Levels of integration, Trading Blocks: NAFTA, EU, SAARC, ASEAN, Trade Relations - Instruments of trade policy – tariffs, subsidies, quotas, Dumping – meaning, types, antidumping policies,
Nov 2021	12	Legal Relations – ICJ, WTO Agreements – GATS, TRIPS, TRIMS, Commodity Agreements, UNO.
Dec 2021	11	Socio –Cultural Relations - Culture and workplace, Religious and Ethical systems, Cases
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From September. 2021 to December 2021 }

Name of the Teacher – Mohinipriya Kale

Subject - German Class – TYIB

Div. _____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct., 2021	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov., 2021	15	Getting to know about Languages and biographies of various common people in Germany who belong to other countries and have relocated themselves in Germany, introducing main clause and subordinate clauses with usage of 'weil' and solving relevant exercises for the same
Dec., 2021	15	Vocabulary for Family, members and relations, Clauses with 'dass', further usage of possessive artikels & introduction to new usage of cases in German and solving relevant exercises for the same
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From September. 2021 to December 2021 }

Name of the Teacher – Prasad Barve

Subject – French

Class – TYIB

Div.____

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
Sept., 2021	15	Vocabulary for Weather and Clothes in Europe and learning Adjective endings in different cases, learning Demonstrative Articles, solving relevant exercises for the same
Oct., 2021	15	Vocabulary Body and Health, Learning construction of exclamatory sentences, Personal pronoun in different cases, additional auxiliary Verbs and solving relevant exercises for the same
Nov., 2021	15	Getting to know about Languages and biographies of various common people in France who belong to other countries and have relocated themselves in France, introducing main clause
Dec., 2021	15	Vocabulary for Family, members and relations, Work place French, formal French, meetings, registrations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Shubhendu Pandit

Subject – International Banking & Finance Class TY IB (Sem 5) Div.

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Nature and Scope of International Finance, Types of Export & Import, Various ways of creating International relations, Types of International Finance
Oct 2021	15	International Debt Settlement, Roles of Various Institutions involved in International Finance EXIM Bank, ECGC, Overseas Institutional Lenders
Nov 2021	15	Financing International Trade in Indian context International Debt Settlement, ADR/ GDR, Rupee denominated International Bonds
Dec 2021	15	Emerging Trends in International Finance Factoring & Forfaiting, Euro Currency Market, Cases
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Pratik Potdar

Subject – Global Logistics and Supply Chain Management Class TY IB (Sem 5)

Name of the Department BBA /BBA(IB)

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction to Supply chain management, drivers of SCM, Logistics & its role
Oct 2021	12	Inbound, outbound, third party, global and reverse logistics, Customer service, Bullwhip effect, Procurement and strategic sourcing, Purchasing cycle, Changing relations with supplier, Need of the inventory, Types of inventory
Nov 2021	12	Different costs associated with inventory, Economic order quantity, ABC and FSN analysis, Concept, introduction to physical distribution, Total distribution cost,
Dec 2021	11	Types of distribution channels, Unconventional channels. Vertical and Horizontal marketing channels, Role of technology in scm, Bar coding, EDI, GPS, RFID in scm, Global S.C.M. Logistics in global economy
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Kaveri Badhwar

Subject- Income Tax & GST Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	5	Income Tax Act 1961(meaning, concepts and definitions)
Feb 2022	10	Computation of Taxable income under the heads of: Income from salary, Income from house property
March 2022	15	Computation of Taxable income under the heads of: Income from business and profession, Income from other sources, Income from capital gains,
April 2022	15	Computation of Taxable income of an individual, Introduction to indirect taxation, Meaning of indirect tax, History of Indirect tax, GST
May 2022	15	Levy and Assessment of Goods and Services Tax :Scope Taxability Tax credit, Assessment of GST: Filing return, GST forms, due dates of filing, penalties
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022 }

Name of the Teacher- Bageshree Deo

Subject- Introduction to E-Commerce Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Introduction to Ecommerce
Feb 2022	8	Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B, Concept of Domain and Website, Concept of Intranet
March 2022	14	VPN, Concept of Extranet, Difference between Intranet & Extranet, EDI & E-Governance,
April 2022	10	EPS, Credit Card system, Smart Card, Micropayment, GIRO, E- Cash, E-cheque, RTGS, NEFT, Stored Value Card, Mobile Commerce, Difference between M-commerce and PC based E-commerce
May 2022	9	Threats to Information and Security, Virus, Hacking, Failure to system, Cryptography, Antivirus, Firewall
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Pratik Potdar

Subject- Import Export Policies & Procedures Class- TY IB (Sem 6)

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Essentials of Export and Import trade
Feb 2022	8	Foreign Trade Act, Latest Foreign Trade Policy, Export Procedures, Role of DGFT
March 2022	14	Declaration of Exports, INCO Terms, Export Documentation, Import Procedures- Custom Clearance of Cargo, Terms of Trade
April 2022	10	Declaration of Imports Import Documentation, Containerization, Government schemes for Export Promotions
May 2022	9	Duty Drawback, EPCG, DEPB, etc. Role of ECGC & EXIM Bank, FEMA Regulations, Agencies in Export and Import Trade - Government and Non-Government
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Sonal Apte

Subject- Study of Global Economics Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	2	Globalization - Concept
Feb 2022	10	Need and drivers of Globalization, Globalization benefits, The Changing world order- recent developments, Global economy – emerging challenges, New International Economic order.
March 2022	14	Study of IMF and World Bank wrt Global Financial markets, Emerging markets- contemporary scenario, Aid to developing countries. Emergence of Multinational Corporations - Modes of Entry- Classification.
April 2022	10	Definitions, Impact, approaches, FDIs and FIIs- Trends, Global Human Resource Management - International Labour Relations- developments and concerns, International migration of labour- problems and challenges, trends in international human resource movement. Role of ILO
May 2022	9	Challenges confronting the Global Economy - Energy and Commodity crisis, Financial turmoil, Global warming, Trade Wars, Cases on all the above
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Sixth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Shubhendu Pandit

Subject- International Financial Management Class- TY IB (Sem 6) Div

Name of the Department- BBA/BBA(IB)

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	4	Overview of International Business
Feb 2022	11	Sources of International Finance
March 2022	15	Methods of International Financing, Foreign Exchange Markets Concept, Size, Peculiarities & Players
April 2022	8	How to hedge and Speculate What is Derivatives, Swaps, Forwards, Futures and Options
May 2022	7	Short term & Long term Financial Markets, Foreign Direct Investment Mergers & Acquisitions Joint Ventures
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Bageshree Deo

Subject – Computer Fundamentals Class – FYBBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Definition, Characteristics of Computer, Block diagram, types, Primary Memory, Secondary Memory,
August, 2017	15	Input and Output devices, types of computer languages, Compiler, Interpreter, Number System
Sept., 2017	10	Number system, Types of software, Definition and functions of Operating System, Types of Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint,
Octo., 2017	12	Definition of Communication, types of communication, types of Network, types of cables, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology
Nov., 2017	8	Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Kaveri Badhvar

Subject – **Business Accounting** (Pattern 2017) Class – BBA (CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Overview Of Business Accounting Introduction, book-keeping and Accountancy ,Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP Accounting Documents , Accounting process ,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit ,Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations
August, 2017	15	Subsidiary books (including cash book) : meaning,need,types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration
Sept., 2017	10	Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account
Octo., 2017	12	Computerised Accounting Environment Accounting Software, importance of accounting software,Tally , Features of Tally
Nov., 2017	8	Bills of exchange Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance,Types of Bills of exchange,Bills receivable,bills payable,honour and dishonour

		of bill,endorsement,dicounting,collection,retirement ,renewal,format of bill,cases
Dec 2017		Depreciation Methods of charging depreciation - Written Down Value,Straight line method, production method, Block method,Illustrations Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Seema Nair

Subject - Business Statistics Class - FYBBA CA

Div: A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Permutations and Combinations of n dissimilar objects, taken r at a time. Problems. Random experiments, All possible outcomes (Sample Space), Events, Algebra of events.
August, 2017	15	Classical definition of probability, Addition theorem of probability (without proof), Independence of events, Bayes' Theorem. Problems Discrete Uniform Probability distribution, Cumulative probability distribution, Mean, Variance (without proof)
Sept., 2017	10	Binomial Probability distribution, Mean, Variance (without proof) Poisson Probability Distribution, Mean, Variance (without proof) Problems Introduction and Terminology in theory of attributes; Methods of Studying Association: Proportion Method
Octo., 2017	12	Yule's Co-efficient of Association Partial Association and Illusory Association. Problems
Nov., 2017	8	Introduction to Use of Statistics in Quality Control; Control Charts, Types of Control Charts, Setting up Control Procedure. X Chart, R Chart, C Chart, Advantages and Limitations of Statistical Quality Control technique. Problems on charts
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017 - 18
{From 01. 07. 2020 to 30. 11. 2020}

Name of the Teacher – Vinaya Hasamnis

Subject – Database Management Systems Class : FYBBA CA Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	3.1 Relational Database design : Functional Dependency – definition, trivial and non-trivial FD, closure of FD set, closure of attributes, irreducible set of FD, Normalization – 1NF, 2NF, 3NF, Decomposition using FD-dependency preservation, BCNF, Multivalued dependency, 4NF, Join dependency and 5NF
August, 2017	15	4.1 SQL Concepts : Basics of SQL, DDL, DML, DCL commands in detail 4.2 structure - creation, alteration, defining constraints – Primary key, foreign key, unique, not null, check, IN operator
Sept., 2017	10	5.1 Functions - aggregate functions, Built-in functions – numeric, date, string functions 5.2 set operations, sub-queries, correlated sub-queries & PRACTICALS
Octo., 2017	12	5.3 Use of group by, having, order by, join and its types, Exist, Any, All, view and its types transaction control commands – Commit, Rollback, Savepoint
Nov., 2017	8	LAB WORK
Dec 2017		
Jan 2018		
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Amruta Jog

Subject - C Programming

Class – FYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	<p>Introduction to Algorithmic Analysis</p> <ul style="list-style-type: none"> • Algorithm-Definition and characteristics • Algorithms for basic problems <ul style="list-style-type: none"> - Determining if a number is +ve / -ve / even / odd - Maximum of 2 numbers, 3 numbers
August, 2017	15	<p>Introduction to C language</p> <ul style="list-style-type: none"> • A brief history of C • Features & characteristics of C • Language fundamentals <ul style="list-style-type: none"> - Character set, tokens - Keywords and identifiers - Constants Integer, Floating Point, Character, String, Enumeration - Variables and data types - Types of operators - Arithmetic, Relational, Logical, Increment Decrement , Assignment, Conditional - Precedence and Associativity of operators - Type conversion in Expression - Implicit and Explicit - Console based I/O and built-in I/O functions. <p>Decision Making and looping</p> <ul style="list-style-type: none"> • Decision making structure <ul style="list-style-type: none"> - If statement - If-else statement - Nested if – else statement - Conditional operator <p>Switch statement</p>
Sept., 2017	10	<ul style="list-style-type: none"> • Loop control structures <ul style="list-style-type: none"> - while loop - Do-while loop

		<ul style="list-style-type: none"> - For loop • Jump statements - break - continue - goto - exit <p>Functions and pointers</p> <ul style="list-style-type: none"> - Purpose of function - Function definition - Function declaration - Function call - Types of functions - Call by value and call by reference - Storage classes - Automatic Storage, Extern Storage, Static Storage, Register Storage - Recursion • Introduction to pointer - Definition - Declaration - Initialization - Indirection operator and address of operator - Pointer arithmetic - Dynamic memory allocation - Functions and pointers <p>Arrays and Strings</p> <ul style="list-style-type: none"> • Introduction to one-dimensional Array - Definition , Declaration, Initialization • Memory Representation • Processing one-dimensional array
Octo., 2017	12	<ul style="list-style-type: none"> • Arrays and functions. • Introduction to two –dimensional Array - Definition Declaration, Initialization - Memory Representation • Processing two-dimensional array • Introduction to Strings • Standard library functions • Implementation with standard library functions <p>Structures and union</p> <ul style="list-style-type: none"> • Introduction to structure - Definition - Declaration - Accessing members

		<ul style="list-style-type: none"> • Operations on structures
Nov., 2017	8	<ul style="list-style-type: none"> • Nested structure, Arrays and Structures, Passing structure to function, Structure pointer, typedef keyword • Introduction to union - Definition - Declaration • Differentiate between structure and union •
Dec 2017		<p>C Preprocessor</p> <ul style="list-style-type: none"> - Definition of preprocessor - Macro substitution directive - File inclusion directive - Conditional compilation directives <p>File handling</p> <ul style="list-style-type: none"> • Definitions of files • File opening modes • Standard File I/O functions • Random access to files <p>Command line argument</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Kaveri Badhvar

Subject – 4201 Introduction to cost accounting Class – FYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origion, limitations of financial accounting,objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
August, 2017	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origion, limitations of financial accounting,objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
Sept., 2017	10	<p>Preparation of cost sheet Classification of Cost , Types of Cost Division of Cost, Cost sheet items to be included andexcluded from Cost,Types Preparation of Cost Sheet</p>
Octo., 2017	12	<p>Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory,Inventory Control</p>
Nov., 2017	8	<p>Tally With Inventory : creation of company with inventory , create godown, stock items, level of inventory , Inventoryvouchers, stock Journals, features(F11),configuration(F12) Labour Cost Meaning,Introduction,Records and methods of</p>

		remuneration,incentive plans Time keeping, Bokk keeping, Time wage, piece ratesystem
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021 - 21
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Seema Nair

Subject - Business Mathematics Class – FY BBA CA Div – A

Name of the Department- BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Ratio Proportion and Percentage, , profit and loss, commission and brokerage Interest - Simple, Compound, Compounded more than once in a year, Annuity - Immediate EMI, Depreciation of Assets, Sinking fund, Problems related to business
August, 2017	15	Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, inverse of a matrix, solving a system of linear equations, Application of matrices to Leontief's open input - output model
Sept., 2017	10	Application of matrices to Leontief's open input - output model, Meaning of LPP; Formation of LPP, Solution by Graphical Method
Octo., 2017	12	Meaning of Transportation Problem, Methods of finding Initial Basic Feasible Solution by – i) North-West Corner Method; ii) Matrix Minima Method; iii) Vogel's Approximation Method
Nov., 2017	8	
Dec 2017		
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Bageshree Deo

Subject – Software Engineering Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	<p>System Concepts Introduction to System Characteristics of System Elements of System Types of System</p> <p>System Analysis Techniques Definition of System Analysis Fact finding Techniques Feasibility Study System Requirement Specification (SRS) Role of System Analyst Knowledge and Skills required by System Analyst</p>
August, 2017	15	<p>System Design Tools Context Level Diagram (CLD) Data Flow Diagram (DFD) Decision Table, Decision Tree Entity Relationship Diagram (ERD)</p>
Sept., 2017	10	<p>System Testing and Quality Assurance Definition of Testing Types of Testing Black- Box Testing - Types White Box Testing - Types Unit Testing Integration Testing Acceptance Testing Definition of Quality McCall's Quality Factors ISO - CMM Introduction to Six Sigma</p>

Octo., 2017	12	<p>System Implementation Implementation Approaches Incremental Traditional Implementation steps Post Implementation Review</p> <p>System Maintenance</p> <p>System Development Models SDLC Waterfall Model Spiral Model Prototyping Model</p> <p>Agile Process, Principles and Politics Human Factors Agile Process Models - Adaptive Software Development, Scrum, Dynamic SystemsDevelopment Method</p>
Nov., 2017	8	
Dec 2017		
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Vinaya Hasamnis

Subject – 4204. Relational Data Base Management Studies

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	PL SQL - 1.1 Exception Handling 1.2 Trigger 1.3 Functions 1.4 Procedure 1.5 Cursor Package
August, 2017	15	Transaction: 1.1 ACID Properties 2.2 Phases of Transaction 2.3 scheduling serializable schedule
Sept., 2017	10	3.1 Locks Two-Phase Locking 2PL 3.2 Strict Two-Phase Locking 3.3 Timestamp-based Protocols, Timestamp Ordering Protocol 3.4 Deadlock Prevention 3.5.1 Wait-Die Scheme 3.5.2 Wound-Wait Scheme 3.6 Deadlock Avoidance, Wait-for Graph
Octo., 2017	12	4.1 Database Recovery: Database Backup & Recovery from Catastrophic Failure, Remote Backup, Transaction failure, Log-based Recovery, Recovery with Concurrent Transactions
	8	
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-2018
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Amruta Jog

Subject – Data Structures Using C Class – FY BBA CA Div – A FYBBA(CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	<ul style="list-style-type: none"> • Introduction to Data structure <ul style="list-style-type: none"> - Types of Data structure - Abstract Data Types (ADT) • Polynomial representation Using array <ul style="list-style-type: none"> - Evaluation of Polynomial - Addition of two polynomials • Searching and Sorting Techniques <ul style="list-style-type: none"> - Linear Search - Binary Search (Recursive, Non-Recursive) - Bubble Sort - Insertion <ul style="list-style-type: none"> - Selection Sort - Quick Sort - Merge Sort • Linked List <ul style="list-style-type: none"> -Introduction - Concept of Linked List, Difference between an array and Linked list
August, 2017	15	<ul style="list-style-type: none"> - Static & Dynamic Representation - Types of linked List <ul style="list-style-type: none"> - Singly Linked list with all type of operations - Doubly Linked list (Create, Display) - Circularly Singly Linked list (Create,Display) - Generalized Linked List
Sept., 2017	10	<ul style="list-style-type: none"> • Stack and Queue <ul style="list-style-type: none"> - Introduction stack - Static and Dynamic Representation - Primitive Operations on stack - Application of Stack

		<ul style="list-style-type: none"> - Evaluation of postfix and prefix expression - Conversion of expressions- Infix to prefix & Infix to postfix, postfix to infix, postfix to prefix, prefix to infix , prefix to postfix • Queue <ul style="list-style-type: none"> - Introduction queue - Static and Dynamic Representation - Primitive Operations on Queue - Application of Queue - Types of Queue <ul style="list-style-type: none"> Circular Queue Dequeue Priority Queue
Octo., 2017	12	<ul style="list-style-type: none"> • Trees <ul style="list-style-type: none"> - Introduction - Definition and Basic Terminologies - Static and Dynamic Representation - Types of tree - Operations on Binary Tree & Binary Search Tree - Tree Traversal <ul style="list-style-type: none"> Inorder, Preorder, Postorder (Recursive) - AVL Tree <ul style="list-style-type: none"> Definition Insertion into an AVL tree
Nov., 2017	8	<ul style="list-style-type: none"> • Graphs <ul style="list-style-type: none"> - Terminology associated with graphs. - Representation of graphs <ul style="list-style-type: none"> -Adjacency Matrix - Adjacency List - In degree , out degree of graph - Traversal of Graphs <ul style="list-style-type: none"> DFS , BFS - Spanning Tree <ul style="list-style-type: none"> -Definition <ul style="list-style-type: none"> -Cost of spanning tree <ul style="list-style-type: none"> -Kruskal's algorithm to determine minimum cost spanning tree
Dec 2017		
TOTAL	60	

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017 - 18

{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Bharati Upadhye

Subject – 4301.Principles of Management and Human Resource Management

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization Functions of Management: part -I-Planning- Concept, Importance Forecasting -Concept, Techniques
August, 2017	15	Decision Making Concept, importance & techniques Organising- Concept, Types, importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2017	10	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept
Octo., 2017	12	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Nov., 2017	8	Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning.

		<p>Recruitment & Selection: Importance, Sources of recruitment, procedure</p> <p>Training & Development: Training Need, Types of Training</p>
Dec 2017		<p>Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis</p> <p>Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –

Subject – 4302 Operating System

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization
August, 2017	15	Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & Techniques Organising- Concept, Types, Importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2017	10	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept
Octo., 2017	12	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Nov., 2017	8	Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning.

		<p>Recruitment & Selection: Importance, Sources of recruitment, procedure</p> <p>Training & Development: Training Need, Types of Training</p> <p>Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis</p> <p>Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing</p> <p>Changes in technology, Health, family and work life balance, Cross cultural Training</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –

Subject – 4303 Object Oriented Programming Using C++

Class – FY BBA CA

Div – A

Name of the Department – BBA

Unit No.	No. of Lectures.	Topic
July, 2017	15	1. Introduction to C++ 1.1 Basic concepts of OOP, benefits, applications of OOP 1.2 A simple C++ program 1.3 Structure of C++ program Creating a source file, compiling and Linking 1.4 Data types - Basic, User defined and Derived 1.5 Symbolic constant 1.6 Type Compatibility 1.7 Variables - Declaration and Dynamic initialization 1.8 Reference variable 1.9 Operators in C++ Scope resolution operator Member Referencing operators Memory management operators Manipulators Type cast operators
August, 2017	15	2. Functions in C++ 2.1 Introduction 2.2 The main function 2.3 Function prototyping 2.4 Call by reference 2.5 Return by reference 2.6 Inline function – Making an outside function In line 2.7 Arguments - default, constant
Sept., 2017	10	3. Classes and Objects 3.1 Introduction 3.2 Creating a class and objects

		<p>3.3 Defining member functions inside and outside class definition</p> <p>3.4 Nesting of member functions</p> <p>3.5 Private member functions</p> <p>3.6 Arrays within a class</p> <p>3.7 Memory allocation of objects</p> <p>3.8 Static data members and static member functions</p> <p>3.9 Array of objects</p> <p>3.10 Objects as function arguments</p> <p>3.11 Friend functions</p> <p>3.12 Returning objects</p>
Octo., 2017	12	<p>4.Constructor & Destructor</p> <p>4.1 Constructors</p> <p>4.2 Types of constructor</p> <p>4.3 Destructors</p> <p>Polymorphism</p> <p>5.1 Compile Time Polymorphism</p> <p> 5.1.1 Function overloading</p> <p> 5.1.2 Operator Overloading Introduction</p> <p> 5.1.3 Overloading unary and binary operator</p> <p> 5.1.4 Overloading using friend function</p> <p> 5.1.5 Overloading insertion and extraction operators</p> <p> 5.1.6 String manipulation using operator overloading</p> <p>5.2 Runtime Polymorphism</p> <p> 5.2.1 this Pointer, pointers to objects, pointer to derived classes</p> <p> 5.2.2 Virtual functions and pure virtual functions</p>
Nov., 2017	8	<p>6.Inheritance</p> <p>6.1 Introduction</p> <p>6.2 Base class and derived class examples</p> <p>6.3 Types of Inheritance</p> <p>6.4 Virtual base class</p> <p>6.5 Abstract class</p> <p>6.6 Constructors in derived class</p> <p>8. The C++ I/O System Basics and Working with Files</p> <p>8.1 C++ streams and C++ stream classes</p> <p>8.2 Unformatted I/O operations</p> <p>8.3 Formatted console I/O operations</p> <p>8.4 Managing output with manipulators</p> <p>8.5 Working with Files</p> <p> 8.5.1 Classes for File Stream operations</p> <p> 8.5.2 File operations - Opening, Closing and updating</p>

		8.5.3 Error handling during File operations 8.6 Command Line arguments 9. Templates and Exception Handling 9.1 Introduction 9.2 Class Templates 9.3 Function Templates 9.4 Exception Handling(Introduction
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –

Subject – 4304 **Object Oriented Software Engineering** (Pattern 2017)

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2017	15	1. Object Oriented Concepts, Modeling and UML 1.1 What is Object Orientation? (Introduction to class, object, inheritance, polymorphism) 1.2 Introduction of Modeling 1.3 Object Oriented Modeling 1.3 Object oriented system development 1.3.1 Function/data methods 1.3.2 Object oriented analysis 1.3.3 Object oriented construction 1.3.4 Object oriented testing
August, 2017	15	1.4 Identifying the elements of an object model 1.4.1 Identifying classes and objects 1.4.2 Specifying the attributes 1.4.3 Defining operations 1.4.4 Finalizing the object definition
Sept., 2017	10	1. Introduction to UML 1.1 Overview of UML 1.2 Introduction to UML Diagrams 1.3 Relationships in UML 1.4 Things in UML 1.5 Architecture 1.6 Advantages of UML 1.7 Limitations of UML

Octo., 2017	12	<p>2. Working with UML Diagrams</p> <p>2.1 Use Case Diagrams</p> <p>2.2 Class Diagrams</p> <p>2.3 Sequence Diagrams</p> <p>2.4 Activity Diagram</p> <p>2.5 State Chart Diagram</p> <p>2.6 Collaboration, Components, Deployment Diagrams</p> <p>1. Object Oriented Analysis</p> <p>1.1 Iterative Development</p> <p>1.2 Understanding requirements</p> <p>1.3 Unified process & UP Phases</p> <p>1.3.1 Inception</p> <p>1.3.2 Elaboration</p> <p>1.3.3 Construction</p> <p>Transition</p>
Nov., 2017	8	<p>1. Object Oriented Design</p> <p>1.1 Introduction to various methods</p> <p>1.2 Generic components of OO Design model</p> <p>1.3 System Design process</p> <p>1.3.1 Partitioning the analysis model</p> <p>1.3.2 Concurrency and subsystem allocation</p> <p>1.3.3 Task Management component</p> <p>1.3.4 Data Management component</p> <p>1.3.5 Resource Management component</p> <p>1.3.6 Inter sub-system communication</p> <p>5.4 Object Design process</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – _Vinaya Hasamnis

Subject – 4305 Web Technology 1 Class SYBCA Div :A

Name of the Department -BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	Web Essentials 1.1 Clients- Servers and Communication 1.2 Internet-Basic ,Internet Protocols(HTTP,FTP,IP) 1.3 World Wide Web(WWW) 1.4 HTTP request message, HTTP response message
August, 2021	15	Markup Languages 2.1 Introduction to HTML 2.2 Basic HTML Structure 2.3 Common HTML Tags 2.4 Physical and Logical HTML 2.5 Types of Images, client side and server-side Image mapping
Sept., 2021	10	2.6 List, Table, Frames 2.7 Embedding Audio, Video 2.8 HTML form and form elements 2.9 Introduction to HTML Front Page 2.10 CSS with HTML
Octo., 2021	12	JAVA Script 3.1 Introduction to Java Script 3.2 Identifier & operator, control structure, functions 3.3 Document object model(DOM), 3.4 DOM Objects(window, navigator, history, location) 3.5 Predefined functions, math & string functions 3.6 Array in Java scripts 3.7 Event handling in Java script

Nov., 2021	8	<p>Introduction to PHP</p> <p>1.1 Introduction to PHP</p> <p>1.2 What does PHP do?</p> <p>1.3 Lexical structure</p> <p>1.4 Language basics</p> <p>1.4.1 Variable, constant, keywords, Data Types</p> <p>1.4.2 Control Structures</p> <p>1.4.3 Variables variable</p> <p>1.4.4 Type casting, Type Juggling</p> <p>1.4.5 \$_GET, \$_POST, \$_REQUEST Variables</p> <p>Definition</p> <p>Function and String in PHP</p> <p>2.1 Defining and calling a function</p> <p>2.2 Default parameters</p> <p>2.3 Variable parameters, Missing parameters</p> <p>2.4 Variable function, Anonymous function</p> <p>2.5 Types of strings in PHP</p> <p>2.6 Printing functions</p> <p>2.7 Encoding and escaping</p> <p>2.8 Comparing strings</p> <p>2.9 Manipulating and searching strings</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –

Subject - 4401 WebPage Designing

Class : SYBCA

Div. : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	<ul style="list-style-type: none"> • WordPress – An overview • What is WordPress? • How to install it? • Basics of WordPress • Pages • Theme – Free and Paid • Customizing Theme • Parent Theme • Child Theme
August, 2021	15	3. Home Page <ul style="list-style-type: none"> • Buttons • Plugins 4. Technical Support 5. Making a sample website using free theme <ul style="list-style-type: none"> • 6. Deploying WordPress Website
Sept, 2021	10	1. 1. Bootstrap – An Overview Installation 2. Components of Bootstrap 3. CSS 4. Getting started
Oct, 2021	12	5. Typography Tables Images Grid Basic etc 6. Templates 7. Implementing Bootstrap - Demo

Nov, 2021	8	<p>Animation</p> <p>Suggested Reference Material –</p> <p>Teaching Methodology –</p> <ol style="list-style-type: none"> 1. Classroom Teaching 2. Lab Sessions 3. Online Material 4. Online Assignment 5. Online Submission
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –_Prof Kausar Biyabani

Subject -4402 **Software Testing** (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1. Software Testing Introduction, Nature of errors, Testing principles & Testing fundamentals, Debugging
August, 2021	15	2. Approaches to Testing White Box Testing, Black Box Testing, Gray Box Testing, Unit Testing Integration- Top-down ,Bottom up Big Bang Sandwich
Sept, 2021	10	3. Testing for Specialized Environments Testing GUI's, Testing of Client/Server Architectures, Testing Documentation and Help Facilities, Testing for Real-
Oct, 2021	12	Software Testing Strategies & Software metrics Validation Testing System Testing, verification, Performance Testing, Regression Testing, Agile testing, Acceptance testing ,Smoke Testing ,Load Testing, Introduction, Basic Metrics, Complexity Metrics
Nov, 2021	8	Specialized Testing & Testing Tools (Introduction) Test Case Design, Junit, Apache Jmeter, Winrunner Loadrunner, Rational Robot
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher –_Prof Bageshree Deo

Subject - 4403 Core Java (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1.Introduction to Java 1.1 Features of java 1.2 JDK Environment & tools like (java, javac, appletviewer, javadoc, jdb) OOPs Concepts - 1.3 Class, Abstraction, Encapsulation, Inheritance, Polymorphism 1.4 Difference between C++ and Java 1.5 Structure of java program 1.6 Data types , Variables, Operators, Keywords, Naming Convention 1.7 Decision Making (if, switch), Looping (for, while)
August, 2021	15	1.8 Type Casting 1.9 Array Creating an array Types of Array - One Dimensional arrays - Two Dimensional array 1.10 String

		<p>- Arrays , Methods.</p> <p>- StringBuffer class</p>
Sept, 2021	10	<p>2.Classes and Objects</p> <p>2.1 Creating Classes and objects</p> <p>2.2 Memory allocation for objects</p> <p>2.3 Constructor</p> <p>2.4 Implementation of Inheritance</p> <p>Simple, Multilevel</p> <p>2.5 Interfaces</p> <p>2.6 Abstract classes and methods</p> <p>2.7 Implementation of Polymorphism</p> <p>2.8 Method Overloading, Method Overriding</p> <p>2.9 Nested and Inner classes.</p> <p>2.10 Modifiers and Access Control</p> <p>2.11 Packages - Creating user defined packages</p> <p>2.12 Java Built in packages</p> <p>java.lang->math</p> <p>java.util->Random, Date, Hashtable</p> <p>2.13 Wrapper classes</p>
Oct, 2021	12	<p>Collection</p> <p>3.1 Collection Framework.</p> <p>3.1.1 Interfaces</p> <ul style="list-style-type: none"> - Collection - List - Set - SortedSet - Enumeration

		<ul style="list-style-type: none"> - Iterator - ListIterator <p>3.1.2. Classes</p> <ul style="list-style-type: none"> - LinkedList - ArrayList - Vector - HashSet - TreeSet - Hashtable <p>3.2 Working with maps</p> <p>3.2.1 Map interface</p> <p>3.2.2 Map classes</p> <ul style="list-style-type: none"> - HashMap - TreeMap
Nov, 2021	8	<p>File and Exception Handling</p> <p>Exception</p> <p>4.1 Exception types</p> <p>4.2 Using try catch and multiple catch</p> <p>Nested try, throw, throws and finally</p> <p>4.3 Creating user defined Exceptions</p> <p>File Handling</p> <p>4.4 Stream</p> <p>ByteStream Classes</p> <p>CharacterStream Classes</p> <p>4.5 File IO basics</p> <p>4.6 File operations</p> <p>Creating file</p> <p>Reading file(character, byte)</p> <p>Writing file (character, byte)</p> <p>5. Applet, AWT and Swing Programming</p>

		<p>Applet</p> <p>5.1 Introduction</p> <p>5.2 Types applet</p> <p>5.3 Applet Life cycle</p> <ul style="list-style-type: none"> - Creating applet - Applet tag <p>5.4 Applet Classes</p> <ul style="list-style-type: none"> - Color - Graphics - Font <p>AWT</p> <p>5.5 Components and container used in AWT</p> <p>5.6 Layout managers</p> <p>5.7 Listeners and Adapter classes</p> <p>5.8 Event Delegation model</p> <p>Swing</p> <p>5.9 Introduction to Swing Component and Container Classes</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Amruta Jog

Subject – 4404. Web Technology 2 Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1.Arrays in PHP 1.1 Indexed Vs Associative arrays 1.2 Identifying elements of an array 1.3 Storing data in arrays 1.4 Multidimensional arrays 1.5 Extracting multiple values 1.6 Converting between arrays and variables 1.7 Traversing arrays 1.8 Sorting 1.9 Action on entire arrays
August, 2021	15	2.Introduction to Object Oriented Programming in PHP 2.1 Classes 2.2 Objects 2.3 Introspection 2.4 Serialization 2.5 Inheritance 2.6 Interfaces 2.7 Encapsulation
Sept, 2021	10	3. Web Techniques 3.1 Web Variables 3.2 Server information 3.3 Self Processing forms 3.4 Setting response headers 3.5 Maintaining state (Cookies and Sessions

Oct, 2021	12	Databases 4.1 Using PHP to access a databases 4.2 Mysql Database functions 4.3 Relational databases and SQL 4.4 PEAR DB basics 4.5 Advanced database techniques 4.6 Sample application
Nov, 2021	8	Ajax 6.1 Understanding Java Script for AJAX 6.2 Ajax Web Application Model 6.3 AJAX-PHP Framework 6.4 Performing AJAX Validation 6.5 Handling XML Data using PHP and AJAX 6.6 Connecting database using PHP and AJAX 7. JQUERY 7.1 JQUERY Basics 7.2 Selectors, Attributes 7.3 Traversing, DOM, Events 7.4 Ajax 7.5 Effects
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Manjusha Wadekar

Subject – 4501. **Business Communication and Soft Skills** (Pattern 2017)

Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	Basics of communication a- Importance of effective communication b- Interpersonal communication c- Verbal and Non-verbal communication d- Listening Skills
August, 2021	15	Business Communications a- Letter Writing b- Telephonic communication, Videoconferencing, Skype c- Written communication (email and resume building)
Sept., 2021	10	Public speaking skills a- Preparing a good speech b- Commandments of good speaking c- Effective use of audio-visual aids d- Presentation skills
Octo., 2021	12	Personality Development a- Self-awareness and personality development b- Positive attitude and confidence building c- Time and stress management d- Goal setting and Motivation

Nov., 2021	8	<p>Soft Skills in Business</p> <ul style="list-style-type: none"> a- Range of Soft Skills b- Soft skills in service sector c- Soft skills in Management d- Team building and leadership skills e- Dressing and grooming f- Social networking skills <p>Corporate Communication</p> <ul style="list-style-type: none"> a- Interview skills (Types) b- Group Discussion c- Corporate Grapevine d- Communication in Crisis
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Vinaya Hasamnis

Subject – 4502. Networking (Revised 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	Fundamentals of Networking 1.1 Definition, Goals, Applications, Components 1.2 Introduction to topology and types of networks (LAN, MAN, WAN) 1.3 Broadcast & Point-To-Point Networks 1.4 Server Based LANs & Peer-to-Peer LANs 1.5 Protocols and Standards 1.6 Design issues of the layer 1.7 Protocol Hierarchy
August, 2021	15	ISO-OSI Reference Model 2.1 Layers in the OSI Model 2.2 Functions of each layer 2.3 SAP 2.4 Connection Oriented and connectionless services 2.4 Peer Entities Internet Model (TCP/IP), TCP/IP Protocol Suite 2.6 Comparison of ISO-OSI & TCP/IP Model Addressing 2.7 Physical, Logical, Port Addresses IP Addressing 2.8 Classful and Classless addressing
Sept., 2021	10	Transmission Media 3.1 Guided Media Twisted Pair, Coaxial Cable, Fiber Optic Cables 3.2 Unguided Media (Wireless) 3.3 Electromagnetic Spectrum for Wireless Communication 3.4 Propagation Methods Ground, Sky, Line of Sight 3.5 Wireless Transmission Radio Waves

		<p>Infra-red Micro-wave 5.1 Categories of Connectivity Devices Passive & Active Hubs Repeaters Bridges Switches Router Gateways 5.2 Firewalls Packet-Filter, Proxy firewall</p>
Octo., 2021	12	<p>Wired and Wireless LANs 4.1 IEEE Standards Standard Ethernet Fast Ethernet Gigabit Ethernet 4.2 Network Interface Cards (NIC) Functions, Types 4.3 Wireless LAN (Introduction) Bluetooth (Architecture, Piconet and Scatternet, Applications) Network Connectivity Devices</p>
Nov., 2021	8	<p>Network security Importance of network security in an organization. Network Attacks and defense, (Active and Passive) Intrusion Detection System Intrusion Prevention System Virtual Private Network Introduction to Mobile Computing 1.1 Introduction and need for Mobile computing 1.2 Mobility and portability 1.3 Mobile and Wireless devices 1.4 Applications 1.5 Brief History of wireless communication 1.6 Mobile IP (goals and terminologies) 1.7 Handover 1.8 Agent Discovery</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher – Bageshree Deo

Subject – 4503. **Advance Java** (Pattern 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	Multithreading 1.1 Introduction to Thread 1.2 Life cycle of thread 1.3 Thread Creation - By using Thread Class - By Using Runnable interface 1.4 Priorities and Synchronization 1.5 Inter thread communication 1.6 Implementation of Thread with Applet
August, 2021	15	JDBC 2.1 The design of JDBC 2.2 Basic JDBC program Concept 2.3 Drivers 2.4 Architecture of JDBC 2.5 Making the Connection, Statement, ResultSet, PreparedStatement, CallableStatement 2.6 Executing SQL commands 2.7 Executing queries
Sept., 2021	10	Servlet 3.1 Introduction 3.2 How It differ from CGI 3.3 Types of servlet 3.4 Life cycle of servlet 3.5 Execution process of Servlet Application 3.6 Session Tracking 3.7 Cookie class 3.8 Servlet- Jdbc
Octo., 2021	12	JSP 4.1 Introduction to JSP

		4.2 Components of JSP Directives, Tags, Scripting Elements 4.3 Execution process of JSP Application 4.4 Building a simple application using JSP 4.5 JSP with Database
Nov., 2021	8	Networking and RMI 5.1 The java.net package 5.2 Connection oriented transmission – Stream Socket Class 5.3 Creating a Socket to a remote host on a port (creating TCP client and server) 5.4 Simple Socket Program Example. RMI Remote Method Invocation 5.5 Introduction to remote object RMI architecture 5.6 Stubs and skeleton 5.7 Registry 5.8 Setting up RMI 5.9 Using RMI with applet Java Beans 6.1 What is bean 6.2 Advantages 6.3 Using Bean Development kit(BDK) 6.4 Introduction to jar and manifest files 6.5 The java beans API
TOTAL	60	

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

Name of the Teacher – Amruta Jog

Subject – 4504. **ASP.NET** (Pattern 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	INTRODUCTION TO C# 1.1 Language Features 1.1.1 Data Types, Literals and Variables 1.1.2 Operators 1.1.3 Program Control Statements 1.2 Object Oriented Concepts 1.2.1 Introducing Classes & Objects 1.2.2 Methods & Classes 1.2.3 Operator Overloading 1.2.4 Inheritance / Overriding 1.2.5 Interfaces, Properties, Access Modifiers 1.3 Events & Delegates
August, 2021	15	Developing ASP.NET Applications 2.1 Creating Web Forms Application 2.2 Code Behind 2.3 Global.Asax Application File 2.4 Understanding Namespaces 2.5 Web Form Fundamentals
Sept., 2021	10	Web Controls 3.1 Using Controls 3.2 Validation & Rich Controls 3.3 State Management 3.4 Navigating between Forms and Pages 3.5 Using Master Pages for Site-wide Page Templates
Octo., 2021	12	Working with Data 4.1 Accessing Data with the Data Source Web Controls 4.2 Displaying Data with the Data Web Controls 4.3 DataList and DataGrid Controls 4.3.1 Selection & Editing with these Controls 4.4 Crystal Reports with and without wizard Web Services

		5.1 Overview of Web Services 5.2 Creating Web Services 5.3 Using Web Services
Nov., 2021	8	Use of Ajax on Web Forms 6.1 Introduction to Ajax Controls 6.2 Using Ajax Controls on Web Forms
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Vinaya Hasamnis

Subject –4601. Cyber Security Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1.Information Security Concepts <ul style="list-style-type: none"> • Information Security Overview: Background and Current Scenario • Types of Attacks • Goals for Security • E-commerce Security
August, 2021	15	2. Security Threats and Vulnerabilities <ul style="list-style-type: none"> • Overview of Security threats • Weak / Strong Passwords and Password Cracking • Insecure Network connections • Malicious Code • Cyber crime and Cyber terrorism
Sept, 2021	10	Information and Network Security <ul style="list-style-type: none"> • Intrusion Detection Systems and Intrusion Prevention Systems • User Management • Overview of Firewalls • Types of Firewalls • VPN Security • Security in Multimedia Networks Virtualization and Cloud Technology and Security
Oct,2021	12	Cryptography / Encryption <ul style="list-style-type: none"> • Introduction to Cryptography / Encryption • Digital Signatures • Public Key infrastructure • Applications of Cryptography Tools and techniques of Cryptography
	8	Cyber Law and IT Act

Nov, 2021		<ul style="list-style-type: none">• Information Technology Act 2000• Electronic Governance.• Attribution, Acknowledgement and Dispatch of Electronic Records.• Secure electronic Records and Secure Regulation of certifying Authorities
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher -

Subject – 4602 .E-commerce and M-commerce (Class – TYBBA (CA))

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1.Introduction to Ecommerce 1.1 Definition 1.2 Main Activities, Goals of Ecommerce 1.3 Technical Components and Functions of Ecommerce 1.4 Advantages and Disadvantages of Ecommerce Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B
August, 2021	15	2.Electronic Data Interchange (EDI), E-Governance 1.5 Introduction to EDI 1.6 EDI model 1.7 Cost of EDI 1.8 Advantages and Disadvantages of EDI 1.9 Introduction to E-Governance E-governance in India
Sept, 2021	10	4.Electronic Payment System (EPS) 4.1. Introduction to EPS 4.2 Types of Modern Payment System 4.3 Credit Card system, Smart Card, Micropayment, GIRO, E-Cash, E-cheque, RTGS, NEFT, Stored Value Card
Oct,2021	12	5.Mobile Commerce 5.1 Introduction to Mobile Commerce 5.2 Services of M-commerce 5.3 Difference between M-commerce and PC based E-commerce 5.4 Advantages and Disadvantages of Mcommerce

Nov, 2021	8	6. Threats to Information and Security 6.1 Threats to Information 6.2 Virus – Types 6.3 Hacking 6.4 Natural Calamity 6.5 Failure of System 6.6 Security measures 6.7 Antivirus 6.8 Cryptography - Encryption, Decryption 6.9 Digital Signature 6.10 Firewall 6.11 Data Recovery methods
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Bageshree Deo

Subject – 4603 Workshop on Recent Trends In IT. Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics						
July, 2021	15	Objective: To understand the upcoming trends in IT. <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Topic</th> <th>No. of Lectures</th> </tr> </thead> <tbody> <tr> <td>Cloud Computing</td> <td>15</td> </tr> <tr> <td>Python</td> <td>30</td> </tr> </tbody> </table>	Topic	No. of Lectures	Cloud Computing	15	Python	30
Topic	No. of Lectures							
Cloud Computing	15							
Python	30							
August, 2021	15	Suggested Reference Material: 1) Learning with Python Paperback – 2015 by Allen Downey , Jeffrey Elkner , Chris Meyers 2) Python: The Complete Reference						
Sept, 2021	10	E-book – 1. The Practice of Computing Using Python, Global Edition by Punch, William F.; Enbody, Richard 2. Programming in Python 3: A Complete Introduction to the Python Language by Summerfield Reference Links 1) https://www.cs.uky.edu/~keen/115/Haltermanpythonbook.pdf						
Oct,2021	12	Cloud Computing: 1. Cloud Computing: Principles and Paradigms, Editors: Rajkumar Buyya, James Broberg, Andrzej M. Goscinski, Wiley,2011 2.Cloud Computing Bible, Barrie Sosinsky, Wiley-India, 2010 3.Cloud Security: A Comprehensive Guide to Secure Cloud Computing, Ronald L. Krutz, Russell Dean Vines, Wiley- India,2010						

Nov, 2021	8	Teaching Methodology: Lecture method, Presentation, Examples. Expected Outcome: Students will know the current technologies and will be able to use it.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Bageshree Doe

Subject – 4603 A Python Programming Class – TYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	Introduction to Python Programming <ul style="list-style-type: none"> • What is Python? • Why Python? Script or Program? • Applications of Python • Types of Python IDE – Python flavors • How to install Python IDE on laptops and PCs? Getting Started
August, 2021	15	Basic Python <ul style="list-style-type: none"> • Python identifiers and reserved words • Lines and indentation, multi-line statements • Comments • Input / Output with print and input functions • Command line arguments and processing command line arguments • Standard data types – basic, none, Boolean (true and false), number • Python strings • Data type conversion • Python basic operators (arithmetic, comparison, assignment, bitwise logical) • Python membership operators (in and not in) • Operator precedence • Control statements, Python loops, Iterating by subsequence index, loop control statements (break, continue, pass) Mathematical functions and constants (import math), Random number functions

Sept, 2021	10	Python Strings <ul style="list-style-type: none"> • Concept, escape characters • String special operations • String formatting operator • Single quotes, Double quotes, Triple quotes • Raw string, Unicode strings, Built-in string methods • Python Lists – concept, creating and accessing elements, updating and deleting lists, basic list operations, reverse • Indexing, Slicing and Matrices • Built-in list functions • Functional Programming tools – filter(), map() and reduce() Using lists as stacks and Queues, List comprehensions
Oct,2021	12	Python tuples and sets <ul style="list-style-type: none"> • Creating and deleting tuples • Accessing values in a tuple • Updating tuples, delete tuple elements • Basic tuple operations • Indexing, Slicing and Matrices, built-in tuple functions Sets – concept and operations
Nov, 2021	8	Python Dictionary <ul style="list-style-type: none"> • Concept (mutable) • Creating and accessing values in a dictionary • Updating dictionary, delete dictionary elements • Properties of dictionary keys Built-in dictionary functions and methods Functions <ul style="list-style-type: none"> • Defining a function (def) • Calling a function • Function arguments – Pass by value, Keyword arguments, Default arguments • Scope of variable – basic rules • Documentation Strings • Variable number of Arguments • Call by Reference • Order of arguments (positional, extra and keyword) • Anonymous functions Recursion
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Vinaya Hasamnis

Subject – 4603B Cloud Computing Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1.Introduction to Cloud Computing 1.1 Cloud Computing (NIST Model) Properties, Characteristics & Disadvantages
August, 2021	15	2. Cloud Computing Architecture 2.1 Service Models (XaaS) a. Infrastructure as a Service (IaaS) b. Platform as a Service (PaaS) c. Software as a Service (SaaS)
Sept, 2021	10	2.2 Deployment Models Public , Private, Community, Hybrid
Oct,2021	12	3.Service Management in Cloud Computing Service Level Agreements (SLAs) Resource Management in Cloud Computing
Nov, 2021	8	4.Cloud Security i. Infrastructure Security ii. Data security and Storage iii. Identity and Access Management
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher - Amruta Jog

Subject – 4604 Operating System Unix and Linux Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021	15	1. Introduction to Operating Systems General Overview: History of Unix, System Structure, User perspective, Operating system Services, Assumptions about Hardware
August, 2021	15	1. Introduction to the Kernel Architecture of Unix operating system, Introduction to the system concepts, Kernel data structure, System Administration
Sept, 2021	10	3. Introduction to the File System Pathnames, File system Mounting and unmounting, The organization of the File Tree, File Types, File Attributes, Access Control lists
Oct, 2021	12	4. Booting and Shut Down, Scripting and Shell Bootstrapping, Booting PCs, GRUB, Booting with single user mode, Rebooting and Shutting down. Shell Basics, bash scripting, Regular Expression, Perl Programming, Python scripting, Scripting Best Practices, Working with Startup Scripts.
Nov, 2021	8	5. Access Control, Rootly Powers and Controlling Processes Traditional UNIX access control, Modern Access Control, Real-world Access Control, Pseudo-users other than root. Components of a process, the lifecycle of a process, Signals, Kill, Process states, nice and renice, ps, Dynamic monitoring with top, prstat and topas, the /proc file system, strace, truss and tusc, runaway processes

		<p>6. Adding New Users and Storage The /etc/passwd file, The /etc/shadow and /etc/security/passwd files, /etc/group file, Adding users, Adding users with useradd Storage: Adding a hard Disk, Storage Hardware, Storage hardware Interfaces, Software aspects of storage, Formatting, Disk Partitioning, RAID, LVM, Linux File System: The ext family, file system terminology, file system polymorphism, mkfs, fsck, file system mounting, setup for automatic mounting, USB drive mounting, Enabling swapping</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2017 - 18
{From 01. 07. 2017 to 30. 11. 2017}

Name of the Teacher -

Subject – 4606 Lab Course on 4603 and 4604 Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics																
July, 2021	15	<ol style="list-style-type: none"> 1. On the Basis of Project Analysis Documentation Completed in SEM-IV 2. Client Visit 3. Fact Finding, System Study and Document Collection 4. Analysis and Design work. 5. Submission of Project work Using Concepts of System Analysis and Design, SE, OOSE 																
August, 2021	15	<ol style="list-style-type: none"> 1. Software Development Using WEB Technology 2. Should Cover Database Design, GUI Design, Validations... Submission of Documentation and Presentations 																
Sept, 2021	10	1) Submission Schedule will be given. The student should submit as per the given Schedule. After finalization two hard bound and a soft copy should be submitted.																
Oct,2021	12	<ol style="list-style-type: none"> 2) Project Group formed for the project work can have Maximum Two Members per group. 3) Internal and External Presentation and Viva will be conducted. The student should be present for the project viva. 																
Nov, 2021	8	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Project Evaluation</td> <td style="text-align: right;">Total 100</td> </tr> <tr> <td>Coding</td> <td style="text-align: right;">25</td> </tr> <tr> <td>Analysis</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Documentation</td> <td style="text-align: right;">20</td> </tr> <tr> <td>Presentation</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Knowledge of particular Language</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Understanding of Concept</td> <td style="text-align: right;">10</td> </tr> <tr> <td colspan="2">Project Evaluation will be done by both (Internal and External) Examiners.</td> </tr> </table>	Project Evaluation	Total 100	Coding	25	Analysis	15	Documentation	20	Presentation	15	Knowledge of particular Language	15	Understanding of Concept	10	Project Evaluation will be done by both (Internal and External) Examiners.	
Project Evaluation	Total 100																	
Coding	25																	
Analysis	15																	
Documentation	20																	
Presentation	15																	
Knowledge of particular Language	15																	
Understanding of Concept	10																	
Project Evaluation will be done by both (Internal and External) Examiners.																		

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Bageshree Deo

Subject – Computer Fundamentals Class – FYBBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Definition, Characteristics of Computer, Block diagram, types, Primary Memory, Secondary Memory,
August, 2018	15	Input and Output devices, types of computer languages, Compiler, Interpreter, Number System
Sept., 2018	10	Number system, Types of software, Definition and functions of Operating System, Types of Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint,
Octo., 2018	12	Definition of Communication, types of communication, types of Network, types of cables, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology
Nov., 2018	8	Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

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

Name of the Teacher – Kaveri Badhvar

Subject – **Business Accounting** (Pattern 2018) Class – BBA (CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Overview Of Business Accounting Introduction, book-keeping and Accountancy ,Development of Accounting Methods, system , concepts ans conventions , principles of Accounting and indian GAAP Accounting Documents , Accounting process ,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit ,Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations
August, 2018	15	Subsidiary boks (including cash book) : meaning,need,types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration
Sept., 2018	10	Final Account of Sole proprietor: Introduction, TradingA/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account
Octo., 2018	12	Computerised Accounting Environment Accounting Software, importance of accounting software,Tally , Features of Tally
Nov., 2018	8	Bills of exchange Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance,Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour

		of bill,endorsement,dicounting,collection,retirement ,renewal,format of bill,cases
Dec 2018		Depreciation Methods of charging depreciation - Written Down Value,Straight line method, production method, Block method,Illustrations
Jan 2018		Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

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

Name of the Teacher – Seema Nair

Subject - Business Statistics Class - FYBBA CA Div: A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Permutations and Combinations of n dissimilar objects, taken r at a time. Problems. Random experiments, All possible outcomes (Sample Space), Events, Algebra of events.
August, 2018	15	Classical definition of probability, Addition theorem of probability (without proof), Independence of events, Bayes' Theorem. Problems Discrete Uniform Probability distribution, Cumulative probability distribution, Mean, Variance (without proof)
Sept., 2018	10	Binomial Probability distribution, Mean, Variance (without proof) Poisson Probability Distribution, Mean, Variance (without proof) Problems Introduction and Terminology in theory of attributes; Methods of Studying Association: Proportion Method
Octo., 2018	12	Yule's Co-efficient of Association Partial Association and Illusory Association. Problems Introduction to Use of Statistics in Quality Control; Control Charts,
Nov., 2018	8	Types of Control Charts, Setting up Control Procedure. X Chart, R Chart, C Chart, Advantages and Limitations of Statistical Quality Control technique. Problems on charts
TOTAL	60	

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

Name of the Teacher – Vinaya Hasamnis

Subject – Database Management Systems Class : FYBBA CA Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	3.1 Relational Database design : Functional Dependency – definition, trivial and non-trivial FD, closure of FD set, closure of attributes, irreducible setof FD, Normalization – 1Nf, 2NF, 3NF, Decompositionusing FD-dependency preservation, BCNF, Multivalued dependency, 4NF, Join dependency and 5NF
August, 2018	15	4.1 SQL Concepts : Basics of SQL, DDL,DML,DCLcommands in detail 4.2 structure - creation, alteration, defining constraints – Primary key, foreign key, unique, not null, check, INoperator
Sept., 2018	10	5.1 Functions - aggregate functions, Built-in functions – numeric, date, string functions 5.2 set operations, sub-queries, correlated sub-queries &PRACTICALS
Octo., 2018	12	5.3 Use of group by, having, order by, join and its types, Exist, Any, All , view and its types transaction control commands – Commit, Rollback,Savepoint
Nov., 2018	8	LAB WORK
TOTAL	60	

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

Name of the Teacher - Amruta Jog

Subject - C Programming

Class – FYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<p>Introduction to Algorithmic Analysis</p> <ul style="list-style-type: none"> • Algorithm-Definition and characteristics • Algorithms for basic problems <ul style="list-style-type: none"> - Determining if a number is +ve / -ve / even / odd - Maximum of 2 numbers, 3 numbers
August, 2018	15	<p>Introduction to C language</p> <ul style="list-style-type: none"> • A brief history of C • Features & characteristics of C • Language fundamentals <ul style="list-style-type: none"> - Character set, tokens - Keywords and identifiers - Constants Integer, Floating Point, Character, String, Enumeration - Variables and data types - Types of operators - Arithmetic, Relational, Logical, Increment Decrement , Assignment, Conditional - Precedence and Associativity of operators - Type conversion in Expression - Implicit and Explicit - Console based I/O and built-in I/O functions. <p>Decision Making and looping</p> <ul style="list-style-type: none"> • Decision making structure <ul style="list-style-type: none"> - If statement - If-else statement - Nested if – else statement - Conditional operator <p>Switch statement</p>
Sept., 2018	10	<ul style="list-style-type: none"> • Loop control structures <ul style="list-style-type: none"> - while loop - Do-while loop

		<ul style="list-style-type: none"> - For loop • Jump statements - break - continue - goto - exit <p>Functions and pointers</p> <ul style="list-style-type: none"> - Purpose of function - Function definition - Function declaration - Function call - Types of functions - Call by value and call by reference - Storage classes - Automatic Storage, Extern Storage, Static Storage, Register Storage - Recursion • Introduction to pointer - Definition - Declaration - Initialization - Indirection operator and address of operator - Pointer arithmetic - Dynamic memory allocation - Functions and pointers <p>Arrays and Strings</p> <ul style="list-style-type: none"> • Introduction to one-dimensional Array - Definition , Declaration, Initialization • Memory Representation • Processing one-dimensional array
<p>Octo., 2018</p>	<p>12</p>	<ul style="list-style-type: none"> • Arrays and functions. • Introduction to two –dimensional Array - Definition Declaration, Initialization - Memory Representation • Processing two-dimensional array • Introduction to Strings • Standard library functions • Implementation with standard library functions <p>Structures and union</p> <ul style="list-style-type: none"> • Introduction to structure - Definition - Declaration - Accessing members

		<ul style="list-style-type: none"> • Operations on structures
Nov., 2018	8	<ul style="list-style-type: none"> • Nested structure, Arrays and Structures, Passing structure to function, Structure pointer, typedef keyword • Introduction to union - Definition - Declaration • Differentiate between structure and union <p>C Preprocessor</p> <ul style="list-style-type: none"> - Definition of preprocessor - Macro substitution directive - File inclusion directive - Conditional compilation directives <p>File handling</p> <ul style="list-style-type: none"> • Definitions of files • File opening modes • Standard File I/O functions • Random access to files Command line argument
TOTAL	60	

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

Name of the Teacher – Kaveri Badhvar

Subject – 4201 Introduction to cost accounting Class – FYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations, differences between cost and financial accounting, cost unit, cost center Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
August, 2018	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations, differences between cost and financial accounting, cost unit, cost center Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
Sept., 2018	10	<p>Preparation of cost sheet Classification of Cost , Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost, Types Preparation of Cost Sheet</p>
Octo., 2018	12	<p>Introduction to Material Management Concept of Inventory, Inventory Management, types, Methods of inventory Valuation, , Fixation of Inventory, Inventory Control</p>
Nov., 2018	8	<p>Tally With Inventory : creation of company with inventory , create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11), configuration(F12)</p> <p>Labour Cost</p>

		Meaning,Introduction,Records and methods of remuneration,incentive plans Time keeping, Bokk keeping,Time wage, piece ratesystem
TOTAL	60	

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

Name of the Teacher - Seema Nair

Subject - Business Mathematics Class – FY BBA CA Div – A

Name of the Department- BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Ratio Proportion and Percentage, , profit and loss, commission and brokerage Interest - Simple, Compound, Compounded more than once in a year, Annuity - Immediate EMI, Depreciation of Assets, Sinking fund, Problems related to business
August, 2018	15	Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, inverse of a matrix, solving a system of linear equations, Application of matrices to Leontief's open input - output model
Sept., 2018	10	Application of matrices to Leontief's open input - output model, Meaning of LPP; Formation of LPP, Solution by Graphical Method
Octo., 2018	12	Meaning of Transportation Problem, Methods of finding Initial Basic Feasible Solution by – i) North-West Corner Method; ii) Matrix Minima Method; iii) Vogel's Approximation Method
Nov., 2018	8	
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – Software Engineering Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<p>System Concepts Introduction to System Characteristics of System Elements of System Types of System</p> <p>System Analysis Techniques Definition of System Analysis Fact finding Techniques Feasibility Study System Requirement Specification (SRS) Role of System Analyst Knowledge and Skills required by System Analyst</p>
August, 2018	15	<p>System Design Tools Context Level Diagram (CLD) Data Flow Diagram (DFD) Decision Table, Decision Tree Entity Relationship Diagram (ERD)</p>
Sept., 2018	10	<p>System Testing and Quality Assurance Definition of Testing Types of Testing Black- Box Testing - Types White Box Testing - Types Unit Testing Integration Testing Acceptance Testing Definition of Quality McCall's Quality Factors ISO - CMM Introduction to Six Sigma</p>

Octo., 2018	12	<p>System Implementation Implementation Approaches Incremental Traditional Implementation steps Post Implementation Review</p> <p>System Maintenance</p> <p>System Development Models SDLC Waterfall Model Spiral Model Prototyping Model</p>
Nov., 2018	8	<p>Agile Process, Principles and Politics Human Factors Agile Process Models - Adaptive Software Development, Scrum, Dynamic SystemsDevelopment Method</p>
TOTAL	60	

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

Name of the Teacher – Kaveri Badhwar

Subject – 4204. Relational Data Base Management Studies

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	PL SQL - 1.1 Exception Handling 1.2 Trigger 1.3 Functions 1.4 Procedure 1.5 Cursor 1.6 Package
August, 2018	15	Transaction: 1.1 ACID Properties 2.2 Phases of Transaction 2.3 Scheduling 2.4 serializable schedule
Sept., 2018	10	3.1 Locks Two-Phase Locking 2PL 3.2 Strict Two-Phase Locking 3.3 Timestamp-based Protocols, Timestamp Ordering Protocol 3.4 Deadlock Prevention 3.5.1 Wait-Die Scheme 3.5.2 Wound-Wait Scheme 3.6 Deadlock Avoidance, Wait-for Graph
Octo., 2018	12	4.1 Database Recovery: Database Backup & Recovery from Catastrophic Failure, Remote Backup, Transaction failure, Log-based Recovery
Nov., 2018	8	Recovery with Concurrent Transactions
TOTAL	60	

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

Name of the Teacher – Amruta Jog

Subject – Data Structures Using C Class – FY BBA CA Div – A FYBBA(CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<ul style="list-style-type: none"> • Introduction to Data structure <ul style="list-style-type: none"> - Types of Data structure - Abstract Data Types (ADT) • Polynomial representation Using array <ul style="list-style-type: none"> - Evaluation of Polynomial - Addition of two polynomials • Searching and Sorting Techniques <ul style="list-style-type: none"> - Linear Search - Binary Search (Recursive, Non-Recursive) - Bubble Sort - Insertion Sort
August, 2018	15	<ul style="list-style-type: none"> - Quick Sort - Merge Sort <ul style="list-style-type: none"> • Linked List -Introduction - Concept of Linked List, Difference between an array and Linked list - Static & Dynamic Representation - Types of linked List - Singly Linked list with all type of operations - Doubly Linked list (Create, Display) - Circularly Singly Linked list (Create,Display) - Selection Sort - Generalized Linked List
Sept., 2018	10	<ul style="list-style-type: none"> • Stack and Queue <ul style="list-style-type: none"> - Introduction stack - Static and Dynamic Representation - Primitive Operations on stack - Application of Stack - Evaluation of postfix and prefix expression

		<ul style="list-style-type: none"> - Conversion of expressions- Infix to prefix & Infix to postfix, postfix to infix, postfix to prefix, prefix to infix , prefix to postfix • Queue - Introduction queue - Static and Dynamic Representation - Primitive Operations on Queue - Application of Queue - Types of Queue Circular Queue Deque Priority Queue
Octo., 2018	12	<ul style="list-style-type: none"> • Trees - Introduction - Definition and Basic Terminologies - Static and Dynamic Representation - Types of tree - Operations on Binary Tree & Binary Search Tree - Tree Traversal Inorder, Preorder, Postorder (Recursive) AVL Tree Definition Insertion into an AVL tree
Nov., 2018	8	<ul style="list-style-type: none"> • Graphs - Terminology associated with graphs. - Representation of graphs -Adjacency Matrix - Adjacency List - In degree , out degree of graph - Traversal of Graphs DFS , BFS - Spanning Tree -Definition -Cost of spanning tree -Kruskal's algorithm to determine minimum cost spanning tree
TOTAL	60	

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2018 - 19
 {From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management and Human Resource Management

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization Functions of Management: part -I-Planning- Concept, Importance Forecasting -Concept, Techniques
August, 2018	15	Decision Making Concept, importance & techniques Organising- Concept, Types, importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2018	10	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept
Octo., 2018	12	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager

Nov., 2018	8	<p>Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training</p>
TOTAL	60	

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

Name of the Teacher –Kausar Biyabani

Subject – 4302 Operating System Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization
August, 2018	15	Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & Techniques Organising- Concept, Types, Importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2018	10	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept
Octo., 2018	12	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager

Nov., 2018	8	<p>Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training</p>
TOTAL	60	

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

Name of the Teacher – Kaveri Badhwar

Subject – 4303 Object Oriented Programming Using C++

Class – FY BBA CA

Div – A

Name of the Department – BBA

Unit No.	Lecture	Topic
July, 2018	15	1. Introduction to C++ 1.1 Basic concepts of OOP, benefits, applications of OOP 1.2 A simple C++ program 1.3 Structure of C++ program Creating a source file, compiling and Linking 1.4 Data types - Basic, User defined and Derived 1.5 Symbolic constant 1.6 Type Compatibility 1.7 Variables - Declaration and Dynamic initialization 1.8 Reference variable 1.9 Operators in C++ Scope resolution operator Member Referencing operators Memory management operators Manipulators Type cast operators
August, 2018	15	2. Functions in C++ 2.1 Introduction 2.2 The main function 2.3 Function prototyping 2.4 Call by reference 2.5 Return by reference 2.6 Inline function – Making an outside function In line 2.7 Arguments - default, constant
Sept.,	10	3. Classes and Objects 3.1 Introduction

2018		3.2 Creating a class and objects 3.3 Defining member functions inside and outside class definition 3.4 Nesting of member functions 3.5 Private member functions 3.6 Arrays within a class 3.7 Memory allocation of objects 3.8 Static data members and static member functions 3.9 Array of objects 3.10 Objects as function arguments 3.11 Friend functions 3.12 Returning objects
Octo., 2018	12	4.Constructor & Destructor 4.1 Constructors 4.2 Types of constructor 4.3 Destructors Polymorphism 5.1 Compile Time Polymorphism 5.1.1 Function overloading 5.1.2 Operator Overloading Introduction 5.1.3 Overloading unary and binary operator 5.1.4 Overloading using friend function 5.1.5 Overloading insertion and extraction operators 5.1.6 String manipulation using operator overloading 5.2 Runtime Polymorphism 5.2.1 this Pointer, pointers to objects, pointer to derived classes 5.2.2 Virtual functions and pure virtual functions
Nov., 2018	8	6.Inheritance 6.1 Introduction 6.2 Base class and derived class examples 6.3 Types of Inheritance 6.4 Virtual base class 6.5 Abstract class 6.6 Constructors in derived class 8. The C++ I/O System Basics and Working with Files 8.1 C++ streams and C++ stream classes 8.2 Unformatted I/O operations 8.3 Formatted console I/O operations

		8.4 Managing output with manipulators 8.5 Working with Files 8.5.1 Classes for File Stream operations 8.5.2 File operations - Opening, Closing and updating 8.5.3 Error handling during File operations 8.6 Command Line arguments 9. Templates and Exception Handling 9.1 Introduction 9.2 Class Templates 9.3 Function Templates 9.4 Exception Handling(Introduction
TOTAL	60	

Deccan Education Society's
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TEACHING PLAN – for Third Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Kaveri Badhwar

Subject – 4304 **Object Oriented Software Engineering** (Pattern 2018)

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1. Object Oriented Concepts, Modeling and UML 1.1 What is Object Orientation? (Introduction to class, object, inheritance, polymorphism) 1.2 Introduction of Modeling 1.3 Object Oriented Modeling 1.3 Object oriented system development 1.3.1 Function/data methods 1.3.2 Object oriented analysis 1.3.3 Object oriented construction 1.3.4 Object oriented testing
August, 2018	15	1.4 Identifying the elements of an object model 1.4.1 Identifying classes and objects 1.4.2 Specifying the attributes 1.4.3 Defining operations 1.4.4 Finalizing the object definition
Sept., 2018	10	1. Introduction to UML 1.1 Overview of UML 1.2 Introduction to UML Diagrams 1.3 Relationships in UML 1.4 Things in UML 1.5 Architecture 1.6 Advantages of UML 1.7 Limitations of UML

Octo., 2018	12	<ul style="list-style-type: none"> 2. Working with UML Diagrams 2.1 Use Case Diagrams 2.2 Class Diagrams 2.3 Sequence Diagrams 2.4 Activity Diagram 2.5 State Chart Diagram 2.6 Collaboration, Components, Deployment Diagrams
Nov., 2018	8	<ul style="list-style-type: none"> 3. Object Oriented Analysis 3.1 Iterative Development 3.2 Understanding requirements 3.3 Unified process & UP Phases <ul style="list-style-type: none"> 3.3.1 Inception 3.3.2 Elaboration 3.3.3 Construction 3.3.4 Transition 4. Object Oriented Design 4.1 Introduction to various methods 4.2 Generic components of OO Design model 4.3 System Design process <ul style="list-style-type: none"> 4.3.1 Partitioning the analysis model 4.3.2 Concurrency and subsystem allocation 4.3.3 Task Management component 4.3.4 Data Management component 4.3.5 Resource Management component 4.3.6 Inter sub-system communication 4.3.7 5.4 Object Design process
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
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Name of the Teacher – _Vinaya Hasamnis

Subject – 4305 Web Technology 1 Class SYBCA Div :A

Name of the Department -BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Web Essentials 1.1 Clients- Servers and Communication 1.2 Internet-Basic ,Internet Protocols(HTTP,FTP,IP) 1.3 World Wide Web(WWW) 1.4 HTTP request message, HTTP response message
August, 2018	15	Markup Languages 2.1 Introduction to HTML 2.2 Basic HTML Structure 2.3 Common HTML Tags 2.4 Physical and Logical HTML 2.5 Types of Images, client side and server-side Image mapping
Sept., 2018	10	2.6 List, Table, Frames 2.7 Embedding Audio, Video 2.8 HTML form and form elements 2.9 Introduction to HTML Front Page 2.10 CSS with HTML
Octo., 2018	12	JAVA Script 3.1 Introduction to Java Script 3.2 Identifier & operator, control structure, functions 3.3 Document object model(DOM), 3.4 DOM Objects(window, navigator, history, location) 3.5 Predefined functions, math & string functions 3.6 Array in Java scripts 3.7 Event handling in Java script

Nov., 2018	8	<p>Introduction to PHP</p> <p>1.1 Introduction to PHP</p> <p>1.2 What does PHP do?</p> <p>1.3 Lexical structure</p> <p>1.4 Language basics</p> <p>1.4.1 Variable, constant, keywords, Data Types</p> <p>1.4.2 Control Structures</p> <p>1.4.3 Variables variable</p> <p>1.4.4 Type casting, Type Juggling</p> <p>1.4.5 \$_GET, \$_POST, \$_REQUEST Variables Definition</p> <p>Function and String in PHP</p> <p>2.1 Defining and calling a function</p> <p>2.2 Default parameters</p> <p>2.3 Variable parameters, Missing parameters</p> <p>2.4 Variable function, Anonymous function</p> <p>2.5 Types of strings in PHP</p> <p>2.6 Printing functions</p> <p>2.7 Encoding and escaping</p> <p>2.8 Comparing strings</p> <p>2.9 Manipulating and searching strings</p>
TOTAL	60	

Deccan Education Society's
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TEACHING PLAN – for Fourth Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Bageshree Deo

Subject - 4401 WebPage Designing Class : SYBCA Div. : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<ul style="list-style-type: none"> • WordPress – An overview • What is WordPress? • How to install it? • Basics of WordPress • Pages • Theme – Free and Paid • Customizing Theme • Parent Theme • Child Theme
August, 2018	15	3. Home Page <ul style="list-style-type: none"> • Buttons • Plugins 4. Technical Support 5. Making a sample website using free theme 6. Deploying WordPress Website
Sept, 2018	10	1. Bootstrap – An Overview Installation 2. Components of Bootstrap 3. CSS 4. Getting started
Oct, 2018	12	5. Typography Tables Images Grid Basic etc 6. Templates 7. Implementing Bootstrap - Demo
Nov, 2018	8	Animation Suggested Reference Material – Teaching Methodology – 1. Classroom Teaching

		2. Lab Sessions 3. Online Material 4. Online Assignment 5. Online Submission
TOTAL	60	

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Name of the Teacher - Kausar Biyabani

Subject -4402 **Software Testing** (Pattern 2018) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1. Software Testing Introduction, Nature of errors, Testing principles & Testing fundamentals, Debugging
August, 2018	15	2. Approaches to Testing White Box Testing, Black Box Testing, Gray Box Testing, Unit Testing Integration- Top-down ,Bottom up Big Bang Sandwich
Sept, 2018	10	3. Testing for Specialized Environments Testing GUI's, Testing of Client/Server Architectures, Testing Documentation and Help Facilities, Testing for Real-
Oct, 2018	12	Software Testing Strategies & Software metrics Validation Testing System Testing, verification, Performance Testing, Regression Testing, Agile testing, Acceptance testing ,Smoke Testing ,Load Testing, Introduction, Basic Metrics, Complexity Metrics
Nov, 2018	8	Specialized Testing & Testing Tools (Introduction) Test Case Design, Junit, Apache Jmeter, Winrunner Load runner, Rational Robot
TOTAL	60	

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Name of the Teacher – _Prof Kausar Biyabani

Subject - 4403 Core Java (Pattern 2018) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1.Introduction to Java 1.1 Features of java 1.2 JDK Environment & tools like (java, javac, appletviewer, javadoc, jdb) OOPs Concepts - 1.3 Class, Abstraction, Encapsulation, Inheritance, Polymorphism 1.4 Difference between C++ and Java 1.5 Structure of java program 1.6 Data types , Variables, Operators, Keywords, Naming Convention 1.7 Decision Making (if, switch), Looping (for, while)
August, 2018	15	1.8 Type Casting 1.9 Array Creating an array Types of Array - One Dimensional arrays - Two Dimensional array 1.10 String

		<p>- Arrays , Methods.</p> <p>- StringBuffer class</p>
Sept, 2018	10	<p>2.Classes and Objects</p> <p>2.1 Creating Classes and objects</p> <p>2.2 Memory allocation for objects</p> <p>2.3 Constructor</p> <p>2.4 Implementation of Inheritance</p> <p>Simple, Multilevel</p> <p>2.5 Interfaces</p> <p>2.6 Abstract classes and methods</p> <p>2.7 Implementation of Polymorphism</p> <p>2.8 Method Overloading, Method Overriding</p> <p>2.9 Nested and Inner classes.</p> <p>2.10 Modifiers and Access Control</p> <p>2.11 Packages - Creating user defined packages</p> <p>2.12 Java Built in packages</p> <p>java.lang->math</p> <p>java.util->Random, Date, Hashtable</p> <p>2.13 Wrapper classes</p>
Oct, 2018	12	<p>Collection</p> <p>3.1 Collection Framework.</p> <p>3.1.1 Interfaces</p> <ul style="list-style-type: none"> - Collection - List - Set - SortedSet - Enumeration

		<ul style="list-style-type: none"> - Iterator - ListIterator 3.1.2. Classes - LinkedList - ArrayList - Vector - HashSet - TreeSet - Hashtable 3.2 Working with maps 3.2.1 Map interface 3.2.2 Map classes - HashMap - TreeMap
Nov, 2018	8	<p>File and Exception Handling</p> <p>Exception</p> <ul style="list-style-type: none"> 4.1 Exception types 4.2 Using try catch and multiple catch Nested try, throw, throws and finally 4.3 Creating user defined Exceptions <p>File Handling</p> <ul style="list-style-type: none"> 4.4 Stream ByteStream Classes CharacterStream Classes 4.5 File IO basics 4.6 File operations Creating file Reading file(character, byte) Writing file (character, byte) <p>5. Applet, AWT and Swing Programming</p>

		<p>Applet</p> <p>5.1 Introduction</p> <p>5.2 Types applet</p> <p>5.3 Applet Life cycle</p> <ul style="list-style-type: none"> - Creating applet - Applet tag <p>5.4 Applet Classes</p> <ul style="list-style-type: none"> - Color - Graphics - Font <p>AWT</p> <p>5.5 Components and container used in AWT</p> <p>5.6 Layout managers</p> <p>5.7 Listeners and Adapter classes</p> <p>5.8 Event Delegation model</p> <p>Swing</p> <p>5.9 Introduction to Swing Component and Container Classes</p>
TOTAL	38	

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TEACHING PLAN – for Fourth Semester 2018 - 19
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Name of the Teacher – Amruta Jog

Subject – 4404. Web Technology 2 Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1. Arrays in PHP 1.1 Indexed Vs Associative arrays 1.2 Identifying elements of an array 1.3 Storing data in arrays 1.4 Multidimensional arrays 1.5 Extracting multiple values 1.6 Converting between arrays and variables 1.7 Traversing arrays 1.8 Sorting 1.9 Action on entire arrays
August, 2018	15	2. Introduction to Object Oriented Programming in PHP 2.1 Classes 2.2 Objects 2.3 Introspection 2.4 Serialization 2.5 Inheritance 2.6 Interfaces 2.7 Encapsulation
Sept, 2018	10	3. Web Techniques 3.1 Web Variables 3.2 Server information 3.3 Self Processing forms 3.4 Setting response headers 3.5 Maintaining state (Cookies and Sessions)

Oct, 2018	12	Databases 4.1 Using PHP to access a databases 4.2 Mysql Database functions 4.3 Relational databases and SQL 4.4 PEAR DB basics 4.5 Advanced database techniques 4.6 Sample application
Nov, 2018	8	Ajax 6.1 Understanding Java Script for AJAX 6.2 Ajax Web Application Model 6.3 AJAX-PHP Framework 6.4 Performing AJAX Validation 6.5 Handling XML Data using PHP and AJAX 6.6 Connecting database using PHP and AJAX 7. JQUERY 7.1 JQUERY Basics 7.2 Selectors, Attributes 7.3 Traversing, DOM, Events 7.4 Ajax 7.5 Effects
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – 6001. **Business Communication and Soft Skills** (Pattern 2018)

Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Basics of communication a- Importance of effective communication b- Interpersonal communication c- Verbal and Non-verbal communication d- Listening Skills
August, 2018	15	Business Communications a- Letter Writing b- Telephonic communication, Videoconferencing, Skype c- Written communication (email and resume building)
Sept., 2018	10	Public speaking skills a- Preparing a good speech b- Commandments of good speaking c- Effective use of audio-visual aids d- Presentation skills
Octo., 2018	12	Personality Development a- Self-awareness and personality development b- Positive attitude and confidence building c- Time and stress management d- Goal setting and Motivation
Nov., 2018	8	Soft Skills in Business a- Range of Soft Skills b- Soft skills in service sector c- Soft skills in Management d- Team building and leadership skills e- Dressing and grooming

		f- Social networking skills Corporate Communication a- Interview skills (Types) b- Group Discussion c- Corporate Grapevine d- Communication in Crisis
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
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{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Amruta Jog

Subject – 6002. Networking (Revised 2018) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Fundamentals of Networking 1.1 Definition, Goals, Applications, Components 1.2 Introduction to topology and types of networks (LAN, MAN, WAN) 1.3 Broadcast & Point-To-Point Networks 1.4 Server Based LANs & Peer-to-Peer LANs 1.5 Protocols and Standards 1.6 Design issues of the layer 1.7 Protocol Hierarchy
August, 2018	15	ISO-OSI Reference Model 2.1 Layers in the OSI Model 2.2 Functions of each layer 2.3 SAP 2.4 Connection Oriented and connectionless services 2.4 Peer Entities Internet Model (TCP/IP), TCP/IP Protocol Suite 2.6 Comparison of ISO-OSI & TCP/IP Model Addressing 2.7 Physical, Logical, Port Addresses IP Addressing 2.8 Classful and Classless addressing
Sept., 2018	10	Transmission Media 3.1 Guided Media Twisted Pair, Coaxial Cable, Fiber Optic Cables 3.2 Unguided Media (Wireless) 3.3 Electromagnetic Spectrum for Wireless Communication 3.4 Propagation Methods Ground, Sky, Line of Sight

		3.5 Wireless Transmission Radio Waves Infra-red Micro-wave
Octo., 2018	12	Wired and Wireless LANs 4.1 IEEE Standards Standard Ethernet Fast Ethernet Gigabit Ethernet 4.2 Network Interface Cards (NIC) Functions, Types 4.3 Wireless LAN (Introduction) Bluetooth (Architecture, Piconet and Scatternet, Applications) Network Connectivity Devices 5.1 Categories of Connectivity Devices Passive & Active Hubs Repeaters Bridges Switches Router Gateways
Nov., 2018	8	5.2 Firewalls Packet-Filter, Proxy firewall Network security Importance of network security in an organization. Network Attacks and defense, (Active and Passive) Intrusion Detection System Intrusion Prevention System Virtual Private Network Introduction to Mobile Computing 1.1 Introduction and need for Mobile computing 1.2 Mobility and portability 1.3 Mobile and Wireless devices 1.4 Applications 1.5 Brief History of wireless communication 1.6 Mobile IP (goals and terminologies) 1.7 Handover 1.8 Agent Discovery
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – 6003. **Advance Java** (Pattern 2018) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Multithreading 1.1 Introduction to Thread 1.2 Life cycle of thread 1.3 Thread Creation - By using Thread Class - By Using Runnable interface 1.4 Priorities and Synchronization 1.5 Inter thread communication 1.6 Implementation of Thread with Applet
August, 2018	15	JDBC 2.1 The design of JDBC 2.2 Basic JDBC program Concept 2.3 Drivers 2.4 Architecture of JDBC 2.5 Making the Connection, Statement, ResultSet, PreparedStatement, CallableStatement 2.6 Executing SQL commands 2.7 Executing queries
Sept., 2018	10	Servlet 3.1 Introduction 3.2 How It differ from CGI 3.3 Types of servlet 3.4 Life cycle of servlet 3.5 Execution process of Servlet Application 3.6 Session Tracking 3.7 Cookie class 3.8 Servlet- Jdbc
Octo., 2018	12	JSP 4.1 Introduction to JSP

		4.2 Components of JSP Directives, Tags, Scripting Elements 4.3 Execution process of JSP Application 4.4 Building a simple application using JSP 4.5 JSP with Database
Nov., 2018	8	Networking and RMI 5.1 The java.net package 5.2 Connection oriented transmission – Stream Socket Class 5.3 Creating a Socket to a remote host on a port (creating TCP client and server) 5.4 Simple Socket Program Example. RMI Remote Method Invocation 5.5 Introduction to remote object RMI architecture 5.6 Stubs and skeleton 5.7 Registry 5.8 Setting up RMI 5.9 Using RMI with applet Java Beans 6.1 What is bean 6.2 Advantages 6.3 Using Bean Development kit(BDK) 6.4 Introduction to jar and manifest files 6.5 The java beans API
TOTAL	60	

Deccan Education Society's
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{From 01. 08. 2018 to 30. 11. 2018}

Name of the Teacher – Vinaya Hasamnis

Subject – 6004. **ASP.NET** (Pattern 2018) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	INTRODUCTION TO C# 1.1 Language Features 1.1.1 Data Types, Literals and Variables 1.1.2 Operators 1.1.3 Program Control Statements 1.2 Object Oriented Concepts 1.2.1 Introducing Classes & Objects 1.2.2 Methods & Classes 1.2.3 Operator Overloading 1.2.4 Inheritance / Overriding 1.2.5 Interfaces, Properties, Access Modifiers 1.3 Events & Delegates
August, 2018	15	Developing ASP.NET Applications 2.1 Creating Web Forms Application 2.2 Code Behind 2.3 Global.Asax Application File 2.4 Understanding Namespaces 2.5 Web Form Fundamentals
Sept., 2018	10	Web Controls 3.1 Using Controls 3.2 Validation & Rich Controls 3.3 State Management 3.4 Navigating between Forms and Pages 3.5 Using Master Pages for Sitewide Page Templates
Octo., 2018	12	Working with Data 4.1 Accessing Data with the Data Source Web Controls 4.2 Displaying Data with the Data Web Controls 4.3 DataList and DataGrid Controls 4.3.1 Selection & Editing with these Controls 4.4 Crystal Reports with and without wizard
Nov.,	8	Web Services

2018		5.1 Overview of Web Services 5.2 Creating Web Services 5.3 Using Web Services Use of Ajax on Web Forms 6.1 Introduction to Ajax Controls 6.2 Using Ajax Controls on Web Forms
TOTAL	60	

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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher - Vinaya Hasamnis

Subject – Cyber Security Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1.Information Security Concepts <ul style="list-style-type: none"> • Information Security Overview: Background and Current Scenario • Types of Attacks • Goals for Security • E-commerce Security
August, 2018	15	2. Security Threats and Vulnerabilities <ul style="list-style-type: none"> • Overview of Security threats • Weak / Strong Passwords and Password Cracking • Insecure Network connections • Malicious Code • Cyber crime and Cyber terrorism
Sept, 2018	10	Information and Network Security <ul style="list-style-type: none"> • Intrusion Detection Systems and Intrusion Prevention Systems • User Management • Overview of Firewalls • Types of Firewalls • VPN Security • Security in Multimedia Networks Virtualization and Cloud Technology and Security
Oct,2018	12	Cryptography / Encryption <ul style="list-style-type: none"> • Introduction to Cryptography / Encryption • Digital Signatures • Public Key infrastructure • Applications of Cryptography Tools and techniques of Cryptography
	8	Cyber Law and IT Act

Nov, 2018		<ul style="list-style-type: none">• Information Technology Act 2000• Electronic Governance.• Attribution, Acknowledgement and Dispatch of Electronic Records.• Secure electronic Records and Secure Regulation of certifying Authorities
TOTAL	60	

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{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher – Kaveri Badhwar

Subject – 4602 .E-commerce and M-commerce (Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1.Introduction to Ecommerce 1.1 Definition 1.2 Main Activities, Goals of Ecommerce 1.3 Technical Components and Functions of Ecommerce 1.4 Advantages and Disadvantages of Ecommerce Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B
August, 2018	15	2.Electronic Data Interchange (EDI), E-Governance 1.5 Introduction to EDI 1.6 EDI model 1.7 Cost of EDI 1.8 Advantages and Disadvantages of EDI 1.9 Introduction to E-Governance E-governance in India
Sept, 2018	10	4.Electronic Payment System (EPS) 4.1. Introduction to EPS 4.2 Types of Modern Payment System 4.3 Credit Card system, Smart Card, Micropayment, GIRO, E-Cash, E-cheque, RTGS, NEFT, Stored Value Card
Oct,2018	12	5.Mobile Commerce 5.1 Introduction to Mobile Commerce 5.2 Services of M-commerce 5.3 Difference between M-commerce and PC based E-commerce 5.4 Advantages and Disadvantages of M-commerce

Nov, 2018	8	6. Threats to Information and Security 6.1 Threats to Information 6.2 Virus – Types 6.3 Hacking 6.4 Natural Calamity 6.5 Failure of System 6.6 Security measures 6.7 Antivirus 6.8 Cryptography - Encryption, Decryption 6.9 Digital Signature 6.10 Firewall 6.11 Data Recovery methods
TOTAL	60	

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Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher - Amruta Jog

Subject – 4603 Workshop on Recent Trends In IT. Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics						
July, 2018	15	Objective: To understand the upcoming trends in IT.						
		<table border="1"> <thead> <tr> <th>Topic</th> <th>No. of Lectures</th> </tr> </thead> <tbody> <tr> <td>Cloud Computing</td> <td>15</td> </tr> <tr> <td>Python</td> <td>30</td> </tr> </tbody> </table>	Topic	No. of Lectures	Cloud Computing	15	Python	30
		Topic	No. of Lectures					
		Cloud Computing	15					
Python	30							
August, 2018	15	Suggested Reference Material: 1) Learning with Python Paperback – 2015 by Allen Downey , Jeffrey Elkner , Chris Meyers 2) Python: The Complete Reference						
Sept, 2018	10	E-book – 1. The Practice of Computing Using Python, Global Edition by Punch, William F.; Enbody, Richard 2. Programming in Python 3: A Complete Introduction to the Python Language by Summerfield Reference Links 1) https://www.cs.uky.edu/~keen/115/Haltermanpythonbook.pdf						
Oct,2018	12	Cloud Computing: 1. Cloud Computing: Principles and Paradigms, Editors: Rajkumar Buyya, James Broberg, Andrzej M. Goscinski, Wiley,2011 2.Cloud Computing Bible, Barrie Sosinsky, Wiley-India, 2010 3.Cloud Security: A Comprehensive Guide to Secure Cloud Computing, Ronald L. Krutz, Russell Dean Vines, Wiley- India,2010						

Nov, 2018	8	Teaching Methodology: Lecture method, Presentation, Examples. Expected Outcome: Students will know the current technologies and will be able to use it.
TOTAL	60	

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TEACHING PLAN – for Six Semester 2018 - 19
{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher - Bageshree Doe

Subject – 4603 A Python Programming Class – TYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	Introduction to Python Programming <ul style="list-style-type: none"> • What is Python? • Why Python? Script or Program? • Applications of Python • Types of Python IDE – Python flavors • How to install Python IDE on laptops and PCs? Getting Started
August, 2018	15	Basic Python <ul style="list-style-type: none"> • Python identifiers and reserved words • Lines and indentation, multi-line statements • Comments • Input / Output with print and input functions • Command line arguments and processing command line arguments • Standard data types – basic, none, Boolean (true and false), number • Python strings • Data type conversion • Python basic operators (arithmetic, comparison, assignment, bitwise logical) • Python membership operators (in and not in) • Operator precedence • Control statements, Python loops, Iterating by subsequence index, loop control statements (break, continue, pass) Mathematical functions and constants (import math), Random number functions

Sept, 2018	10	Python Strings <ul style="list-style-type: none"> • Concept, escape characters • String special operations • String formatting operator • Single quotes, Double quotes, Triple quotes • Raw string, Unicode strings, Built-in string methods • Python Lists – concept, creating and accessing elements, updating and deleting lists, basic list operations, reverse • Indexing, Slicing and Matrices • Built-in list functions • Functional Programming tools – filter(), map() and reduce() Using lists as stacks and Queues, List comprehensions
Oct,2018	12	Python tuples and sets <ul style="list-style-type: none"> • Creating and deleting tuples • Accessing values in a tuple • Updating tuples, delete tuple elements • Basic tuple operations • Indexing, Slicing and Matrices, built-in tuple functions Sets – concept and operations
Nov, 2018	8	Python Dictionary <ul style="list-style-type: none"> • Concept (mutable) • Creating and accessing values in a dictionary • Updating dictionary, delete dictionary elements • Properties of dictionary keys Built-in dictionary functions and methods Functions <ul style="list-style-type: none"> • Defining a function (def) • Calling a function • Function arguments – Pass by value, Keyword arguments, Default arguments • Scope of variable – basic rules • Documentation Strings • Variable number of Arguments • Call by Reference • Order of arguments (positional, extra and keyword) • Anonymous functions Recursion
TOTAL	60	

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Name of the Teacher - Vinaya Hasamnis

Subject – 4603B Cloud Computing Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	1.Introduction to Cloud Computing 1.1 Cloud Computing (NIST Model) Properties, Characteristics & Disadvantages
August, 2018	15	2. Cloud Computing Architecture 2.1 Service Models (XaaS) a. Infrastructure as a Service (IaaS) b. Platform as a Service (PaaS) c. Software as a Service (SaaS)
Sept, 2018	10	2.2 Deployment Models Public , Private, Community, Hybrid
Oct,2018	12	3.Service Management in Cloud Computing Service Level Agreements (SLAs) Resource Management in Cloud Computing
Nov, 2018	8	4.Cloud Security i. Infrastructure Security ii. Data security and Storage iii. Identity and Access Management
TOTAL	60	

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{From 01. 07. 2018 to 30. 11. 2018}

Name of the Teacher - Bageshree Doe

Subject – 4604 Operating System Unix and Linux Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2018	15	<p>1. Introduction to Operating Systems General Overview: History of Unix, System Structure, User perspective, Operating system Services, Assumptions about Hardware</p> <p>1. Introduction to the Kernel Architecture of Unix operating system, Introduction to the system concepts, Kernel data structure, System Administration</p>
August, 2018	15	<p>3. Introduction to the File System Pathnames, File system Mounting and unmounting, The organization of the File Tree, File Types, File Attributes, Access Control lists</p> <p>4. Booting and Shut Down, Scripting and Shell Bootstrapping, Booting PCs, GRUB, Booting with single user mode, Rebooting and Shutting down. Shell Basics, bash scripting, Regular Expression, Perl Programming, Python scripting, Scripting Best Practices, Working with Startup Scripts.</p>
Sept, 2018	10	<p>5. Access Control, Rootly Powers and Controlling Processes Traditional UNIX access control, Modern Access Control, Real-world Access Control, Pseudo-users other than root. Components of a process, the lifecycle of a process, Signals, Kill, Process states, nice and renice, ps, Dynamic monitoring with top, prstat and topas, the /proc file system, strace, truss and tusc, runaway processes</p>

Oct,2018	12	6. Adding New Users and Storage The /etc/passwd file, The /etc/shadow and /etc/security/passwd files, /etc/group file, Adding users, Adding users with useradd Storage: Adding a hard Disk, Storage Hardware, Storage hardware Interfaces, Software aspects of storage, Formatting, Disk Partitioning, RAID, LVM, Linux
Nov, 2018	8	File System: The ext family, file system terminology, file system polymorphism, mkfs, fsck, file system mounting, setup for automatic mounting, USB drive mounting, Enabling swapping
TOTAL	60	

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Name of the Teacher - Vinaya Hasamnis & Bageshree Deo

Subject – 4606 Lab Course on 4603 and 4604 Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics																
July, 2018	15	<ol style="list-style-type: none"> 1. On the Basis of Project Analysis Documentation Completed in SEM-IV 2. Client Visit 3. Fact Finding, System Study and Document Collection 4. Analysis and Design work. 5. Submission of Project work Using Concepts of System Analysis and Design, SE, OOSE 																
August, 2018	15	<ol style="list-style-type: none"> 1. Software Development Using WEB Technology 2. Should Cover Database Design, GUI Design, Validations... Submission of Documentation and Presentations 																
Sept, 2018	10	1) Submission Schedule will be given. The student should submit as per the given Schedule. After finalization two hard bound and a soft copy should be submitted.																
Oct, 2018	12	<ol style="list-style-type: none"> 2) Project Group formed for the project work can have Maximum Two Members per group. 3) Internal and External Presentation and Viva will be conducted. The student should be present for the project viva. 																
Nov, 2018	8	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Project Evaluation</td> <td style="text-align: right;">Total 100</td> </tr> <tr> <td>Coding</td> <td style="text-align: right;">25</td> </tr> <tr> <td>Analysis</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Documentation</td> <td style="text-align: right;">20</td> </tr> <tr> <td>Presentation</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Knowledge of particular Language</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Understanding of Concept</td> <td style="text-align: right;">10</td> </tr> <tr> <td colspan="2">Project Evaluation will be done by both (Internal and External) Examiners.</td> </tr> </table>	Project Evaluation	Total 100	Coding	25	Analysis	15	Documentation	20	Presentation	15	Knowledge of particular Language	15	Understanding of Concept	10	Project Evaluation will be done by both (Internal and External) Examiners.	
Project Evaluation	Total 100																	
Coding	25																	
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Documentation	20																	
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TOTAL	60																	

Deccan Education Society's
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TEACHING PLAN – for First Semester 2019 - 20
{From 01. 07. 2019 to 30. 11. 2019}

Name of the Teacher – Bageshree Deo

Subject – Computer Fundamentals Class – FYBBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Definition, Characteristics of Computer, Block diagram, types, Primary Memory, Secondary Memory,
August, 2019	15	Input and Output devices, types of computer languages, Compiler, Interpreter, Number System
Sept., 2019	10	Number system, Types of software, Definition and functions of Operating System, Types of Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint,
Octo., 2019	12	Definition of Communication, types of communication, types of Network, types of cables, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology
Nov., 2019	8	Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

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Name of the Teacher – Kaveri Badhvar

Subject – **Business Accounting** (Pattern 2019) Class – BBA (CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Overview Of Business Accounting Introduction, book-keeping and Accountancy ,Development of Accounting Methods, system , concepts ans conventions , principles of Accounting and indian GAAP Accounting Documents , Accounting process ,Classification of Accounts,Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit ,Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations
August, 2019	15	Subsidiary boks (including cash book) : meaning,need,types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of Accounts Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration
Sept., 2019	10	Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account
Octo., 2019	12	Computerised Accounting Environment Accounting Software, importance of accounting software,Tally , Features of Tally
Nov.,	8	Bills of exchange

2019		<p>Introduction, Meaning of bills of exchange, Features, Advantages, Parties, Acceptance, Types of Bills of exchange, Bills receivable, bills payable, honour and dishonour of bill, endorsement, discounting, collection, retirement, renewal, format of bill, cases</p> <p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations</p> <p>Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard (meaning, objective) IFRS (meaning, objective)</p>
TOTAL	60	

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Brihan Maharashtra College of Commerce, Pune
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{From 01. 07. 2019 to 30. 11. 2019}

Name of the Teacher – Seema Nair

Subject - Business Statistics Class - FYBBA CA Div: A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Permutations and Combinations of n dissimilar objects, taken r at a time. Problems. Random experiments, All possible outcomes (Sample Space), Events, Algebra of events.
August, 2019	15	Classical definition of probability, Addition theorem of probability (without proof), Independence of events, Bayes' Theorem. Problems Discrete Uniform Probability distribution, Cumulative probability distribution, Mean, Variance (without proof)
Sept., 2019	10	Binomial Probability distribution, Mean, Variance (without proof) Poisson Probability Distribution, Mean, Variance (without proof) Problems Introduction and Terminology in theory of attributes; Methods of Studying Association: Proportion Method
Octo., 2019	12	Yule's Co-efficient of Association Partial Association and Illusory Association. Problems
Nov., 2019	8	Introduction to Use of Statistics in Quality Control; Control Charts, Types of Control Charts, Setting up Control Procedure. X Chart, R Chart, C Chart, Advantages and Limitations of Statistical Quality Control technique. Problems on charts
TOTAL	60	

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Name of the Teacher – Vinaya Hasamnis

Subject – Database Management Systems Class : FYBBA CA Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	3.1 Relational Database design : Functional Dependency – definition, trivial and non-trivial FD, closure of FD set, closure of attributes, irreducible set of FD, Normalization – 1NF, 2NF, 3NF, Decomposition using FD-dependency preservation, BCNF, Multivalued dependency, 4NF, Join dependency and 5NF
August, 2019	15	4.1 SQL Concepts : Basics of SQL, DDL, DML, DCL commands in detail 4.2 structure - creation, alteration, defining constraints – Primary key, foreign key, unique, not null, check, IN operator
Sept., 2019	10	5.1 Functions - aggregate functions, Built-in functions – numeric, date, string functions 5.2 set operations, sub-queries, correlated sub-queries & PRACTICALS
Octo., 2019	12	5.3 Use of group by, having, order by, join and its types, Exist, Any, All, view and its types transaction control commands – Commit, Rollback, Savepoint
Nov., 2019	8	LAB WORK
TOTAL	60	

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TEACHING PLAN – for First Semester 2019 - 20
{From 01. 07. 2019 to 30. 11. 2019}

Name of the Teacher - Amruta Jog

Subject - C Programming

Class – FYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<p>Introduction to Algorithmic Analysis</p> <ul style="list-style-type: none"> • Algorithm-Definition and characteristics • Algorithms for basic problems <ul style="list-style-type: none"> - Determining if a number is +ve / -ve / even / odd - Maximum of 2 numbers, 3 numbers
August, 2019	15	<p>Introduction to C language</p> <ul style="list-style-type: none"> • A brief history of C • Features & characteristics of C • Language fundamentals <ul style="list-style-type: none"> - Character set, tokens - Keywords and identifiers - Constants Integer, Floating Point, Character, String, Enumeration - Variables and data types - Types of operators - Arithmetic, Relational, Logical, Increment Decrement , Assignment, Conditional - Precedence and Associativity of operators - Type conversion in Expression - Implicit and Explicit - Console based I/O and built-in I/O functions. <p>Decision Making and looping</p> <ul style="list-style-type: none"> • Decision making structure <ul style="list-style-type: none"> - If statement - If-else statement - Nested if – else statement

		<ul style="list-style-type: none"> - Conditional operator <p>Switch statement</p>
Sept., 2019	10	<ul style="list-style-type: none"> • Loop control structures <ul style="list-style-type: none"> - while loop - Do-while loop - For loop • Jump statements <ul style="list-style-type: none"> - break - continue - goto - exit <p>Functions and pointers</p> <ul style="list-style-type: none"> - Purpose of function - Function definition - Function declaration - Function call - Types of functions - Call by value and call by reference - Storage classes - Automatic Storage, Extern Storage, Static Storage, Register Storage - Recursion • Introduction to pointer <ul style="list-style-type: none"> - Definition - Declaration - Initialization - Indirection operator and address of operator - Pointer arithmetic - Dynamic memory allocation - Functions and pointers <p>Arrays and Strings</p> <ul style="list-style-type: none"> • Introduction to one-dimensional Array <ul style="list-style-type: none"> - Definition , Declaration, Initialization • Memory Representation • Processing one-dimensional array
Octo., 2019	12	<ul style="list-style-type: none"> • Arrays and functions. • Introduction to two –dimensional Array <ul style="list-style-type: none"> - Definition Declaration, Initialization - Memory Representation

		<ul style="list-style-type: none"> • Processing two-dimensional array • Introduction to Strings • Standard library functions • Implementation with standard library functions <p>Structures and union</p> <ul style="list-style-type: none"> • Introduction to structure - Definition - Declaration - Accessing members • Operations on structures
Nov., 2019	8	<ul style="list-style-type: none"> • Nested structure, Arrays and Structures, Passing structure to function, Structure pointer, typedef keyword • Introduction to union - Definition - Declaration • Differentiate between structure and union <p>C Preprocessor</p> <ul style="list-style-type: none"> - Definition of preprocessor - Macro substitution directive - File inclusion directive - Conditional compilation directives <p>File handling</p> <ul style="list-style-type: none"> • Definitions of files • File opening modes • Standard File I/O functions • Random access to files <p>Command line argument</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2019 - 20
{From 01. 07. 2019 to 30. 11. 2018}

Name of the Teacher – Kaveri Badhvar

Subject – 4201 Introduction to cost accounting Class – FYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center</p> <p>Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
August, 2019	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center</p> <p>Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
Sept., 2019	10	<p>Preparation of cost sheet Classification of Cost , Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost,Types Preparation of Cost Sheet</p>
Octo., 2019	12	<p>Introduction to Material Management Concept of Inventory, Inventory Management,types, Methods of inventory Valuation, ,Fixation of Inventory,Inventory Control</p>
Nov., 2019	8	<p>Tally With Inventory : creation of company with inventory</p>

		, create godown, stock items, level of inventory , Inventory vouchers, stock Journals, features(F11),configuration(F12) Labour Cost Meaning,Introduction,Records and methods of remuneration,incentive plans Time keeping, Bokk keeping,Time wage, piece ratesystem
TOTAL	60	

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

Name of the Teacher - Seema Nair

Subject - Business Mathematics Class – FY BBA CA Div – A

Name of the Department- BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Ratio Proportion and Percentage, , profit and loss, commission and brokerage Interest - Simple, Compound, Compounded more than once in a year, Annuity - Immediate EMI, Depreciation of Assets, Sinking fund, Problems related to business
August, 2019	15	Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, inverse of a matrix, solving a system of linear equations, Application of matrices to Leontief's open input - output model
Sept., 2019	10	Application of matrices to Leontief's open input - output model, Meaning of LPP; Formation of LPP, Solution by Graphical Method
Octo., 2019	12	Meaning of Transportation Problem, Methods of finding Initial Basic Feasible Solution by – i) North-West Corner Method; ii) Matrix Minima Method; iii) Vogel's Approximation Method
	8	
TOTAL	60	

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 – Bageshree Deo

Subject – Software Engineering Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<p>System Concepts Introduction to System Characteristics of System Elements of System Types of System</p> <p>System Analysis Techniques Definition of System Analysis Fact finding Techniques Feasibility Study System Requirement Specification (SRS) Role of System Analyst Knowledge and Skills required by System Analyst</p>
August, 2019	15	<p>System Design Tools Context Level Diagram (CLD) Data Flow Diagram (DFD) Decision Table, Decision Tree Entity Relationship Diagram (ERD)</p>
Sept., 2019	10	<p>System Testing and Quality Assurance Definition of Testing Types of Testing Black- Box Testing - Types White Box Testing - Types Unit Testing Integration Testing Acceptance Testing Definition of Quality McCall's Quality Factors</p>

		ISO - CMM Introduction to Six Sigma
Octo., 2019	12	System Implementation Implementation Approaches Incremental Traditional Implementation steps Post Implementation Review System Maintenance System Development Models SDLC Waterfall Model Spiral Model Prototyping Model
Nov., 2019	8	Agile Process, Principles and Politics Human Factors Agile Process Models - Adaptive Software Development, Scrum, Dynamic SystemsDevelopment Method
TOTAL	60	

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 – Kausar Biyabani

Subject – 4204. Relational Data Base Management Studies

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	PL SQL - 1.1 Exception Handling 1.2 Trigger 1.3 Functions 1.4 Procedure 1.5 Cursor Package
August, 2019	15	Transaction:1.1 ACID Properties 2.2 Phases of Transaction 2.3 scheduling serializable schedule
Sept., 2019	10	3.1 Locks Two-Phase Locking 2PL 3.2 Strict Two-Phase Locking 3.3 Timestamp-based Protocols, Timestamp Ordering Protocol 3.4 Deadlock Prevention 3.5.1 Wait-Die Scheme 3.5.2 Wound-Wait Scheme 3.6 Deadlock Avoidance, Wait-for Graph
Octo., 2019	12	4.1 Database Recovery: Database Backup & Recovery from Catastrophic Failure, Remote Backup, Transaction failure, Log-based Recovery, Recovery with Concurrent Transactions
Nov., 2019	8	
TOTAL	60	

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

Name of the Teacher – Amruta Jog

Subject – Data Structures Using CClass – FY BBA CA Div – A FYBBA(CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<ul style="list-style-type: none"> • Introduction to Data structure - Types of Data structure - Abstract Data Types (ADT) <ul style="list-style-type: none"> • Polynomial representation Using array <ul style="list-style-type: none"> - Evaluation of Polynomial - Addition of two polynomials • Searching and Sorting Techniques <ul style="list-style-type: none"> - Linear Search - Binary Search (Recursive, Non-Recursive) - Bubble Sort - Insertion Sort
August, 2019	15	<ul style="list-style-type: none"> - Selection Sort - Quick Sort - Merge Sort • Linked List <ul style="list-style-type: none"> -Introduction - Concept of Linked List, Difference between an array and Linked list - Static & Dynamic Representation - Types of linked List <ul style="list-style-type: none"> - Singly Linked list with all type of operations - Doubly Linked list (Create, Display) - Circularly Singly Linked list (Create,Display) - Generalized Linked List
Sept., 2019	10	<ul style="list-style-type: none"> • Stack and Queue <ul style="list-style-type: none"> - Introduction stack - Static and Dynamic Representation - Primitive Operations on stack

		<ul style="list-style-type: none"> - Application of Stack - Evaluation of postfix and prefix expression - Conversion of expressions- Infix to prefix & Infix to postfix, postfix to infix, postfix to prefix, prefix to infix , prefix to postfix • Queue <ul style="list-style-type: none"> - Introduction queue - Static and Dynamic Representation - Primitive Operations on Queue - Application of Queue - Types of Queue <ul style="list-style-type: none"> Circular Queue Deque Priority Queue
Octo., 2019	12	<ul style="list-style-type: none"> • Trees <ul style="list-style-type: none"> - Introduction - Definition and Basic Terminologies - Static and Dynamic Representation - Types of tree - Operations on Binary Tree & Binary Search Tree - Tree Traversal <ul style="list-style-type: none"> Inorder, Preorder, Postorder (Recursive) - AVL Tree <ul style="list-style-type: none"> Definition Insertion into an AVL tree
Nov., 2019	8	<ul style="list-style-type: none"> • Graphs <ul style="list-style-type: none"> - Terminology associated with graphs. - Representation of graphs <ul style="list-style-type: none"> -Adjacency Matrix - Adjacency List - In degree , out degree of graph - Traversal of Graphs <ul style="list-style-type: none"> DFS , BFS - Spanning Tree <ul style="list-style-type: none"> -Definition -Cost of spanning tree <ul style="list-style-type: none"> -Kruskal's algorithm to determine minimum cost spanning tree
TOTAL	60	

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2019 - 20
 {From 01. 07. 2019 to 30. 11. 2019}

Name of the Teacher – Bharati Upadhye

Subject – 4301 Principles of Management and Human Resource Management

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization Functions of Management: part -I-Planning- Concept, Importance Forecasting -Concept, Techniques
August, 2019	15	Decision Making Concept, importance & techniques Organising- Concept,Types, importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2019	15	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept

Octo., 2019	10	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Nov., 2019	10	Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training
Dec 2019	10	Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – 4302 Operating System Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization
August, 2019	15	Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & Techniques Organising- Concept, Types, Importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Sept., 2019	10	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling meaning, importance, nature, techniques Co-ordination Concept
Octo., 2019	12	Human Resource Management: Introduction, development of HRM concept,

		HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Nov., 2019	8	<p>Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training</p> <p>Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training</p>
Total	60	

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

Name of the Teacher – Seema Nair

Subject – 4303 Object Oriented Programming Using C++

Class – FY BBA CA

Div – A

Name of the Department – BBA

Unit No.	No. of Lectures.	Topic
July, 2019	15	1. Introduction to C++ 1.1 Basic concepts of OOP, benefits, applications of OOP 1.2 A simple C++ program 1.3 Structure of C++ program Creating a source file, compiling and Linking 1.4 Data types - Basic, User defined and Derived 1.5 Symbolic constant 1.6 Type Compatibility 1.7 Variables - Declaration and Dynamic initialization 1.8 Reference variable 1.9 Operators in C++ Scope resolution operator Member Referencing operators Memory management operators Manipulators Type cast operators
August, 2019	15	2.Functions in C++ 2.1 Introduction 2.2 The main function 2.3 Function prototyping 2.4 Call by reference 2.5 Return by reference 2.6 Inline function – Making an outside function In line 2.7 Arguments - default, constant
	10	3. Classes and Objects

<p>Sept., 2019</p>		<p>3.1 Introduction 3.2 Creating a class and objects 3.3 Defining member functions inside and outside class definition 3.4 Nesting of member functions 3.5 Private member functions 3.6 Arrays within a class 3.7 Memory allocation of objects 3.8 Static data members and static member functions 3.9 Array of objects 3.10 Objects as function arguments 3.11 Friend functions 3.12 Returning objects</p>
<p>Octo., 2019</p>	<p>12</p>	<p>4.Constructor & Destructor 4.1 Constructors 4.2 Types of constructor 4.3 Destructors Polymorphism 5.1 Compile Time Polymorphism 5.1.1 Function overloading 5.1.2 Operator Overloading Introduction 5.1.3 Overloading unary and binary operator 5.1.4 Overloading using friend function 5.1.5 Overloading insertion and extraction operators 5.1.6 String manipulation using operator overloading 5.2 Runtime Polymorphism 5.2.1 this Pointer, pointers to objects, pointer to derived classes 5.2.2 Virtual functions and pure virtual functions</p>
<p>Nov., 2019</p>	<p>8</p>	<p>6.Inheritance 6.1 Introduction 6.2 Base class and derived class examples 6.3 Types of Inheritance 6.4 Virtual base class 6.5 Abstract class 6.6 Constructors in derived class</p>

		8. The C++ I/O System Basics and Working with Files 8.1 C++ streams and C++ stream classes 8.2 Unformatted I/O operations 8.3 Formatted console I/O operations 8.4 Managing output with manipulators 8.5 Working with Files 8.5.1 Classes for File Stream operations 8.5.2 File operations - Opening, Closing and updating 8.5.3 Error handling during File operations 8.6 Command Line arguments 9. Templates and Exception Handling 9.1 Introduction 9.2 Class Templates 9.3 Function Templates 9.4 Exception Handling(Introduction
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – 4304 **Object Oriented Software Engineering** (Pattern 2019)

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<ol style="list-style-type: none"> 1. Object Oriented Concepts, Modeling and UML <ol style="list-style-type: none"> 1.1 What is Object Orientation? (Introduction to class, object, inheritance, polymorphism) 1.2 Introduction of Modeling 1.3 Object Oriented Modeling <ol style="list-style-type: none"> 1.3 Object oriented system development <ol style="list-style-type: none"> 1.3.1 Function/data methods 1.3.2 Object oriented analysis 1.3.3 Object oriented construction 1.3.4 Object oriented testing 1.4 Identifying the elements of an object model <ol style="list-style-type: none"> 1.4.1 Identifying classes and objects 1.4.2 Specifying the attributes 1.4.3 Defining operations 1.4.4 Finalizing the object definition
August, 2019	15	<ol style="list-style-type: none"> 1. Introduction to UML <ol style="list-style-type: none"> 1.1 Overview of UML 1.2 Introduction to UML Diagrams 1.3 Relationships in UML 1.4 Things in UML 1.5 Architecture 1.6 Advantages of UML

		Limitations of UML
Sept., 2019	10	1. Working with UML Diagrams 1.1 Use Case Diagrams 1.2 Class Diagrams 1.3 Sequence Diagrams 1.4 Activity Diagram 1.5 State Chart Diagram 1.6 Collaboration, Components, Deployment Diagrams
Octo., 2019	12	1. Object Oriented Analysis 1.1 Iterative Development 1.2 Understanding requirements 1.3 Unified process & UP Phases 1.3.1 Inception 1.3.2 Elaboration 1.3.3 Construction Transition
Nov., 2019	8	1. Object Oriented Design 1.1 Introduction to various methods 1.2 Generic components of OO Design model 1.3 System Design process 1.3.1 Partitioning the analysis model 1.3.2 Concurrency and subsystem allocation 1.3.3 Task Management component 1.3.4 Data Management component 1.3.5 Resource Management component 1.3.6 Inter sub-system communication 5.4 Object Design process
TOTAL	60	

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

Name of the Teacher – _Vinaya Hasamnis

Subject – 4305 Web Technology 1 Class SYBCA Div :A

Name of the Department -BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Web Essentials 1.1 Clients- Servers and Communication 1.2 Internet-Basic ,Internet Protocols(HTTP,FTP,IP) 1.3 World Wide Web(WWW) 1.4 HTTP request message, HTTP response message
August, 2019	15	Markup Languages 2.1 Introduction to HTML 2.2 Basic HTML Structure 2.3 Common HTML Tags 2.4 Physical and Logical HTML 2.5 Types of Images, client side and server-side Image mapping
Sept., 2019	10	2.6 List, Table, Frames 2.7 Embedding Audio, Video 2.8 HTML form and form elements 2.9 Introduction to HTML Front Page 2.10 CSS with HTML
Octo., 2019	12	JAVA Script 3.1 Introduction to Java Script 3.2 Identifier & operator, control structure, functions 3.3 Document object model(DOM), 3.4 DOM Objects(window, navigator, history, location) 3.5 Predefined functions, math & string functions 3.6 Array in Java scripts

		3.7 Event handling in Java script
Nov., 2019	8	<p>Introduction to PHP</p> <p>1.1 Introduction to PHP</p> <p>1.2 What does PHP do?</p> <p>1.3 Lexical structure</p> <p>1.4 Language basics</p> <p>1.4.1 Variable, constant, keywords, Data Types</p> <p>1.4.2 Control Structures</p> <p>1.4.3 Variables variable</p> <p>1.4.4 Type casting, Type Juggling</p> <p>1.4.5 \$_GET, \$_POST, \$_REQUEST Variables Definition</p> <p>Function and String in PHP</p> <p>2.1 Defining and calling a function</p> <p>2.2 Default parameters</p> <p>2.3 Variable parameters, Missing parameters</p> <p>2.4 Variable function, Anonymous function</p> <p>2.5 Types of strings in PHP</p> <p>2.6 Printing functions</p> <p>2.7 Encoding and escaping</p> <p>2.8 Comparing strings</p> <p>2.9 Manipulating and searching strings</p>
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject - 4401 WebPage Designing

Class : SYBCA

Div. : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<ul style="list-style-type: none"> • WordPress – An overview • What is WordPress? • How to install it? • Basics of WordPress • Pages • Theme – Free and Paid • Customizing Theme • Parent Theme • Child Theme
August, 2019	15	3. Home Page <ul style="list-style-type: none"> • Buttons • Plugins
Sept, 2019	10	4. Technical Support 5. Making a sample website using free theme 6. Deploying WordPress Website
Oct, 2019	12	1. Bootstrap – An Overview Installation 2. Components of Bootstrap 3. CSS 4. Getting started 5. Typography Tables Images Grid Basic etc 6. Templates
Nov, 2019	8	7. Implementing Bootstrap – Demo 8. Animation

		Suggested Reference Material – Teaching Methodology – 1. Classroom Teaching 2. Lab Sessions 3. Online Material 4. Online Assignment Online Submission
TOTAL	60	

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

Name of the Teacher – Prof Kausar Biyabani

Subject -4402 **Software Testing** (Pattern 2019) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1. Software Testing Introduction, Nature of errors, Testing principles & Testing fundamentals, Debugging
August, 2019	15	2. Approaches to Testing White Box Testing, Black Box Testing, Gray Box Testing, Unit Testing Integration- Top-down ,Bottom up Big Bang Sandwich
Sept, 2019	10	3. Testing for Specialized Environments Testing GUI's, Testing of Client/Server Architectures, Testing Documentation and Help Facilities, Testing for Real-
Oct, 2019	12	Software Testing Strategies & Software metrics Validation Testing System Testing, verification, Performance Testing, Regression Testing, Agile testing, Acceptance testing ,Smoke Testing ,Load Testing, Introduction, Basic Metrics, Complexity Metrics
Nov, 2019	8	Specialized Testing & Testing Tools (Introduction) Test Case Design, Junit, Apache Jmeter, Winrunner Loadrunner, Rational Robot
TOTAL	60	

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

Name of the Teacher – Kaveri Badhwar

Subject - 4403 Core Java (Pattern 2019) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1.Introduction to Java 1.1 Features of java 1.2 JDK Environment & tools like (java, javac, appletviewer, javadoc, jdb) OOPs Concepts - 1.3 Class, Abstraction, Encapsulation, Inheritance, Polymorphism 1.4 Difference between C++ and Java 1.5 Structure of java program 1.6 Data types , Variables, Operators, Keywords, Naming Convention 1.7 Decision Making (if, switch), Looping (for, while)
August, 2019	15	1.8 Type Casting 1.9 Array Creating an array Types of Array - One Dimensional arrays - Two Dimensional array 1.10 String - Arrays , Methods. - StringBuffer class

<p>Sept, 2019</p>	<p>10</p>	<p>2.Classes and Objects 2.1 Creating Classes and objects 2.2 Memory allocation for objects 2.3 Constructor 2.4 Implementation of Inheritance Simple, Multilevel 2.5 Interfaces 2.6 Abstract classes and methods 2.7 Implementation of Polymorphism 2.8 Method Overloading, Method Overriding 2.9 Nested and Inner classes. 2.10 Modifiers and Access Control 2.11 Packages - Creating user defined packages 2.12 Java Built in packages java.lang->math java.util->Random, Date, Hashtable 2.13 Wrapper classes</p>
<p>Oct, 2019</p>	<p>12</p>	<p>Collection 3.1 Collection Framework. 3.1.1 Interfaces - Collection - List - Set - SortedSet - Enumeration - Iterator - ListIterator 3.1.2. Classes - LinkedList - ArrayList - Vector - HashSet - TreeSet - Hashtable</p>

		<p>3.2 Working with maps</p> <p>3.2.1 Map interface</p> <p>3.2.2 Map classes</p> <ul style="list-style-type: none"> - HashMap - TreeMap
Nov, 2019	8	<p>File and Exception Handling</p> <p>Exception</p> <p>4.1 Exception types</p> <p>4.2 Using try catch and multiple catch Nested try, throw, throws and finally</p> <p>4.3 Creating user defined Exceptions</p> <p>File Handling</p> <p>4.4 Stream ByteStream Classes CharacterStream Classes</p> <p>4.5 File IO basics</p> <p>4.6 File operations Creating file Reading file(character, byte) Writing file (character, byte)</p> <p>5. Applet, AWT and Swing Programming</p> <p>Applet</p> <p>5.1 Introduction</p> <p>5.2 Types applet</p> <p>5.3 Applet Life cycle</p> <ul style="list-style-type: none"> - Creating applet - Applet tag <p>5.4 Applet Classes</p> <ul style="list-style-type: none"> - Color - Graphics - Font <p>AWT</p> <p>5.5 Components and container used in AWT</p> <p>5.6 Layout managers</p> <p>5.7 Listeners and Adapter classes</p> <p>5.8 Event Delegation model</p>

		Swing 5.9 Introduction to Swing Component and Container Classes
TOTAL	60	

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

Name of the Teacher –Amruta Jog

Subject – 4404. Web Technology 2 Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1.Arrays in PHP 1.1 Indexed Vs Associative arrays 1.2 Identifying elements of an array 1.3 Storing data in arrays 1.4 Multidimensional arrays 1.5 Extracting multiple values 1.6 Converting between arrays and variables 1.7 Traversing arrays 1.8 Sorting 1.9 Action on entire arrays
August, 2019	15	2.Introduction to Object Oriented Programming in PHP 2.1 Classes 2.2 Objects 2.3 Introspection 2.4 Serialization 2.5 Inheritance 2.6 Interfaces 2.7 Encapsulation

Sept, 2019	10	3. Web Techniques 3.1 Web Variables 3.2 Server information 3.3 Self Processing forms 3.4 Setting response headers 3.5 Maintaining state (Cookies and Sessions)
Oct, 2019	12	Databases 4.1 Using PHP to access a databases 4.2 Mysql Database functions 4.3 Relational databases and SQL 4.4 PEAR DB basics 4.5 Advanced database techniques 4.6 Sample application
Nov, 2019	8	Ajax 6.1 Understanding Java Script for AJAX 6.2 Ajax Web Application Model 6.3 AJAX-PHP Framework 6.4 Performing AJAX Validation 6.5 Handling XML Data using PHP and AJAX 6.6 Connecting database using PHP and AJAX 7. JQUERY 7.1 JQUERY Basics 7.2 Selectors, Attributes 7.3 Traversing, DOM, Events 7.4 Ajax 7.5 Effects
TOTAL	60	

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

Name of the Teacher – Kaveri Badhwar

Subject – 6001. **Business Communication and Soft Skills** (Pattern 2019)

Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Basics of communication a- Importance of effective communication b- Interpersonal communication c- Verbal and Non-verbal communication d- Listening Skills
August, 2019	15	Business Communications a- Letter Writing b- Telephonic communication, Videoconferencing, Skype c- Written communication (email and resume building)
Sept., 2019	10	Public speaking skills a- Preparing a good speech b- Commandments of good speaking c- Effective use of audio-visual aids d- Presentation skills
Octo., 2019	12	Personality Development a- Self-awareness and personality development b- Positive attitude and confidence building c- Time and stress management d- Goal setting and Motivation
Nov., 2019	8	Soft Skills in Business a- Range of Soft Skills b- Soft skills in service sector

		<ul style="list-style-type: none"> c- Soft skills in Management d- Team building and leadership skills e- Dressing and grooming f- Social networking skills <p>Corporate Communication</p> <ul style="list-style-type: none"> g- Interview skills (Types) h- Group Discussion i- Corporate Grapevine j- Communication in Crisis
TOTAL	60	

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

Name of the Teacher – Vinaya Hasamnis

Subject – 6002. Networking (Revised 2019) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Fundamentals of Networking 1.1 Definition, Goals, Applications, Components 1.2 Introduction to topology and types of networks (LAN, MAN, WAN) 1.3 Broadcast & Point-To-Point Networks 1.4 Server Based LANs & Peer-to-Peer LANs 1.5 Protocols and Standards 1.6 Design issues of the layer 1.7 Protocol Hierarchy
August, 2019	15	ISO-OSI Reference Model 2.1 Layers in the OSI Model 2.2 Functions of each layer 2.3 SAP 2.4 Connection Oriented and connectionless services 2.4 Peer Entities Internet Model (TCP/IP), TCP/IP Protocol Suite 2.6 Comparison of ISO-OSI & TCP/IP Model Addressing 2.7 Physical, Logical, Port Addresses IP Addressing 2.8 Classful and Classless addressing
Sept., 2019	10	Transmission Media 3.1 Guided Media Twisted Pair, Coaxial Cable, Fiber Optic Cables 3.2 Unguided Media (Wireless) 3.3 Electromagnetic Spectrum for Wireless Communication

		3.4 Propagation Methods Ground, Sky, Line of Sight 3.5 Wireless Transmission Radio Waves Infra-red Micro-wave
Octo., 2019	12	Wired and Wireless LANs 4.1 IEEE Standards Standard Ethernet Fast Ethernet Gigabit Ethernet 4.2 Network Interface Cards (NIC) Functions, Types 4.3 Wireless LAN (Introduction) Bluetooth (Architecture, Piconet and Scatternet, Applications) Network Connectivity Devices 5.1 Categories of Connectivity Devices Passive & Active Hubs Repeaters Bridges Switches Router Gateways 5.2 Firewalls Packet-Filter, Proxy firewall Network security
TOTAL	60	

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

Name of the Teacher – Amruta Jog

Subject – 6003. **Advance Java** (Pattern 2019) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	<p>Multithreading</p> <p>1.1 Introduction to Thread</p> <p>1.2 Life cycle of thread</p> <p>1.3 Thread Creation</p> <p>- By using Thread Class</p> <p>- By Using Runnable interface</p> <p>1.4 Priorities and Synchronization</p> <p>1.5 Inter thread communication</p> <p>1.6 Implementation of Thread with Applet</p> <p>JDBC</p> <p>2.1 The design of JDBC</p> <p>2.2 Basic JDBC program Concept</p> <p>2.3 Drivers</p> <p>2.4 Architecture of JDBC</p> <p>2.5 Making the Connection, Statement, ResultSet, PreparedStatement, CallableStatement</p> <p>2.6 Executing SQL commands</p> <p>2.7 Executing queries</p>
August, 2019	15	<p>Servlet</p> <p>3.1 Introduction</p> <p>3.2 How It differ from CGI</p> <p>3.3 Types of servlet</p> <p>3.4 Life cycle of servlet</p> <p>3.5 Execution process of Servlet Application</p> <p>3.6 Session Tracking</p> <p>3.7 Cookie class</p> <p>3.8 Servlet- Jdbc</p>

Sept., 2019	10	Networking and RMI 5.1 The java.net package 5.2 Connection oriented transmission – Stream Socket Class 5.3 Creating a Socket to a remote host on a port (creating TCP client and server) 5.4 Simple Socket Program Example.
Octo., 2019	12	RMI Remote Method Invocation 5.5 Introduction to remote object RMI architecture 5.6 Stubs and skeleton 5.7 Registry 5.8 Setting up RMI 5.9 Using RMI with applet
Nov., 2019	8	Java Beans 6.1 What is bean 6.2 Advantages 6.3 Using Bean Development kit(BDK) 6.4 Introduction to jar and manifest files 6.5 The java beans API
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2019 - 20
{From 01. 08. 2019 to 30. 11. 2019}

Name of the Teacher – Vinaya Hasamnis

Subject – 6004. ASP.NET (Pattern 2019) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	INTRODUCTION TO C# 1.1 Language Features 1.1.1 Data Types, Literals and Variables 1.1.2 Operators 1.1.3 Program Control Statements 1.2 Object Oriented Concepts 1.2.1 Introducing Classes & Objects 1.2.2 Methods & Classes 1.2.3 Operator Overloading 1.2.4 Inheritance / Overriding 1.2.5 Interfaces, Properties, Access Modifiers 1.3 Events & Delegates
August, 2019	15	Developing ASP.NET Applications 2.1 Creating Web Forms Application 2.2 Code Behind 2.3 Global.Asax Application File 2.4 Understanding Namespaces 2.5 Web Form Fundamentals
Sept., 2019	10	Web Controls 3.1 Using Controls 3.2 Validation & Rich Controls 3.3 State Management 3.4 Navigating between Forms and Pages 3.5 Using Master Pages for Sitewide Page Templates
Octo., 2019	12	Working with Data 4.1 Accessing Data with the Data Source Web Controls 4.2 Displaying Data with the Data Web Controls

		4.3 DataList and DataGrid Controls 4.3.1 Selection & Editing with these Controls 4.4 Crystal Reports with and without wizard
Nov., 2019	8	Web Services 5.1 Overview of Web Services 5.2 Creating Web Services 5.3 Using Web Services Use of Ajax on Web Forms 6.1 Introduction to Ajax Controls 6.2 Using Ajax Controls on Web Forms
TOTAL	60	

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

Name of the Teacher - Bageshree Deo

Subject – 4601.Cyber Security Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1.Information Security Concepts <ul style="list-style-type: none"> • Information Security Overview: Background and Current Scenario • Types of Attacks • Goals for Security • E-commerce Security
August, 2019	15	2. Security Threats and Vulnerabilities <ul style="list-style-type: none"> • Overview of Security threats • Weak / Strong Passwords and Password Cracking • Insecure Network connections • Malicious Code • Cyber crime and Cyber terrorism
Sept, 2019	10	Information and Network Security <ul style="list-style-type: none"> • Intrusion Detection Systems and Intrusion Prevention Systems • User Management • Overview of Firewalls • Types of Firewalls • VPN Security • Security in Multimedia Networks • Virtualization and Cloud Technology and Security
Oct,2019	12	Cryptography / Encryption <ul style="list-style-type: none"> • Introduction to Cryptography / Encryption • Digital Signatures

		<ul style="list-style-type: none"> • Public Key infrastructure • Applications of Cryptography Tools and techniques of Cryptography
Nov, 2019	8	Cyber Law and IT Act <ul style="list-style-type: none"> • Information Technology Act 2000 • Electronic Governance. • Attribution, Acknowledgement and Dispatch of Electronic Records. • Secure electronic Records and Secure Regulation of certifying Authorities
TOTAL	60	

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

Name of the Teacher - Kausar Biyabani

Subject – 4602 .E-commerce and M-commerce (Class – TYBBA (CA))

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1.Introduction to Ecommerce 1.1 Definition 1.2 Main Activities, Goals of Ecommerce 1.3 Technical Components and Functions of Ecommerce 1.4 Advantages and Disadvantages of Ecommerce Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B
August, 2019	15	2.Electronic Data Interchange (EDI), E-Governance 1.5 Introduction to EDI 1.6 EDI model 1.7 Cost of EDI 1.8 Advantages and Disadvantages of EDI 1.9 Introduction to E-Governance E-governance in India
Sept, 2019	10	4.Electronic Payment System (EPS) 4.1. Introduction to EPS 4.2 Types of Modern Payment System 4.3 Credit Card system, Smart Card, Micropayment, GIRO, E-Cash, E-cheque, RTGS, NEFT, Stored Value Card
Oct,2019	12	5.Mobile Commerce 5.1 Introduction to Mobile Commerce 5.2 Services of M-commerce 5.3 Difference between M-commerce and PC based E-commerce 5.4 Advantages and Disadvantages of Mcommerce

Nov, 2019	8	6. Threats to Information and Security 6.1 Threats to Information 6.2 Virus – Types 6.3 Hacking 6.4 Natural Calamity 6.5 Failure of System 6.6 Security measures 6.7 Antivirus 6.8 Cryptography - Encryption, Decryption 6.9 Digital Signature 6.10 Firewall 6.11 Data Recovery methods
TOTAL	60	

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 - Bgeshree Deo

Subject – 4603 Workshop on Recent Trends In IT. Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics						
July, 2019	15	Objective: To understand the upcoming trends in IT. <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Topic</th> <th>No. of Lectures</th> </tr> </thead> <tbody> <tr> <td>Cloud Computing</td> <td>15</td> </tr> <tr> <td>Python</td> <td>30</td> </tr> </tbody> </table>	Topic	No. of Lectures	Cloud Computing	15	Python	30
Topic	No. of Lectures							
Cloud Computing	15							
Python	30							
August, 2019	15	Suggested Reference Material: 1) Learning with Python Paperback – 2015 by Allen Downey , Jeffrey Elkner , Chris Meyers 2) Python: The Complete Reference						
Sept, 2019	10	E-book – 1. The Practice of Computing Using Python, Global Edition by Punch, William F.; Enbody, Richard 2. Programming in Python 3: A Complete Introduction to the Python Language by Summerfield Reference Links 1) https://www.cs.uky.edu/~keen/115/Haltermanpythonbook.pdf						
Oct, 2019	12	Cloud Computing: 1. Cloud Computing: Principles and Paradigms, Editors: Rajkumar Buyya, James Broberg, Andrzej M. Goscinski, Wiley, 2011 2. Cloud Computing Bible, Barrie Sosinsky, Wiley-India, 2010						

		3.Cloud Security: A Comprehensive Guide to Secure Cloud Computing, Ronald L. Krutz, Russell Dean Vines, Wiley- India,2010
Nov, 2019	8	Teaching Methodology: Lecture method, Presentation, Examples. Expected Outcome: Students will know the current technologies and will be able to use it.
TOTAL	60	

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 - Bageshree Deo

Subject – 4603 A Python Programming Class – TYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	Introduction to Python Programming <ul style="list-style-type: none"> • What is Python? • Why Python? Script or Program? • Applications of Python • Types of Python IDE – Python flavors • How to install Python IDE on laptops and PCs? Getting Started
August, 2019	15	Basic Python <ul style="list-style-type: none"> • Python identifiers and reserved words • Lines and indentation, multi-line statements • Comments • Input / Output with print and input functions • Command line arguments and processing command line arguments • Standard data types – basic, none, Boolean (true and false), number • Python strings • Data type conversion • Python basic operators (arithmetic, comparison, assignment, bitwise logical) • Python membership operators (in and not in) • Operator precedence • Control statements, Python loops, Iterating by subsequence index, loop control statements (break, continue, pass) Mathematical functions and constants (import math), Random number functions

Sept, 2019	10	Python Strings <ul style="list-style-type: none"> • Concept, escape characters • String special operations • String formatting operator • Single quotes, Double quotes, Triple quotes • Raw string, Unicode strings, Built-in string methods • Python Lists – concept, creating and accessing elements, updating and deleting lists, basic list operations, reverse • Indexing, Slicing and Matrices • Built-in list functions • Functional Programming tools – filter(), map() and reduce() Using lists as stacks and Queues, List comprehensions
Oct, 2019	12	Python tuples and sets <ul style="list-style-type: none"> • Creating and deleting tuples • Accessing values in a tuple • Updating tuples, delete tuple elements • Basic tuple operations • Indexing, Slicing and Matrices, built-in tuple functions Sets – concept and operations Python Dictionary <ul style="list-style-type: none"> • Concept (mutable) • Creating and accessing values in a dictionary • Updating dictionary, delete dictionary elements • Properties of dictionary keys Built-in dictionary functions and methods
Nov, 2019	8	Functions <ul style="list-style-type: none"> • Defining a function (def) • Calling a function • Function arguments – Pass by value, Keyword arguments, Default arguments • Scope of variable – basic rules • Documentation Strings • Variable number of Arguments • Call by Reference • Order of arguments (positional, extra and keyword) Anonymous function Recursion
TOTAL	60	

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 - Amruta Jog

Subject – 4603B Cloud Computing Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1.Introduction to Cloud Computing 1.1 Cloud Computing (NIST Model) Properties, Characteristics & Disadvantages
August, 2019	15	2. Cloud Computing Architecture 2.1 Service Models (XaaS) a. Infrastructure as a Service (IaaS) b. Platform as a Service (PaaS) c. Software as a Service (SaaS)
Sept, 2019	10	2.2 Deployment Models Public , Private, Community, Hybrid
Oct,2019	12	3.Service Management in Cloud Computing Service Level Agreements (SLAs) Resource Management in Cloud Computing
Nov, 2019	8	4.Cloud Security i. Infrastructure Security ii.Data security and Storage iii. Identity and Access Management
TOTAL	60	

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

Name of the Teacher – Bageshree Deo

Subject – 4604 Operating System Unix and Linux Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2019	15	1. Introduction to Operating Systems General Overview: History of Unix, System Structure, User perspective, Operating system Services, Assumptions about Hardware 1. Introduction to the Kernel Architecture of Unix operating system, Introduction to the system concepts, Kernel data structure, System Administration
August, 2019	15	3. Introduction to the File System Pathnames, File system Mounting and unmounting, The organization of the File Tree, File Types, File Attributes, Access Control lists
Sept, 2019	10	4. Booting and Shut Down, Scripting and Shell Bootstrapping, Booting PCs, GRUB, Booting with single user mode, Rebooting and Shutting down. Shell Basics, bash scripting, Regular Expression, Perl Programming, Python scripting, Scripting Best Practices, Working with Startup Scripts
Oct, 2019	12	5. Access Control, Rootly Powers and Controlling Processes Traditional UNIX access control, Modern Access Control, Real-world Access Control, Pseudo-users other than root. Components of a process, the lifecycle of a process, Signals, Kill, Process states, nice and renice, ps, Dynamic monitoring with top, prstat and topas,

		the /proc file system, strace, truss and tusc, runaway processes
Nov, 2019	8	6. Adding New Users and Storage The /etc/passwd file, The /etc/shadow and /etc/security/passwd files, /etc/group file, Adding users, Adding users with useradd Storage: Adding a hard Disk, Storage Hardware, Storage hardware Interfaces, Software aspects of storage, Formatting, Disk Partitioning, RAID, LVM, Linux File System: The ext family, file system terminology, file system polymorphism, mkfs, fsck, file system mounting, setup for automatic mounting, USB drive mounting, Enabling swapping
TOTAL	60	

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

Name of the Teacher - Vinaya Hasamnis / Bageshree Deo

Subject – 4606 Lab Course on 4603 and 4604 Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics												
July, 2019	15	<ol style="list-style-type: none"> 1. On the Basis of Project Analysis Documentation Completed in SEM-IV 2. Client Visit 3. Fact Finding, System Study and Document Collection 4. Analysis and Design work. 5. Submission of Project work Using Concepts of System Analysis and Design, SE, OOSE 												
August, 2019	15	<ol style="list-style-type: none"> 1. Software Development Using WEB Technology 2. Should Cover Database Design, GUI Design, Validations... <p>Submission of Documentation and Presentations</p>												
Sept, 2019	10	<ol style="list-style-type: none"> 1) Submission Schedule will be given. The student should submit as per the given Schedule. After finalization two hard bound and a soft copy should be submitted. 												
Oct, 2019	12	<ol style="list-style-type: none"> 2) Project Group formed for the project work can have Maximum Two Members per group. 3) Internal and External Presentation and Viva will be conducted. The student should be present for the project viva. 												
Nov, 2019	8	<table style="width: 100%; border-collapse: collapse;"> <tr> <td>Project Evaluation</td> <td style="text-align: right;">Total 100</td> </tr> <tr> <td>Coding</td> <td style="text-align: right;">25</td> </tr> <tr> <td>Analysis</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Documentation</td> <td style="text-align: right;">20</td> </tr> <tr> <td>Presentation</td> <td style="text-align: right;">15</td> </tr> <tr> <td>Knowledge of particular Language</td> <td style="text-align: right;">15</td> </tr> </table>	Project Evaluation	Total 100	Coding	25	Analysis	15	Documentation	20	Presentation	15	Knowledge of particular Language	15
Project Evaluation	Total 100													
Coding	25													
Analysis	15													
Documentation	20													
Presentation	15													
Knowledge of particular Language	15													

		Understanding of Concept Project Evaluation will be done by both (Internal and External) Examiners.	10
TOTAL	60		

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Bageshree Deo

Subject – Computer Fundamentals Class – FYBBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	Definition, Characteristics of Computer, Block diagram, types, Primary Memory, Secondary Memory,
Octo., 2020	15	Input and Output devices, types of computer languages, Compiler, Interpreter, Number System
Nov., 2020	10	Number system, Types of software, Definition and functions of Operating System, Types of Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint,
Dec 2020	12	Definition of Communication, types of communication, types of Network, types of cables, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology
Jan 2021	8	Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kaveri Badhvar

Subject – **Business Accounting** (Pattern 2017) Class – BBA (CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	Overview Of Business Accounting Introduction, book-keeping and Accountancy ,Development of Accounting Methods, system , concepts ans conventions , principles of Accounting and indian GAAP Accounting Documents , Accounting process ,Classification of Accounts,Golden Rules of Accounting ,Application of Rules in Deciding Debit and Credit ,Examples Journal : Meaning, features,Advantages and limitations,casting, steps,Illustrations
Octo., 2020	15	Subsidiary boks (including cash book) : meaning,need,types of subsidiary book, illustration Ledger: Meaning, format, posting , Balancing of AccountsTrial Balance: Introduction, meaning, purpose, preparationof Trial balance, Illustration Final Account of Sole proprietor: Introduction, TradingA/C, .it & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account
Nov., 2020	10	Computerised Accounting Environment Accounting Software, importance of accounting software,Tally , Features of Tally Bills of exchange

		Introduction,Meaning of bills of exchange,Features,Advantages,Parties,Acceptance,Types of Bills of exchange,Bills recievable,bills payable,honour and dishonour of bill,endorsement,dicounting,collection,retirement ,renewal,format of bill,cases
Dec 2020	12	Depreciation Methods of charging depreciation - Written Down Value,Straight line method, production method, Block method,Illustrations
Jan 2021	8	Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard(meaning , objective) IFRS(meaning ,objective)
TOTAL	60	

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

Name of the Teacher – Seema Nair

Subject - Business Statistics Class - FYBBA CA Div: A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sep, 2020	15	Permutations and Combinations of n dissimilar objects, taken r at a time. Problems. Random experiments, All possible outcomes (Sample Space), Events, Algebra of events.
Oct 2020	15	Classical definition of probability, Addition theorem of probability (without proof), Independence of events, Bayes' Theorem. Problems Discrete Uniform Probability distribution, Cumulative probability distribution, Mean, Variance (without proof)
Nov, 2020	10	Binomial Probability distribution, Mean, Variance (without proof) Poisson Probability Distribution, Mean, Variance (without proof) Problems Introduction and Terminology in theory of attributes; Methods of Studying Association: Proportion Method
Dec, 2020	12	Yule's Co-efficient of Association Partial Association and Illusory Association. Problems
Jan 2021	8	Introduction to Use of Statistics in Quality Control; Control Charts, Types of Control Charts, Setting up Control Procedure. X Chart, R Chart, C Chart, Advantages and Limitations of Statistical Quality Control technique. Problems on charts
TOTAL	60	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020 - 21
 {From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Vinaya Hasamnis

Subject – Database Management Systems Class : FYBBA CA Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	3.1 Relational Database design : Functional Dependency – definition, trivial and non-trivial FD, closure of FD set, closure of attributes, irreducible set of FD, 3.2 Normalization – 1NF, 2NF, 3NF, Decomposition using FD- dependency preservation, BCNF, Multivalued dependency, 4NF, Join dependency and 5NF
Octo., 2020	15	4.1 SQL Concepts : Basics of SQL, DDL, DML, DCL commands in detail 4.2 structure - creation, alteration, defining constraints – Primary key, foreign key, unique, not null, check, IN operator
Nov., 2020	10	5.1 Functions - aggregate functions, Built-in functions – numeric, date, string functions 5.2 set operations, sub-queries, correlated sub-queries & PRACTICALS
Dec 2020	12	5.3 Use of group by, having, order by, join and its types, Exist, Any, All, view and its types transaction control commands – Commit, Rollback, Savepoint
Jan 2021	8	LAB WORK
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
From 1. 09. 2020 to 31. 12. 2020

Name of the Teacher - Amruta Jog

Subject - C Programming

Class – FYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	<p>Introduction to Algorithmic Analysis</p> <ul style="list-style-type: none"> • Algorithm-Definition and characteristics • Algorithms for basic problems <ul style="list-style-type: none"> - Determining if a number is +ve / -ve / even / odd - Maximum of 2 numbers, 3 numbers <p>Introduction to C language</p> <ul style="list-style-type: none"> • A brief history of C • Features & characteristics of C • Language fundamentals <ul style="list-style-type: none"> - Character set, tokens - Keywords and identifiers - Constants Integer, Floating Point, Character, String, Enumeration - Variables and data types - Types of operators - Arithmetic, Relational, Logical, Increment Decrement , Assignment, Conditional - Precedence and Associativity of operators - Type conversion in Expression - Implicit and Explicit - Console based I/O and built-in I/O functions. <p>Decision Making and looping</p> <ul style="list-style-type: none"> • Decision making structure

		<ul style="list-style-type: none"> - If statement - If-else statement - Nested if – else statement - Conditional operator - Switch statement
Oct,2020	15	<ul style="list-style-type: none"> • Loop control structures - while loop - Do-while loop - For loop • Jump statements - break - continue - goto - exit <p>Functions and pointers</p> <ul style="list-style-type: none"> - Purpose of function - Function definition - Function declaration - Function call - Types of functions - Call by value and call by reference - Storage classes - Automatic Storage, Extern Storage, Static Storage, Register Storage - Recursion • Introduction to pointer - Definition - Declaration - Initialization - Indirection operator and address of operator - Pointer arithmetic - Dynamic memory allocation - Functions and pointers <p>Arrays and Strings</p> <ul style="list-style-type: none"> • Introduction to one-dimensional Array - Definition , Declaration, Initialization • Memory Representation • Processing one-dimensional array
	10	<ul style="list-style-type: none"> • Arrays and functions.

Nov, 2020		<ul style="list-style-type: none"> • Introduction to two –dimensional Array - Definition Declaration, Initialization - Memory Representation • Processing two-dimensional array • Introduction to Strings • Standard library functions • Implementation with standard library functions <p>Structures and union</p> <ul style="list-style-type: none"> • Introduction to structure - Definition - Declaration - Accessing members • Operations on structures
Dec, 2020	12	<ul style="list-style-type: none"> • Nested structure, Arrays and Structures, Passing structure to function, Structure pointer, typedef keyword • Introduction to union - Definition - Declaration • Differentiate between structure and union <p>C Preprocessor</p> <ul style="list-style-type: none"> - Definition of preprocessor - Macro substitution directive - File inclusion directive - Conditional compilation directives
Jan 2021	8	<p>File handling</p> <ul style="list-style-type: none"> • Definitions of files • File opening modes • Standard File I/O functions • Random access to files • Command line argument
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kaveri Badhvar

Subject – 4201 Introduction to cost accounting Class – FYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center</p> <p>Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
Octo., 2020	15	<p>Preparation of cost sheet Classification of Cost , Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost,Types Preparation of Cost Sheet</p>
Nov., 2020	10	<p>Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory,Inventory Control</p>
Dec 2020	12	<p>Tally With Inventory : creation of company with inventory , create godown, stock items, level of inventory , Inventory</p>

		vouchers, stock Journals, features(F11),configuration(F12)
Jan 2021	8	Labour Cost Meaning,Introduction,Records and methods of remuneration,incentive plans Time keeping, Bokk keeping,Time wage, piece ratesystem
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020 - 21
{From 01. 02. 2020 to 31. 05. 2020}

Name of the Teacher - Seema Nair

Subject - Business Mathematics Class – FY BBA CA Div – A

Name of the Department- BBA

Month	No. of Lectures	Topics – Sub -Topics
July 2020		
August 2020		
Sept 2020	15	Ratio Proportion and Percentage, , .it and loss, commission and brokerage Interest - Simple, Compound, Compounded more than once in a year, Annuity - Immediate EMI, Depreciation of Assets, Sinking fund, Problems related to business
Octo 2020	15	Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, inverse of a matrix, solving a system of linear equations, Application of matrices to Leontief's open input - output model
Nov 2020	10	Application of matrices to Leontief's open input - output model, Meaning of LPP; Formation of LPP, Solution by Graphical Method
Dec 2020	12	Meaning of Transportation Problem, Methods of finding Initial Basic Feasible Solution by – i) North-West Corner Method; ii) Matrix Minima Method; iii) Vogel's Approximation Method
Jan 2021	8	
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020 - 21
{From 01. 02. 2020 to 31. 05. 2020}

Name of the Teacher – Bageshree Deo

Subject – Software Engineering Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept 2020	15	System Concepts Introduction to System Characteristics of System Elements of System Types of System System Analysis Techniques Definition of System Analysis Fact finding Techniques Feasibility Study System Requirement Specification (SRS) Role of System Analyst Knowledge and Skills required by System Analyst
Octo 2020	15	System Design Tools Context Level Diagram (CLD) Data Flow Diagram (DFD) Decision Table, Decision Tree Entity Relationship Diagram (ERD)
Nov 2020	10	System Testing and Quality Assurance Definition of Testing Types of Testing Black- Box Testing - Types White Box Testing - Types Unit Testing Integration Testing Acceptance Testing Definition of Quality McCall's Quality Factors

		ISO - CMM Introduction to Six Sigma
Dec 2020	12	System Implementation Implementation Approaches Incremental Traditional Implementation steps Post Implementation Review System Maintenance
Jan 2021	8	System Development Models SDLC Waterfall Model Spiral Model Prototyping Model Agile Process, Principles and Politics Human Factors Agile Process Models - Adaptive Software Development, Scrum, Dynamic SystemsDevelopment Method
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2020 - 21
{ From 01. 02. 2020 to 31. 05. 2020 }

Name of the Teacher – Manjusha Wadekar

Subject – 4204. Relational Data Base Management Studies

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept 2020	15	PL SQL - 1.1 Exception Handling 1.2 Trigger 1.3 Functions 1.4 Procedure 1.5 Cursor Package
Octo 2020	15	Transaction: 1.1 ACID Properties 2.2 Phases of Transaction 2.3 scheduling serializable schedule
Nov 2020	10	3.1 Locks Two-Phase Locking 2PL 3.2 Strict Two-Phase Locking 3.3 Timestamp-based Protocols, Timestamp Ordering Protocol 3.4 Deadlock Prevention 3.5.1 Wait-Die Scheme 3.5.2 Wound-Wait Scheme 3.6 Deadlock Avoidance, Wait-for Graph
Dec 2020	12	4.1 Database Recovery: Database Backup & Recovery from Catastrophic Failure, Remote Backup, Transaction failure, Log-based Recovery, Recovery with Concurrent Transactions
Jan 2021	8	

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-2021
(From 01. 2. 2020 to 15.05. 2020)

Name of the Teacher – Amruta Jog

Subject – Data Structures Using C Class – FY BBA CA Div – A FYBBA(CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept 2020	15	<ul style="list-style-type: none"> • Introduction to Data structure <ul style="list-style-type: none"> - Types of Data structure - Abstract Data Types (ADT) • Polynomial representation Using array <ul style="list-style-type: none"> - Evaluation of Polynomial - Addition of two polynomials • Searching and Sorting Techniques <ul style="list-style-type: none"> - Linear Search - Binary Search (Recursive, Non-Recursive) - Bubble Sort - Insertion Sort
Octo 2020	15	<ul style="list-style-type: none"> - Selection Sort - Quick Sort - Merge Sort • Linked List <ul style="list-style-type: none"> -Introduction - Concept of Linked List, Difference between an array and Linked list - Static & Dynamic Representation - Types of linked List <ul style="list-style-type: none"> - Singly Linked list with all type of operations - Doubly Linked list (Create, Display) - Circularly Singly Linked list (Create,Display) - Generalized Linked List

Nov 2020	10	<ul style="list-style-type: none"> • Stack and Queue <ul style="list-style-type: none"> - Introduction stack - Static and Dynamic Representation - Primitive Operations on stack - Application of Stack - Evaluation of postfix and prefix expression - Conversion of expressions- Infix to prefix & Infix to postfix, postfix to infix, postfix to prefix, prefix to infix , prefix to postfix • Queue <ul style="list-style-type: none"> - Introduction queue - Static and Dynamic Representation - Primitive Operations on Queue - Application of Queue - Types of Queue <ul style="list-style-type: none"> Circular Queue Deque Priority Queue
Dec 2020	12	<ul style="list-style-type: none"> • Trees <ul style="list-style-type: none"> - Introduction - Definition and Basic Terminologies - Static and Dynamic Representation - Types of tree - Operations on Binary Tree & Binary Search Tree - Tree Traversal <ul style="list-style-type: none"> Inorder, Preorder, Postorder (Recursive) - AVL Tree <ul style="list-style-type: none"> Definition Insertion into an AVL tree
Jan 2021	8	<ul style="list-style-type: none"> • Graphs <ul style="list-style-type: none"> - Terminology associated with graphs. - Representation of graphs <ul style="list-style-type: none"> -Adjacency Matrix - Adjacency List - In degree , out degree of graph - Traversal of Graphs <ul style="list-style-type: none"> DFS , BFS - Spanning Tree <ul style="list-style-type: none"> -Definition

		-Cost of spanning tree -Kruskal's algorithm to determine minimum cost spanning tree
TOTAL	60	

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020 - 21
 {From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management and Human Resource Management

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept 2020	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & techniques Organising- Concept,Types, importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Octo 2020	15	Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling

		meaning, importance, nature, techniques Co-ordination Concept
Nov 2020	10	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Dec 2020	12	Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training
Jan 2021	8	Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020 - 21
{From 01. 02. 2020 to 31. 05. 2020}

Name of the Teacher – Seema Nair

Subject – 4302 Operating System Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization
Octo., 2020	15	Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & Techniques Organising- Concept, Types, Importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance Direction, Concept, Principles Motivation- Concept, Importance Leadership

		<p>meaning, styles & functions of leader</p> <p>Controlling</p> <p>meaning, importance, nature, techniques</p> <p>Co-ordination Concept</p>
Nov., 2020	10	<p>Human Resource Management: Introduction, development of HRM concept,</p> <p>HRD & HRM, Role of HR Manager, Structure of HRM dept.</p> <p>Duties & Responsibilities of Manager</p> <p>Manpower Planning: Concept, Importance, Short & Long term Manpower Planning</p> <p>Concept of Succession Planning.</p> <p>Recruitment & Selection: Importance, Sources of recruitment, procedure</p> <p>Training & Development: Training Need, Types of Training</p>
Dec 2020	12	<p>Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis</p> <p>Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing</p> <p>Changes in technology, Health, family and work life balance, Cross cultural Training</p>

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kausar Biyabani

Subject – 4303 Object Oriented Programming Using C++

Class – FY BBA CA

Div – A

Unit No.	No. of Lectures.	Topic
July, 2017		
August, 2017		
Sept., 2017	15	1. Introduction to C++ 1.1 Basic concepts of OOP, benefits, applications of OOP 1.2 A simple C++ program 1.3 Structure of C++ program Creating a source file, compiling and Linking 1.4 Data types - Basic, User defined and Derived 1.5 Symbolic constant 1.6 Type Compatibility 1.7 Variables - Declaration and Dynamic initialization 1.8 Reference variable 1.9 Operators in C++ Scope resolution operator Member Referencing operators Memory management operators Manipulators Type cast operators
Octo., 2017	15	2. Functions in C++ 2.1 Introduction 2.2 The main function 2.3 Function prototyping 2.4 Call by reference 2.5 Return by reference 2.6 Inline function – Making an outside function In line 2.7 Arguments - default, constant
Nov., 2017	10	3. Classes and Objects 3.1 Introduction 3.2 Creating a class and objects

		<p>3.3 Defining member functions inside and outside class definition</p> <p>3.4 Nesting of member functions</p> <p>3.5 Private member functions</p> <p>3.6 Arrays within a class</p> <p>3.7 Memory allocation of objects</p> <p>3.8 Static data members and static member functions</p> <p>3.9 Array of objects</p> <p>3.10 Objects as function arguments</p> <p>3.11 Friend functions</p> <p>3.12 Returning objects</p>
Dec 2020	12	<p>4.Constructor & Destructor</p> <p>4.1 Constructors</p> <p>4.2 Types of constructor</p> <p>4.3 Destructors</p> <p>Polymorphism</p> <p>5.1 Compile Time Polymorphism</p> <p> 5.1.1 Function overloading</p> <p> 5.1.2 Operator Overloading Introduction</p> <p> 5.1.3 Overloading unary and binary operator</p> <p> 5.1.4 Overloading using friend function</p> <p> 5.1.5 Overloading insertion and extraction operators</p> <p> 5.1.6 String manipulation using operator overloading</p> <p>5.2 Runtime Polymorphism</p> <p> 5.2.1 this Pointer, pointers to objects, pointer to derived classes</p> <p> 5.2.2 Virtual functions and pure virtual functions</p>
Jan 2021	8	<p>6.Inheritance</p> <p>6.1 Introduction</p> <p>6.2 Base class and derived class examples</p> <p>6.3 Types of Inheritance</p> <p>6.4 Virtual base class</p> <p>6.5 Abstract class</p> <p>6.6 Constructors in derived class</p> <p>8. The C++ I/O System Basics and Working with Files</p> <p>8.1 C++ streams and C++ stream classes</p> <p>8.2 Unformatted I/O operations</p> <p>8.3 Formatted console I/O operations</p> <p>8.4 Managing output with manipulators</p> <p>8.5 Working with Files</p> <p> 8.5.1 Classes for File Stream operations</p> <p> 8.5.2 File operations - Opening, Closing and updating</p>

		8.5.3 Error handling during File operations 8.6 Command Line arguments 9. Templates and Exception Handling 9.1 Introduction 9.2 Class Templates 9.3 Function Templates 9.4 Exception Handling(Introduction
TOTAL	60	

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

Name of the Teacher – Kaveri Badhwar

Subject – 4304 **Object Oriented Software Engineering** (Pattern 2017)

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1. Object Oriented Concepts, Modeling and UML 1.1 What is Object Orientation? (Introduction to class, object, inheritance, polymorphism) 1.2 Introduction of Modeling 1.3 Object Oriented Modeling 1.3 Object oriented system development 1.3.1 Function/data methods 1.3.2 Object oriented analysis 1.3.3 Object oriented construction 1.3.4 Object oriented testing 1.4 Identifying the elements of an object model 1.4.1 Identifying classes and objects 1.4.2 Specifying the attributes 1.4.3 Defining operations 1.4.4 Finalizing the object definition

Oct,2020	15	<ul style="list-style-type: none"> 2. Introduction to UML 2.1 Overview of UML 2.2 Introduction to UML Diagrams 2.3 Relationships in UML 2.4 Things in UML 2.5 Architecture 2.6 Advantages of UML 2.7 Limitations of UML 3. Working with UML Diagrams 3.1 Use Case Diagrams 3.2 Class Diagrams 3.3 Sequence Diagrams 3.4 Activity Diagram 3.5 State Chart Diagram 3.6 Collaboration, Components, Deployment Diagrams
Nov, 2020	10	<ul style="list-style-type: none"> 4. Object Oriented Analysis 4.1 Iterative Development 4.2 Understanding requirements 4.3 Unified process & UP Phases 4.3.1 Inception 4.3.2 Elaboration 4.3.3 Construction 4.3.4 Transition
Dec, 2020	12	<ul style="list-style-type: none"> 5. Object Oriented Design 5.1 Introduction to various methods 5.2 Generic components of OO Design model 5.3 System Design process 5.3.1 Partitioning the analysis model 5.3.2 Concurrency and subsystem allocation 5.3.3 Task Management component 5.3.4 Data Management component 5.3.5 Resource Management component 5.3.6 Inter sub-system communication
Jan 2021	8	5.4 Object Design process
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – _Vinaya Hasamnis

Subject – 4305 Web Technology 1 Class SYBCA Div :A

Name of the Department -BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	<p>Web Essentials</p> <p>1.1 Clients- Servers and Communication</p> <p>1.2 Internet-Basic ,Internet Protocols(HTTP,FTP,IP)</p> <p>1.3 World Wide Web(WWW)</p> <p>1.4 HTTP request message, HTTP response message</p> <p>Markup Languages</p> <p>2.1 Introduction to HTML</p> <p>2.2 Basic HTML Structure</p> <p>2.3 Common HTML Tags</p> <p>2.4 Physical and Logical HTML</p> <p>2.5 Types of Images, client side and server-side Image mapping</p> <p>2.6 List, Table, Frames</p> <p>2.7 Embedding Audio, Video</p> <p>2.8 HTML form and form elements</p> <p>2.9 Introduction to HTML Front Page</p> <p>2.10 CSS with HTML</p>
Octo., 2020	15	<p>JAVA Script</p> <p>3.1 Introduction to Java Script</p> <p>3.2 Identifier & operator, control structure, functions</p>

		<p>3.3 Document object model(DOM),</p> <p>3.4 DOM Objects(window, navigator, history, location)</p> <p>3.5 Predefined functions, math & string functions</p> <p>3.6 Array in Java scripts</p> <p>3.7 Event handling in Java script</p>
Nov., 2020	10	<p>Introduction to PHP</p> <p>1.1 Introduction to PHP</p> <p>1.2 What does PHP do?</p> <p>1.3 Lexical structure</p> <p>1.4 Language basics</p> <p>1.4.1 Variable, constant, keywords, Data Types</p> <p>1.4.2 Control Structures</p> <p>1.4.3 Variables variable</p> <p>1.4.4 Type casting, Type Juggling</p> <p>1.4.5 \$ GET, \$ POST,\$ REQUEST Variables Definition</p>
Dec 2020	12	<p>Function and String in PHP</p> <p>2.1 Defining and calling a function</p> <p>2.2 Default parameters</p> <p>2.3 Variable parameters, Missing parameters</p> <p>2.4 Variable function, Anonymous function</p>
Jan 2021	8	<p>2.5 Types of strings in PHP</p> <p>2.6 Printing functions</p> <p>2.7 Encoding and escaping</p> <p>2.8 Comparing strings</p> <p>2.9 Manipulating and searching strings</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Amruta Jog

Subject - 4401 WebPage Designing

Class : SYBCA

Div. : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	<ul style="list-style-type: none"> • WordPress – An overview • What is WordPress? • How to install it? • Basics of WordPress • Pages • Theme – Free and Paid • Customizing Theme • Parent Theme • Child Theme 3. Home Page <ul style="list-style-type: none"> • Buttons • Plugins
Oct, 2020	15	4. Technical Support 5. Making a sample website using free theme 6. Deploying WordPress Website
Nov, 2020	10	1. Bootstrap – An Overview Installation 2. Components of Bootstrap 3. CSS 4. Getting started 5. Typography Tables

		<p>Images Grid Basic etc 6. Templates 7. Implementing Bootstrap - Demo</p>
Dec, 2020	12	<p>Animation Suggested Reference Material –</p>
	8	<p>Teaching Methodology – 1. Classroom Teaching 2. Lab Sessions 3. Online Material 4. Online Assignment 5. Online Submission</p>
TOTAL	38	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – . Kausar Biyabani

Subject -4402 **Software Testing** (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1. Software Testing Introduction, Nature of errors, Testing principles & Testing fundamentals, Debugging
Oct, 2020	15	2. Approaches to Testing White Box Testing, Black Box Testing, Gray Box Testing, Unit Testing Integration- Top-down ,Bottom up Big Bang Sandwich

Nov, 2020	10	3.Testing for Specialized Environments Testing GUI's, Testing of Client/Server Architectures, Testing Documentation and Help Facilities, Testing for Real-
Dec, 2020	12	Software Testing Strategies &Software metrics Validation Testing System Testing, verification, Performance Testing, Regression Testing, Agile testing, Acceptance testing ,Smoke Testing ,Load Testing, Introduction, Basic Metrics, Complexity Metrics
Jan 2021	8	Specialized Testing & Testing Tools (Introduction) Test Case Design, Junit, Apache Jmeter, Winrunner Loadrunner, Rational Robot
TOTAL	38	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher - Kausar Biyabani

Subject - 4403 Core Java (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1.Introduction to Java 1.1 Features of java 1.2 JDK Environment & tools like (java, javac, appletviewer, javadoc, jdb) OOPs Concepts - 1.3 Class, Abstraction, Encapsulation, Inheritance, Polymorphism 1.4 Difference between C++ and Java 1.5 Structure of java program 1.6 Data types , Variables, Operators, Keywords, Naming Convention 1.7 Decision Making (if, switch), Looping (for, while) 1.8 Type Casting 1.9 Array Creating an array Types of Array

		<ul style="list-style-type: none"> - One Dimensional arrays - Two Dimensional array 1.10 String - Arrays , Methods. - StringBuffer class
Oct, 2020	15	<p>2.Classes and Objects</p> <ul style="list-style-type: none"> 2.1 Creating Classes and objects 2.2 Memory allocation for objects 2.3 Constructor 2.4 Implementation of Inheritance Simple, Multilevel 2.5 Interfaces 2.6 Abstract classes and methods 2.7 Implementation of Polymorphism 2.8 Method Overloading, Method Overriding 2.9 Nested and Inner classes. 2.10 Modifiers and Access Control 2.11 Packages - Creating user defined packages 2.12 Java Built in packages java.lang->math java.util->Random, Date, Hashtable 2.13 Wrapper classes
Nov, 2020	10	<p>Collection</p> <ul style="list-style-type: none"> 3.1 Collection Framework. <ul style="list-style-type: none"> 3.1.1 Interfaces <ul style="list-style-type: none"> - Collection - List - Set - SortedSet - Enumeration - Iterator - ListIterator 3.1.2. Classes <ul style="list-style-type: none"> - LinkedList - ArrayList - Vector - HashSet - TreeSet

		<ul style="list-style-type: none"> - Hashtable 3.2 Working with maps <ul style="list-style-type: none"> 3.2.1 Map interface 3.2.2 Map classes - HashMap - TreeMap
Dec, 2020	12	<p>File and Exception Handling</p> <p>Exception</p> <ul style="list-style-type: none"> 4.1 Exception types 4.2 Using try catch and multiple catch Nested try, throw, throws and finally 4.3 Creating user defined Exceptions <p>File Handling</p> <ul style="list-style-type: none"> 4.4 Stream ByteStream Classes CharacterStream Classes 4.5 File IO basics 4.6 File operations Creating file Reading file(character, byte) Writing file (character, byte)
Jan 2021	8	<p>5. Applet, AWT and Swing Programming</p> <p>Applet</p> <ul style="list-style-type: none"> 5.1 Introduction 5.2 Types applet 5.3 Applet Life cycle <ul style="list-style-type: none"> - Creating applet - Applet tag 5.4 Applet Classes <ul style="list-style-type: none"> - Color - Graphics - Font <p>AWT</p> <ul style="list-style-type: none"> 5.5 Components and container used in AWT 5.6 Layout managers 5.7 Listeners and Adapter classes 5.8 Event Delegation model <p>Swing</p> <ul style="list-style-type: none"> 5.9 Introduction to Swing Component and Container Classes
TOTAL	38	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kausar Biyabani

Subject – 4404. Web Technology 2 Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1.Arrays in PHP 1.1 Indexed Vs Associative arrays 1.2 Identifying elements of an array 1.3 Storing data in arrays 1.4 Multidimensional arrays 1.5 Extracting multiple values 1.6 Converting between arrays and variables 1.7 Traversing arrays 1.8 Sorting 1.9 Action on entire arrays
Oct, 2020	15	2.Introduction to Object Oriented Programming in PHP 2.1 Classes 2.2 Objects 2.3 Introspection 2.4 Serialization 2.5 Inheritance 2.6 Interfaces 2.7 Encapsulation 3. Web Techniques 3.1 Web Variables 3.2 Server information 3.3 Self Processing forms

		3.4 Setting response headers 3.5 Maintaining state (Cookies and Sessions)
Nov, 2020	10	Databases 4.1 Using PHP to access a databases 4.2 Mysql Database functions 4.3 Relational databases and SQL 4.4 PEAR DB basics 4.5 Advanced database techniques 4.6 Sample application
Dec, 2020	12	Ajax 6.1 Understanding Java Script for AJAX 6.2 Ajax Web Application Model 6.3 AJAX-PHP Framework 6.4 Performing AJAX Validation 6.5 Handling XML Data using PHP and AJAX 6.6 Connecting database using PHP and AJAX
Jan 2021	8	7. JQUERY 7.1 JQUERY Basics 7.2 Selectors, Attributes 7.3 Traversing, DOM, Events 7.4 Ajax 7.5 Effects
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kaveri Badhwar

Subject – 6001. **Business Communication and Soft Skills** (Pattern 2017)

Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020		<p>Basics of communication</p> <ul style="list-style-type: none"> a- Importance of effective communication b- Interpersonal communication c- Verbal and Non-verbal communication d- Listening Skills <p>Business Communications</p> <ul style="list-style-type: none"> a- Letter Writing b- Telephonic communication, Videoconferencing, Skype c- Written communication (email and resume building)
Octo., 2020	15	<p>Public speaking skills</p> <ul style="list-style-type: none"> a- Preparing a good speech b- Commandments of good speaking c- Effective use of audio-visual aids d- Presentation skills
Nov., 2020	10	<p>Personality Development</p> <ul style="list-style-type: none"> a- Self-awareness and personality development b- Positive attitude and confidence building c- Time and stress management

		d- Goal setting and Motivation
Dec 2020	12	Soft Skills in Business a- Range of Soft Skills b- Soft skills in service sector c- Soft skills in Management d- Team building and leadership skills e- Dressing and grooming f- Social networking skills
Jan 2021	8	Corporate Communication a- Interview skills (Types) b- Group Discussion c- Corporate Grapevine d- Communication in Crisis
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020-21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Bageshree Deo

Subject – 6002. Networking (Revised 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	Fundamentals of Networking 1.1 Definition, Goals, Applications, Components 1.2 Introduction to topology and types of networks (LAN, MAN, WAN) 1.3 Broadcast & Point-To-Point Networks 1.4 Server Based LANs & Peer-to-Peer LANs 1.5 Protocols and Standards 1.6 Design issues of the layer 1.7 Protocol Hierarchy
Octo., 2020	15	ISO-OSI Reference Model 2.1 Layers in the OSI Model 2.2 Functions of each layer 2.3 SAP 2.4 Connection Oriented and connectionless services 2.4 Peer Entities Internet Model (TCP/IP), TCP/IP Protocol Suite 2.6 Comparison of ISO-OSI & TCP/IP Model Addressing 2.7 Physical, Logical, Port Addresses IP Addressing 2.8 Classful and Classless addressing

Nov., 2020	10	<p>Transmission Media</p> <p>3.1 Guided Media Twisted Pair, Coaxial Cable, Fiber Optic Cables</p> <p>3.2 Unguided Media (Wireless)</p> <p>3.3 Electromagnetic Spectrum for Wireless Communication</p> <p>3.4 Propagation Methods Ground, Sky, Line of Sight</p> <p>3.5 Wireless Transmission Radio Waves Infra-red Micro-wave</p>
Dec 2020	12	<p>Wired and Wireless LANs</p> <p>4.1 IEEE Standards Standard Ethernet Fast Ethernet Gigabit Ethernet</p> <p>4.2 Network Interface Cards (NIC) Functions, Types</p> <p>4.3 Wireless LAN (Introduction) Bluetooth (Architecture, Piconet and Scatternet, Applications) Network Connectivity Devices</p> <p>5.1 Categories of Connectivity Devices Passive & Active Hubs Repeaters Bridges Switches Router Gateways</p> <p>5.2 Firewalls Packet-Filter, Proxy firewall</p>
Jan 2021	8	<p>Network security Importance of network security in an organization. Network Attacks and defense, (Active and Passive) Intrusion Detection System Intrusion Prevention System Virtual Private Network Introduction to Mobile Computing</p>

		1.1 Introduction and need for Mobile computing 1.2 Mobility and portability 1.3 Mobile and Wireless devices 1.4 Applications 1.5 Brief History of wireless communication 1.6 Mobile IP (goals and terminologies) 1.7 Handover 1.8 Agent Discovery
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Bageshree Deo

Subject – 6003. **Advance Java** (Pattern 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	Multithreading 1.1 Introduction to Thread 1.2 Life cycle of thread 1.3 Thread Creation - By using Thread Class - By Using Runnable interface 1.4 Priorities and Synchronization 1.5 Inter thread communication 1.6 Implementation of Thread with Applet
Octo., 2020	15	JDBC 2.1 The design of JDBC 2.2 Basic JDBC program Concept 2.3 Drivers 2.4 Architecture of JDBC 2.5 Making the Connection, Statement, ResultSet, PreparedStatement, CallableStatement 2.6 Executing SQL commands 2.7 Executing queries
Nov.,	10	Servlet

2020		3.1 Introduction 3.2 How It differ from CGI 3.3 Types of servlet 3.4 Life cycle of servlet 3.5 Execution process of Servlet Application 3.6 Session Tracking 3.7 Cookie class 3.8 Servlet- Jdbc JSP 4.1 Introduction to JSP 4.2 Components of JSP Directives, Tags, Scripting Elements 4.3 Execution process of JSP Application 4.4 Building a simple application using JSP 4.5 JSP with Database
Dec 2020	12	Networking and RMI 5.1 The java.net package 5.2 Connection oriented transmission – Stream Socket Class 5.3 Creating a Socket to a remote host on a port (creating TCP client and server) 5.4 Simple Socket Program Example. RMI Remote Method Invocation 5.5 Introduction to remote object RMI architecture 5.6 Stubs and skeleton 5.7 Registry 5.8 Setting up RMI 5.9 Using RMI with applet
Jan 2021	8	Java Beans 6.1 What is bean 6.2 Advantages 6.3 Using Bean Development kit(BDK) 6.4 Introduction to jar and manifest files 6.5 The java beans API
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Amruta Jog

Subject – 6004. **ASP.NET** (Pattern 2017) Class: SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept., 2020	15	<p>INTRODUCTION TO C#</p> <p>1.1 Language Features</p> <p>1.1.1 Data Types, Literals and Variables</p> <p>1.1.2 Operators</p> <p>1.1.3 Program Control Statements</p> <p>1.2 Object Oriented Concepts</p> <p>1.2.1 Introducing Classes & Objects</p> <p>1.2.2 Methods & Classes</p> <p>1.2.3 Operator Overloading</p> <p>1.2.4 Inheritance / Overriding</p> <p>1.2.5 Interfaces, Properties, Access Modifiers</p> <p>1.3 Events & Delegates</p> <p>Developing ASP.NET Applications</p> <p>2.1 Creating Web Forms Application</p> <p>2.2 Code Behind</p> <p>2.3 Global.Asax Application File</p> <p>2.4 Understanding Namespaces</p> <p>2.5 Web Form Fundamentals</p>
Octo.,	15	Web Controls

2020		3.1 Using Controls 3.2 Validation & Rich Controls 3.3 State Management 3.4 Navigating between Forms and Pages 3.5 Using Master Pages for Sitewide Page Templates
Nov., 2020	10	Working with Data 4.1 Accessing Data with the Data Source Web Controls 4.2 Displaying Data with the Data Web Controls 4.3 DataList and DataGrid Controls 4.3.1 Selection & Editing with these Controls 4.4 Crystal Reports with and without wizard
Dec 2020	12	Web Services 5.1 Overview of Web Services 5.2 Creating Web Services 5.3 Using Web Services
Jan 2021	8	Use of Ajax on Web Forms 6.1 Introduction to Ajax Controls 6.2 Using Ajax Controls on Web Forms
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Kaveri Badhwar

Subject – Cyber Security Class – TYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	<p>1.Information Security Concepts</p> <ul style="list-style-type: none"> • Information Security Overview: Background and Current Scenario • Types of Attacks • Goals for Security • E-commerce Security <p>2. Security Threats and Vulnerabilities</p> <ul style="list-style-type: none"> • Overview of Security threats • Weak / Strong Passwords and Password Cracking • Insecure Network connections • Malicious Code • Cyber crime and Cyber terrorism
Oct,2020	15	<p>Information and Network Security</p> <ul style="list-style-type: none"> • Intrusion Detection Systems and Intrusion Prevention Systems • User Management • Overview of Firewalls • Types of Firewalls • VPN Security • Security in Multimedia Networks <p>Virtualization and Cloud Technology and Security</p>
Nov, 2020	10	<p>Cryptography / Encryption</p> <ul style="list-style-type: none"> • Introduction to Cryptography / Encryption • Digital Signatures • Public Key infrastructure

		<ul style="list-style-type: none"> • Applications of Cryptography Tools and techniques of Cryptography
Dec, 2020	12	Cyber Law and IT Act <ul style="list-style-type: none"> • Information Technology Act 2000 • Electronic Governance. • Attribution, Acknowledgement and Dispatch of Electronic Records. • Secure electronic Records and Secure
Jan 2021	8	Regulation of certifying Authorities
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher - Manjusha Wadekar

Subject – 4602 .E-commerce and M-commerce (Class – TYBBA (CA))

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1.Introduction to Ecommerce 1.1 Definition 1.2 Main Activities, Goals of Ecommerce 1.3 Technical Components and Functions of Ecommerce 1.4 Advantages and Disadvantages of Ecommerce 1.5 Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B 2.Electronic Data Interchange (EDI), E-Governance 1.6 Introduction to EDI 1.7 EDI model 1.8 Cost of EDI 1.9 Advantages and Disadvantages of EDI 1.10 Introduction to E-Governance 1.11 E-governance in India
Oct,2020	15	4.Electronic Payment System (EPS) 4.1. Introduction to EPS 4.2 Types of Modern Payment System 4.3 Credit Card system, Smart Card, Micropayment, GIRO, E-Cash, E-cheque, RTGS, NEFT, Stored Value Card 5.Mobile Commerce 5.1 Introduction to Mobile Commerce 5.2 Services of M-commerce 5.3 Difference between M-commerce and PC based E-commerce 5.4 Advantages and Disadvantages of Mcommerce

Nov, 2020	10	6. Threats to Information and Security 6.1 Threats to Information 6.2 Virus – Types 6.3 Hacking 6.4 Natural Calamity 6.5 Failure of System 6.6 Security measures 6.7 Antivirus
Dec, 2020	12	6.8 Cryptography - Encryption, Decryption 6.9 Digital Signature
Jan 2021	8	6.10 Firewall 6.11 Data Recovery methods
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher - Manjusha Wadekar

Subject – 4603 Workshop on Recent Trends In IT. Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics						
July, 2020								
August, 2020								
Sept, 2020	15	<p>Objective: To understand the upcoming trends in IT.</p> <table border="1"> <thead> <tr> <th>Topic</th> <th>No. of Lectures</th> </tr> </thead> <tbody> <tr> <td>Cloud Computing</td> <td>15</td> </tr> <tr> <td>Python</td> <td>30</td> </tr> </tbody> </table> <p>Suggested Reference Material: 1) Learning with Python Paperback – 2015 by Allen Downey, Jeffrey Elkner, Chris Meyers 2) Python: The Complete Reference</p>	Topic	No. of Lectures	Cloud Computing	15	Python	30
Topic	No. of Lectures							
Cloud Computing	15							
Python	30							
Oct,2020	15	<p>E-book –</p> <ol style="list-style-type: none"> The Practice of Computing Using Python, Global Edition by Punch, William F.; Enbody, Richard Programming in Python 3: A Complete Introduction to the Python Language by Summerfield 						
Nov, 2020	10	<p>Reference Links</p> <ol style="list-style-type: none"> https://www.cs.uky.edu/~keen/115/Haltermanpythonbook.pdf 						
Dec, 2020	12	<p>Cloud Computing:</p> <ol style="list-style-type: none"> Cloud Computing: Principles and Paradigms, Editors: Rajkumar Buyya, James Broberg, Andrzej M. Goscinski, Wiley,2011 Cloud Computing Bible, Barrie Sosinsky, Wiley-India, 2010 						

		3.Cloud Security: A Comprehensive Guide to Secure Cloud Computing, Ronald L. Krutz, Russell Dean Vines, Wiley- India,2010
Jan 2021	8	Teaching Methodology: Lecture method, Presentation, Examples. Expected Outcome: Students will know the current technologies and will be able to use it.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30.11. 2020}

Name of the Teacher - Bageshree Deo

Subject – 4603 A Python Programming Class – TYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	10	Introduction to Python Programming <ul style="list-style-type: none"> • What is Python? • Why Python? Script or Program? • Applications of Python • Types of Python IDE – Python flavors • How to install Python IDE on laptops and PCs? Getting Started
Oct,2020	13	Basic Python <ul style="list-style-type: none"> • Python identifiers and reserved words • Lines and indentation, multi-line statements • Comments • Input / Output with print and input functions • Command line arguments and processing command line arguments • Standard data types – basic, none, Boolean (true and false), number • Python strings • Data type conversion • Python basic operators (arithmetic, comparison, assignment, bitwise logical) • Python membership operators (in and not in)

		<ul style="list-style-type: none"> • Operator precedence • Control statements, Python loops, Iterating by subsequence index, loop control statements (break, continue, pass) <p>Mathematical functions and constants (import math), Random number functions</p>
Nov, 2020	13	<p>Python Strings</p> <ul style="list-style-type: none"> • Concept, escape characters • String special operations • String formatting operator • Single quotes, Double quotes, Triple quotes • Raw string, Unicode strings, Built-in string methods • Python Lists – concept, creating and accessing elements, updating and deleting lists, basic list operations, reverse • Indexing, Slicing and Matrices • Built-in list functions • Functional Programming tools – filter(), map() and reduce() <p>Using lists as stacks and Queues, List comprehensions</p> <p>Python tuples and sets</p> <ul style="list-style-type: none"> • Creating and deleting tuples • Accessing values in a tuple • Updating tuples, delete tuple elements • Basic tuple operations • Indexing, Slicing and Matrices, built-in tuple functions <p>Sets – concept and operations</p>
Dec, 2020	9	<p>Python Dictionary</p> <ul style="list-style-type: none"> • Concept (mutable) • Creating and accessing values in a dictionary • Updating dictionary, delete dictionary elements • Properties of dictionary keys <p>Built-in dictionary functions and methods</p> <p>Functions</p> <ul style="list-style-type: none"> • Defining a function (def) • Calling a function • Function arguments – Pass by value, Keyword arguments, Default arguments • Scope of variable – basic rules • Documentation Strings • Variable number of Arguments

		<ul style="list-style-type: none">• Call by Reference• Order of arguments (positional, extra and keyword)• Anonymous functions Recursion
TOTAL	60	

Deccan Education Society's
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TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30.11. 2020}

Name of the Teacher - Vinaya Hasamnis

Subject – 4603B Cloud Computing Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1. Introduction to Cloud Computing 1.1 Cloud Computing (NIST Model) Properties, Characteristics & Disadvantages
Oct,2020	15	2. Cloud Computing Architecture 2.1 Service Models (XaaS) a. Infrastructure as a Service (IaaS) b. Platform as a Service (PaaS) c. Software as a Service (SaaS)
Nov, 2020	10	2.2 Deployment Models Public , Private, Community, Hybrid
Dec, 2020	12	3.Service Management in Cloud Computing Service Level Agreements (SLAs) Resource Management in Cloud Computing
Jan 2021	8	4.Cloud Security i. Infrastructure Security ii.Data security and Storage iii. Identity and Access Management
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher - Amruta Jog

Subject – 4604 Operating System Unix and Linux Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	1. Introduction to Operating Systems General Overview: History of Unix, System Structure, User perspective, Operating system Services, Assumptions about Hardware 2. Introduction to the Kernel Architecture of Unix operating system, Introduction to the system concepts, 1. Kernel data structure, System Administration
Oct, 2020	15	3. Introduction to the File System Pathnames, File system Mounting and unmounting, The organization of the File Tree, File Types, File Attributes, Access Control lists 4. Booting and Shut Down, Scripting and Shell Bootstrapping, Booting PCs, GRUB, Booting with single user mode, Rebooting and Shutting down. Shell Basics, bash scripting, Regular Expression, Perl Programming, Python scripting, Scripting Best Practices, Working with Startup Scripts.
Nov, 2020	10	5. Access Control, Rootly Powers and Controlling Processes Traditional UNIX access control, Modern Access Control, Real-world Access Control, Pseudo-users other than root. Components of a process, the lifecycle of a process, Signals, Kill, Process

		states, nice and renice, ps, Dynamic monitoring with top, prstat and topas, the /proc file system, strace, truss and tusc, runaway processes
Dec, 2020	12	6. Adding New Users and Storage The /etc/passwd file, The /etc/shadow and /etc/security/passwd files, /etc/group file, Adding users, Adding users with useradd Storage: Adding a hard Disk, Storage Hardware, Storage hardware Interfaces,
Jan 2021	8	Software aspects of storage, Formatting, Disk Partitioning, RAID, LVM, Linux File System: The ext family, file system terminology, file system polymorphism, mkfs, fsck, file system mounting, setup for automatic mounting, USB drive mounting, Enabling swapping
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2020 - 21
{From 01. 08. 2020 to 30. 11. 2020}

Name of the Teacher – Vinaya Hasamnis

Subject – 4606 Lab Course on 4603 and 4604 Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2020		
August, 2020		
Sept, 2020	15	<ol style="list-style-type: none"> 1. On the Basis of Project Analysis Documentation Completed in SEM-IV 2. Client Visit 3. Fact Finding, System Study and Document Collection 4. Analysis and Design work. 5. Submission of Project work Using Concepts of System Analysis and Design, SE, OOSE 6. Software Development Using WEB Technology 7. Should Cover Database Design, GUI Design, Validations...
Oct,2020	15	<p>Submission of Documentation and Presentations</p> <ol style="list-style-type: none"> 1) Submission Schedule will be given. The student should submit as per the given Schedule. After finalization two hard bound and a soft copy should be submitted. 2) Project Group formed for the project work can have Maximum Two Members per group. 3) Internal and External Presentation and Viva will be conducted. The student should be present for the project viva.

Nov, 2020	10	Project Evaluation	Total 100
		Coding	25
		Analysis	15
		Documentation	20
		Presentation	15
		Knowledge of particular Language	15
		Understanding of Concept	10
Dec, 2020	12	Project Evaluation will be done by both (Internal and External) Examiners.	
Jan 2021	8		
TOTAL	60		

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Bageshree Deo

Subject – Computer Fundamentals Class – FYBBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Definition, Characteristics of Computer, Block diagram, types, Primary Memory, Secondary Memory,
Octo., 2021	15	Input and Output devices, types of computer languages, Compiler, Interpreter, Number System
Nov., 2021	10	Number system, Types of software, Definition and functions of Operating System, Types of Operating System, Introduction to Android, MS-Word, Ms-Excel, Ms-PowerPoint,
Dec 2021	12	Definition of Communication, types of communication, types of Network, types of cables, Wireless network - Microwave, Satellite network, LAN, MAN, WAN, Types of Topology
Jan 2022	8	Networking Components - Router, Bridge, Hub, Switch, Repeater, Gateway, Introduction to Internet, Internet Protocols, Advantages and Disadvantages of Internet, Internet Services - Bill Payment, Ticket Reservation, Share trading, Information search, Entertainment, Ebooks, Internet Service Provider (ISP)
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Kaveri Badhvar

Subject – **Business Accounting** (Pattern 2017) Class – BBA(CA) Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	<p>Overview Of Business Accounting Introduction, book-keeping and Accountancy ,Development of Accounting Methods, system , concepts and conventions , principles of Accounting and indian GAAP</p> <p>Accounting Documents , Accounting process ,Classification of Accounts, Golden Rules of Accounting , Application of Rules in Deciding Debit and Credit ,Examples</p> <p>Journal : Meaning, features,Advantages and limitations, casting, steps, Illustrations</p>
Octo., 2021	15	<p>Subsidiary books (including cash book) : meaning,need,types of subsidiary book, illustration</p> <p>Ledger: Meaning, format, posting , Balancing of Accounts Trial Balance: Introduction, meaning, purpose, preparation of Trial balance, Illustration</p> <p>Final Account of Sole proprietor: Introduction, Trading A/C, Profit & Loss A/C, Balancesheet, Accounting Treatment of Adjustments in Final Account</p>

Nov., 2021	10	<p>Computerised Accounting Environment Accounting Software, importance of accounting software, Tally , Features of Tally</p> <p>Bills of exchange Introduction, Meaning of bills of exchange, Features, Advantages, Parties, Acceptance, Types of Bills of exchange, Bills receivable, bills payable, honour and dishonour of bill, endorsement, discounting, collection, retirement , renewal, format of bill, cases</p>
Dec 2021	12	<p>Depreciation Methods of charging depreciation - Written Down Value, Straight line method, production method, Block method, Illustrations</p>
Jan 2022	8	<p>Accounting environment Indian Accounting Standard As-1, As-2, As 6, International Accounting Standard (meaning , objective) IFRS (meaning , objective)</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021 - 21
{From 01. 09. 2021 to 31. 12. 2021}

Name of the Teacher – Seema Nair

Subject - Business Statistics Class - FYBBA CA Div: A

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sep, 2021	15	Permutations and Combinations of n dissimilar objects, taken r at a time. Problems. Random experiments, All possible outcomes (Sample Space), Events, Algebra of events.
Oct 2021	15	Classical definition of probability, Addition theorem of probability (without proof), Independence of events, Bayes' Theorem. Problems Discrete Uniform Probability distribution, Cumulative probability distribution, Mean, Variance (without proof)
Nov, 2021	10	Binomial Probability distribution, Mean, Variance (without proof) Poisson Probability Distribution, Mean, Variance (without proof) Problems Introduction and Terminology in theory of attributes; Methods of Studying Association: Proportion Method

Dec, 2021	12	Yule's Co-efficient of Association Partial Association and Illusory Association. Problems Introduction to Use of Statistics in Quality Control; Control Charts, Types of Control Charts, Setting up Control Procedure. X Chart, R Chart, C Chart, Advantages and Limitations of Statistical Quality Control technique. Problems on charts
Jan 2022	8	
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Vinaya Hasamnis

Subject – Database Management Systems Class : FYBBA CA Div.- A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	3.1 Relational Database design : Functional Dependency – definition, trivial and non-trivial FD, closure of FD set, closure of attributes, irreducible set of FD, 3.2 Normalization – 1NF, 2NF, 3NF, Decomposition using FD- dependency preservation, BCNF, Multivalued dependency, 4NF, Join dependency and 5NF
Octo., 2021	15	4.1 SQL Concepts : Basics of SQL, DDL, DML, DCL commands in detail 4.2 structure - creation, alteration, defining constraints – Primary key, foreign key, unique, not null, check, IN operator
Nov., 2021	10	5.1 Functions - aggregate functions, Built-in functions – numeric, date, string functions 5.2 set operations, sub-queries, correlated sub-queries & PRACTICALS
Dec 2021	12	5.3 Use of group by, having, order by, join and its types, Exist, Any, All, view and its types transaction control commands – Commit, Rollback, Savepoint
Jan 2022	8	LAB WORK
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-21
From 1. 09. 2021 to 31.12. 2021

Name of the Teacher - Amruta Jog

Subject - C Programming

Class – FYBBA (CA)

Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	<p>Introduction to Algorithmic Analysis</p> <ul style="list-style-type: none"> • Algorithm-Definition and characteristics • Algorithms for basic problems <ul style="list-style-type: none"> - Determining if a number is +ve / -ve / even / odd - Maximum of 2 numbers, 3 numbers <p>Introduction to C language</p> <ul style="list-style-type: none"> • A brief history of C • Features & characteristics of C • Language fundamentals <ul style="list-style-type: none"> - Character set, tokens - Keywords and identifiers - Constants Integer, Floating Point, Character, String, Enumeration - Variables and data types - Types of operators - Arithmetic, Relational, Logical, Increment Decrement , Assignment, Conditional - Precedence and Associativity of operators - Type conversion in Expression - Implicit and Explicit - Console based I/O and built-in I/O functions. <p>Decision Making and looping</p> <ul style="list-style-type: none"> • Decision making structure <ul style="list-style-type: none"> - If statement - If-else statement - Nested if – else statement - Conditional operator - Switch statement

<p>Oct,2021</p>	<p>15</p>	<ul style="list-style-type: none"> • Loop control structures - while loop - Do-while loop - For loop • Jump statements - break - continue - goto - exit <p>Functions and pointers</p> <ul style="list-style-type: none"> - Purpose of function - Function definition - Function declaration - Function call - Types of functions - Call by value and call by reference - Storage classes - Automatic Storage, Extern Storage, Static Storage, Register Storage - Recursion • Introduction to pointer - Definition - Declaration - Initialization - Indirection operator and address of operator - Pointer arithmetic - Dynamic memory allocation - Functions and pointers <p>Arrays and Strings</p> <ul style="list-style-type: none"> • Introduction to one-dimensional Array - Definition , Declaration, Initialization • Memory Representation • Processing one-dimensional array
<p>Nov, 2021</p>	<p>10</p>	<ul style="list-style-type: none"> • Arrays and functions. • Introduction to two –dimensional Array - Definition Declaration, Initialization - Memory Representation • Processing two-dimensional array • Introduction to Strings • Standard library functions • Implementation with standard library functions <p>Structures and union</p> <ul style="list-style-type: none"> • Introduction to structure - Definition - Declaration - Accessing members

		<ul style="list-style-type: none"> • Operations on structures
Dec, 2021	12	<ul style="list-style-type: none"> • Nested structure, Arrays and Structures, Passing structure to function, Structure pointer, typedef keyword • Introduction to union <ul style="list-style-type: none"> - Definition - Declaration • Differentiate between structure and union <p>C Preprocessor</p> <ul style="list-style-type: none"> - Definition of preprocessor - Macro substitution directive - File inclusion directive - Conditional compilation directives
Jan 2022	8	<p>File handling</p> <ul style="list-style-type: none"> • Definitions of files • File opening modes • Standard File I/O functions • Random access to files • Command line argument
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Kaveri Badhvar

Subject – 4201 Introduction to cost accounting Class – FYBBA (CA) Div : A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	<p>Overview of cost accounting Concept of Cost, Costing, Cost Accounting & Cost Accountancy, origin, limitations of financial accounting, objective of cost Accounting Advantages, limitations,differences between cost and financial accounting,cost unit, cost center</p> <p>Elements of Cost Direct cost and indirect Cost , Material, labour, Expenses</p>
Octo., 2021	15	<p>Preparation of cost sheet Classification of Cost , Types of Cost Division of Cost, Cost sheet items to be included and excluded from Cost,Types Preparation of Cost Sheet</p>
Nov., 2021	10	<p>Introduction to Material Management Concept of Inventory, Inventory Management,types, Mehods of inventoy Valuation, ,Fixation of Inventory,Inventory Control</p>
Dec 2021	12	<p>Tally With Inventory : creation of company with inventory , create godown, stock items, level of inventory , Inventory</p>

		vouchers, stock Journals, features(F11),configuration(F12)
Jan 2022	8	Labour Cost Meaning, Introduction, Records and methods of remuneration, incentive plans Time keeping, Bo0k keeping, Time wage, piece ratesystem
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021 - 21
{From 01. 02. 2021 to 31. 05. 2021}

Name of the Teacher - Seema Nair

Subject - Business Mathematics Class – FY BBA CA Div – A

Name of the Department- BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Ratio Proportion and Percentage, , profit and loss, commission and brokerage Interest - Simple, Compound, Compounded more than once in a year, Annuity - Immediate EMI, Depreciation of Assets, Sinking fund, Problems related to business
Octo., 2021	15	Determinants of order 2 & 3, properties, Types of Matrices and Matrix operations, inverse of a matrix, solving a system of linear equations, Application of matrices to Leontief's open input - output model
Nov., 2021	10	Application of matrices to Leontief's open input - output model, Meaning of LPP; Formation of LPP, Solution by Graphical Method
Dec 2021	12	Meaning of Transportation Problem, Methods of finding Initial Basic Feasible Solution by – i) North-West Corner Method; ii) Matrix Minima Method; iii) Vogel's Approximation Method
Jan 2022	8	
TOTAL	60	

Date - Sign. of the Teacher -----

Sign. of HOD----- Name of the HOD -----

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021 - 22
 {From 01. 02. 2021 to 31. 05. 2021}

Name of the Teacher – Bageshree Deo

Subject – Software Engineering Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	System Concepts Introduction to System Characteristics of System Elements of System Types of System System Analysis Techniques Definition of System Analysis Fact finding Techniques Feasibility Study System Requirement Specification (SRS) Role of System Analyst Knowledge and Skills required by System Analyst
Octo., 2021	15	System Design Tools Context Level Diagram (CLD) Data Flow Diagram (DFD) Decision Table, Decision Tree Entity Relationship Diagram (ERD)
Nov., 2021	10	System Testing and Quality Assurance Definition of Testing Types of Testing Black- Box Testing - Types White Box Testing - Types Unit Testing Integration Testing Acceptance Testing Definition of Quality McCall's Quality Factors ISO - CMM

		Introduction to Six Sigma
Dec 2021	12	System Implementation Implementation Approaches Incremental Traditional Implementation steps Post Implementation Review
Jan 2022	8	System Maintenance System Development Models SDLC Waterfall Model Spiral Model Prototyping Model Agile Process, Principles and Politics Human Factors Agile Process Models - Adaptive Software Development, Scrum, Dynamic SystemsDevelopment Method
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Second Semester 2021 - 22
{ From 01. 02. 2021 to 31. 05. 2021 }

Name of the Teacher – Manjusha Dorlikar

Subject – 4204 Relational Data Base Management System

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	PL SQL - 1.1 Exception Handling 1.2 Trigger 1.3 Functions 1.4 Procedure 1.5 Cursor Package
Octo., 2021	15	Transaction: 1.1 ACID Properties 2.2 Phases of Transaction 2.3 scheduling serializable schedule
Nov., 2021	10	3.1 Locks Two-Phase Locking 2PL 3.2 Strict Two-Phase Locking 3.3 Timestamp-based Protocols, Timestamp Ordering Protocol 3.4 Deadlock Prevention 3.5.1 Wait-Die Scheme 3.5.2 Wound-Wait Scheme 3.6 Deadlock Avoidance, Wait-for Graph
Dec 2021	12	4.1 Database Recovery: Database Backup & Recovery from Catastrophic Failure, Remote Backup, Transaction failure,
Jan 2022	8	Log-based Recovery, Recovery with Concurrent Transactions
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-2021
From 01.2.2021 to 15.05.2021

Name of the Teacher – Amruta Jog

Subject – Data Structures Using C Class – FY BBA CA Div – A
FYBBA(CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	<ul style="list-style-type: none"> • Introduction to Data structure <ul style="list-style-type: none"> - Types of Data structure - Abstract Data Types (ADT) • Polynomial representation Using array <ul style="list-style-type: none"> - Evaluation of Polynomial - Addition of two polynomials • Searching and Sorting Techniques <ul style="list-style-type: none"> - Linear Search - Binary Search (Recursive, Non-Recursive) - Bubble Sort - Insertion Sort
Octo., 2021	15	<ul style="list-style-type: none"> - Selection Sort - Quick Sort - Merge Sort • Linked List <ul style="list-style-type: none"> -Introduction - Concept of Linked List, Difference between an array and Linked list - Static & Dynamic Representation - Types of linked List

		<ul style="list-style-type: none"> - Singly Linked list with all type of operations - Doubly Linked list (Create, Display) - Circularly Singly Linked list (Create,Display) - Generalized Linked List
Nov., 2021	10	<ul style="list-style-type: none"> • Stack and Queue <ul style="list-style-type: none"> - Introduction stack - Static and Dynamic Representation - Primitive Operations on stack - Application of Stack - Evaluation of postfix and prefix expression - Conversion of expressions- Infix to prefix & Infix to postfix, postfix to infix, postfix to prefix, prefix to infix , prefix to postfix • Queue <ul style="list-style-type: none"> - Introduction queue - Static and Dynamic Representation - Primitive Operations on Queue - Application of Queue - Types of Queue <ul style="list-style-type: none"> Circular Queue Dequeue Priority Queue
Dec 2021	12	<ul style="list-style-type: none"> • Trees <ul style="list-style-type: none"> - Introduction - Definition and Basic Terminologies - Static and Dynamic Representation - Types of tree - Operations on Binary Tree & Binary Search Tree - Tree Traversal <ul style="list-style-type: none"> Inorder, Preorder, Postorder (Recursive) - AVL Tree <ul style="list-style-type: none"> Definition Insertion into an AVL tree
Jan 2022	8	<ul style="list-style-type: none"> • Graphs <ul style="list-style-type: none"> - Terminology associated with graphs. - Representation of graphs <ul style="list-style-type: none"> -Adjacency Matrix - Adjacency List - In degree , out degree of graph

		<ul style="list-style-type: none">- Traversal of Graphs DFS , BFS- Spanning Tree<ul style="list-style-type: none">-Definition-Cost of spanning tree-Kruskal's algorithm to determine minimum cost spanning tree
TOTAL	60	

Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021 - 22
 {From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Bharati Upadhye

Subject – Principles of Management and Human Resource Management

Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & techniques Organising- Concept,Types, importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance
Octo., 2021	15	Direction, Concept, Principles Motivation- Concept, Importance Leadership

		<p>meaning, styles & functions of leader</p> <p>Controlling</p> <p>meaning, importance, nature, techniques</p> <p>Co-ordination Concept</p>
Nov., 2021	10	<p>Human Resource Management: Introduction, development of HRM concept,</p> <p>HRD & HRM, Role of HR Manager, Structure of HRM dept.</p> <p>Duties & Responsibilities of Manager</p>
Dec 2021	12	<p>Manpower Planning: Concept, Importance, Short & Long term Manpower Planning</p> <p>Concept of Succession Planning.</p> <p>Recruitment & Selection: Importance, Sources of recruitment, procedure</p> <p>Training & Development: Training Need, Types of Training</p>
Jan 2022	8	<p>Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis</p> <p>Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing</p> <p>Changes in technology, Health, family and work life balance, Cross cultural Training</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021 - 22
{From 01. 02. 2021 to 31. 05. 2022}

Name of the Teacher – Manjusha Wadekar

Subject – 4302 Operating System Class – FY BBA CA Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Nature of Management Meaning, Definition, Concept, purpose, importance & Functions Management as a Social System, Universality of Management Concept of management, Administration and Organization
Octo., 2021	15	Functions of Management: part -I Planning- Concept, Importance Forecasting -Concept, Techniques Decision Making Concept, importance & Techniques Organising- Concept, Types, Importance Delegation of authority, difficulties in delegation Decentralisation and centralisation Staffing, Concept, Importance meaning, importance Direction, Concept, Principles Motivation- Concept, Importance Leadership meaning, styles & functions of leader Controlling

		meaning, importance,nature, techniques Co-ordination Concept
Nov., 2021	10	Human Resource Management: Introduction, development of HRM concept, HRD & HRM, Role of HR Manager, Structure of HRM dept. Duties & Responsibilities of Manager
Dec 2021	12	Manpower Planning: Concept, Importance, Short & Long term Manpower Planning Concept of Succession Planning. Recruitment & Selection: Importance, Sources of recruitment, procedure Training & Development: Training Need, Types of Training
Jan 2022	8	Recent Trends : Quality Circle, Time Management, TQM, SWOT Analysis Attrition, Re-engineering, Contingent work force, Work force diversity, Downsizing, Employee involvement, Outsourcing Changes in technology, Health, family and work life balance, Cross cultural Training

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Bageshree Deo

Subject – 4303 Object Oriented Programming Using C++

Class – FY BBA CA

Div – A

Name of the Department – BBA

Unit No.	No. of Lectures.	Topic
July, 2021		
August, 2021		
Sept., 2021	15	1. Introduction to C++ 1.1 Basic concepts of OOP, benefits, applications of OOP 1.2 A simple C++ program 1.3 Structure of C++ program Creating a source file, compiling and Linking 1.4 Data types - Basic, User defined and Derived 1.5 Symbolic constant 1.6 Type Compatibility 1.7 Variables - Declaration and Dynamic initialization 1.8 Reference variable 1.9 Operators in C++ Scope resolution operator Member Referencing operators Memory management operators Manipulators Type cast operators
Octo., 2021	15	2.Functions in C++ 2.1 Introduction 2.2 The main function 2.3 Function prototyping

		2.4 Call by reference 2.5 Return by reference 2.6 Inline function – Making an outside function In line 2.7 Arguments - default, constant
Nov., 2021	10	3. Classes and Objects 3.1 Introduction 3.2 Creating a class and objects 3.3 Defining member functions inside and outside class definition 3.4 Nesting of member functions 3.5 Private member functions 3.6 Arrays within a class 3.7 Memory allocation of objects 3.8 Static data members and static member functions 3.9 Array of objects 3.10 Objects as function arguments 3.11 Friend functions 3.12 Returning objects
Dec 2021	12	4.Constructor & Destructor 4.1 Constructors 4.2 Types of constructor 4.3 Destructors Polymorphism 5.1 Compile Time Polymorphism 5.1.1 Function overloading 5.1.2 Operator Overloading Introduction 5.1.3 Overloading unary and binary operator 5.1.4 Overloading using friend function 5.1.5 Overloading insertion and extraction operators 5.1.6 String manipulation using operator overloading 5.2 Runtime Polymorphism 5.2.1 this Pointer, pointers to objects, pointer to derived classes 5.2.2 Virtual functions and pure virtual functions
Jan 2022	8	6.Inheritance 6.1 Introduction 6.2 Base class and derived class examples 6.3 Types of Inheritance 6.4 Virtual base class 6.5 Abstract class 6.6 Constructors in derived class 8. The C++ I/O System Basics and Working with Files 8.1 C++ streams and C++ stream classes

		8.2 Unformatted I/O operations 8.3 Formatted console I/O operations 8.4 Managing output with manipulators 8.5 Working with Files 8.5.1 Classes for File Stream operations 8.5.2 File operations - Opening, Closing and updating 8.5.3 Error handling during File operations 8.6 Command Line arguments 9. Templates and Exception Handling 9.1 Introduction 9.2 Class Templates 9.3 Function Templates 9.4 Exception Handling(Introduction)
TOTAL	60	

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

Name of the Teacher – Amruta Jog

Subject – **Object Oriented Software Engineering** (Pattern 2017)

Class – FY BBA CA

Div – A

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	<ol style="list-style-type: none">1. Object Oriented Concepts, Modeling and UML<ol style="list-style-type: none">1.1 What is Object Orientation? (Introduction to class, object, inheritance, polymorphism)1.2 Introduction of Modeling1.3 Object Oriented Modeling<ol style="list-style-type: none">1.3 Object oriented system development<ol style="list-style-type: none">1.3.1 Function/data methods1.3.2 Object oriented analysis1.3.3 Object oriented construction1.3.4 Object oriented testing1.4 Identifying the elements of an object model<ol style="list-style-type: none">1.4.1 Identifying classes and objects1.4.2 Specifying the attributes1.4.3 Defining operations1.4.4 Finalizing the object definition

Oct,2021	15	<ul style="list-style-type: none"> 2. Introduction to UML 2.1 Overview of UML 2.2 Introduction to UML Diagrams 2.3 Relationships in UML 2.4 Things in UML 2.5 Architecture 2.6 Advantages of UML 2.7 Limitations of UML 3. Working with UML Diagrams 3.1 Use Case Diagrams 3.2 Class Diagrams 3.3 Sequence Diagrams 3.4 Activity Diagram 3.5 State Chart Diagram 3.6 Collaboration, Components, Deployment Diagrams
Nov, 2021	10	<ul style="list-style-type: none"> 4. Object Oriented Analysis 4.1 Iterative Development 4.2 Understanding requirements 4.3 Unified process & UP Phases 4.3.1 Inception 4.3.2 Elaboration 4.3.3 Construction 4.3.4 Transition
Dec, 2021	12	<ul style="list-style-type: none"> 5. Object Oriented Design 5.1 Introduction to various methods 5.2 Generic components of OO Design model 5.3 System Design process 5.3.1 Partitioning the analysis model 5.3.2 Concurrency and subsystem allocation 5.3.3 Task Management component 5.3.4 Data Management component 5.3.5 Resource Management component 5.3.6 Inter sub-system communication
	8	5.4 Object Design process
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher –_Vinaya Hasamnis

Subject - Web Technology 1 Class : SYBCA Div :A

Name of the Department -BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Web Essentials 1.1 Clients- Servers and Communication 1.2 Internet-Basic ,Internet Protocols(HTTP,FTP,IP) 1.3 World Wide Web(WWW) 1.4 HTTP request message, HTTP response message Markup Languages 2.1 Introduction to HTML 2.2 Basic HTML Structure 2.3 Common HTML Tags 2.4 Physical and Logical HTML 2.5 Types of Images, client side and server-side Image mapping 2.6 List, Table, Frames 2.7 Embedding Audio, Video 2.8 HTML form and form elements 2.9 Introduction to HTML Front Page 2.10 CSS with HTML
Octo.,	15	JAVA Script

2021		3.1 Introduction to Java Script 3.2 Identifier & operator, control structure, functions 3.3 Document object model(DOM), 3.4 DOM Objects(window, navigator, history, location) 3.5 Predefined functions, math & string functions 3.6 Array in Java scripts 3.7 Event handling in Java script
Nov., 2021	10	Introduction to PHP 1.1 Introduction to PHP 1.2 What does PHP do? 1.3 Lexical structure 1.4 Language basics 1.4.1 Variable, constant, keywords, Data Types 1.4.2 Control Structures 1.4.3 Variables variable 1.4.4 Type casting, Type Juggling 1.4.5 \$ GET, \$ POST,\$ REQUEST Variables Definition
Dec 2021	12	Function and String in PHP 2.1 Defining and calling a function 2.2 Default parameters 2.3 Variable parameters, Missing parameters 2.4 Variable function, Anonymous function
Jan 2022	8	2.5 Types of strings in PHP 2.6 Printing functions 2.7 Encoding and escaping 2.8 Comparing strings 2.9 Manipulating and searching strings
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Manjusha Wadekar

Subject - 4401 WebPage Designing Class : SYBCA Div. : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	<ul style="list-style-type: none"> • WordPress – An overview • What is WordPress? • How to install it? • Basics of WordPress • Pages • Theme – Free and Paid • Customizing Theme • Parent Theme • Child Theme 3. Home Page <ul style="list-style-type: none"> • Buttons • Plugins
Oct, 2021	15	4. Technical Support 5. Making a sample website using free theme 6. Deploying WordPress Website
Nov, 2021	10	1. Bootstrap – An Overview Installation 2. Components of Bootstrap 3. CSS 4. Getting started 5. Typography Tables

		<p>Images Grid Basic etc</p> <p>6. Templates</p> <p>7. Implementing Bootstrap - Demo</p>
Dec, 2021	12	<p>Animation</p> <p>Suggested Reference Material –</p>
Jan 2022	8	<p>Teaching Methodology –</p> <ol style="list-style-type: none"> 1. Classroom Teaching 2. Lab Sessions 3. Online Material 4. Online Assignment 5. Online Submission
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Kausar Biyabani

Subject -4402 **Software Testing** (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1. Software Testing Introduction, Nature of errors, Testing principles & Testing fundamentals, Debugging
Oct, 2021	15	2. Approaches to Testing White Box Testing, Black Box Testing, Gray Box Testing, Unit Testing Integration- Top-down ,Bottom up Big Bang Sandwich
Nov, 2021	10	3. Testing for Specialized Environments Testing GUI's, Testing of Client/Server Architectures, Testing Documentation and Help Facilities, Testing for Real-
Dec, 2021	12	Software Testing Strategies & Software metrics Validation Testing System Testing, verification, Performance Testing, Regression Testing, Agile testing, Acceptance testing ,Smoke Testing ,Load Testing, Introduction, Basic Metrics, Complexity Metrics
Jan 2021	8	Specialized Testing & Testing Tools (Introduction) Test Case Design, Junit, Apache Jmeter, Winrunner Loadrunner, Rational Robot
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Bageshree Deo

Subject - 4403 Core Java (Pattern 2017) Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1.Introduction to Java 1.1 Features of java 1.2 JDK Environment & tools like (java, javac, appletviewer, javadoc, jdb) OOPs Concepts - 1.3 Class, Abstraction, Encapsulation, Inheritance, Polymorphism 1.4 Difference between C++ and Java 1.5 Structure of java program 1.6 Data types , Variables, Operators, Keywords, Naming Convention 1.7 Decision Making (if, switch), Looping (for, while) 1.8 Type Casting 1.9 Array Creating an array Types of Array - One Dimensional arrays - Two Dimensional array 1.10 String - Arrays , Methods. - StringBuffer class

Oct, 2021	15	<p>2.Classes and Objects</p> <p>2.1 Creating Classes and objects</p> <p>2.2 Memory allocation for objects</p> <p>2.3 Constructor</p> <p>2.4 Implementation of Inheritance Simple, Multilevel</p> <p>2.5 Interfaces</p> <p>2.6 Abstract classes and methods</p> <p>2.7 Implementation of Polymorphism</p> <p>2.8 Method Overloading, Method Overriding</p> <p>2.9 Nested and Inner classes.</p> <p>2.10 Modifiers and Access Control</p> <p>2.11 Packages - Creating user defined packages</p> <p>2.12 Java Built in packages java.lang->math java.util->Random, Date, Hashtable</p> <p>2.13 Wrapper classes</p>
Nov, 2021	10	<p>Collection</p> <p>3.1 Collection Framework.</p> <p>3.1.1 Interfaces</p> <ul style="list-style-type: none"> - Collection - List - Set - SortedSet - Enumeration - Iterator - ListIterator <p>3.1.2. Classes</p> <ul style="list-style-type: none"> - LinkedList - ArrayList - Vector - HashSet - TreeSet - Hashtable <p>3.2 Working with maps</p> <p>3.2.1 Map interface</p> <p>3.2.2 Map classes</p> <ul style="list-style-type: none"> - HashMap - TreeMap

Dec, 2021	12	File and Exception Handling Exception 4.1 Exception types 4.2 Using try catch and multiple catch Nested try, throw, throws and finally 4.3 Creating user defined Exceptions File Handling 4.4 Stream ByteStream Classes CharacterStream Classes 4.5 File IO basics 4.6 File operations Creating file Reading file(character, byte) Writing file (character, byte) 5. Applet, AWT and Swing Programming Applet 5.1 Introduction 5.2 Types applet 5.3 Applet Life cycle - Creating applet - Applet tag 5.4 Applet Classes - Color - Graphics - Font
Jan 2022	8	AWT 5.5 Components and container used in AWT 5.6 Layout managers 5.7 Listeners and Adapter classes 5.8 Event Delegation model Swing 5.9 Introduction to Swing Component and Container Classes
TOTAL	38	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fourth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Kausar Biyabani

Subject – 4404. Web Technology 2 Class SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1.Arrays in PHP 1.1 Indexed Vs Associative arrays 1.2 Identifying elements of an array 1.3 Storing data in arrays 1.4 Multidimensional arrays 1.5 Extracting multiple values 1.6 Converting between arrays and variables 1.7 Traversing arrays 1.8 Sorting 1.9 Action on entire arrays
Oct, 2021	15	2.Introduction to Object Oriented Programming in PHP 2.1 Classes 2.2 Objects 2.3 Introspection 2.4 Serialization 2.5 Inheritance 2.6 Interfaces 2.7 Encapsulation 3. Web Techniques 3.1 Web Variables 3.2 Server information 3.3 Self Processing forms 3.4 Setting response headers 3.5 Maintaining state (Cookies and Sessions)

Nov, 2021	10	Databases 4.1 Using PHP to access a databases 4.2 Mysql Database functions 4.3 Relational databases and SQL 4.4 PEAR DB basics 4.5 Advanced database techniques 4.6 Sample application
Dec, 2021	12	Ajax 6.1 Understanding Java Script for AJAX 6.2 Ajax Web Application Model 6.3 AJAX-PHP Framework 6.4 Performing AJAX Validation 6.5 Handling XML Data using PHP and AJAX 6.6 Connecting database using PHP and AJAX
	8	7. JQUERY 7.1 JQUERY Basics 7.2 Selectors, Attributes 7.3 Traversing, DOM, Events 7.4 Ajax 7.5 Effects
TOTAL	60	

TEACHING PLAN – for Fifth Semester 2021-22

{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Kaveri Badhwar

Subject – 4501 **Business Communication and Soft Skills**

Class : SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021		Basics of communication a- Importance of effective communication b- Interpersonal communication c- Verbal and Non-verbal communication d- Listening Skills Business Communications a- Letter Writing b- Telephonic communication, Videoconferencing, Skype c- Written communication (email and resume building)
Octo., 2021	15	Public speaking skills a- Preparing a good speech b- Commandments of good speaking c- Effective use of audio-visual aids d- Presentation skills
Nov., 2021	10	Personality Development a- Self-awareness and personality development b- Positive attitude and confidence building c- Time and stress management d- Goal setting and Motivation

Dec 2021	12	Soft Skills in Business a- Range of Soft Skills b- Soft skills in service sector c- Soft skills in Management d- Team building and leadership skills e- Dressing and grooming f- Social networking skills
Jan 2022	8	Corporate Communication a- Interview skills (Types) b- Group Discussion c- Corporate Grapevine d- Communication in Crisis
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021-22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher – Manjusha Wadekar

Subject – 4502. Networking (Revised 2017)

Class : SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Fundamentals of Networking 1.1 Definition, Goals, Applications, Components 1.2 Introduction to topology and types of networks (LAN, MAN, WAN) 1.3 Broadcast & Point-To-Point Networks 1.4 Server Based LANs & Peer-to-Peer LANs 1.5 Protocols and Standards 1.6 Design issues of the layer 1.7 Protocol Hierarchy
Octo., 2021	15	ISO-OSI Reference Model 2.1 Layers in the OSI Model 2.2 Functions of each layer 2.3 SAP 2.4 Connection Oriented and connectionless services 2.4 Peer Entities Internet Model (TCP/IP), TCP/IP Protocol Suite 2.6 Comparison of ISO-OSI & TCP/IP Model Addressing

		<p>2.7 Physical, Logical, Port Addresses IP Addressing</p> <p>2.8 Classful and Classless addressing</p>
Nov., 2021	10	<p>Transmission Media</p> <p>3.1 Guided Media Twisted Pair, Coaxial Cable, Fiber Optic Cables</p> <p>3.2 Unguided Media (Wireless)</p> <p>3.3 Electromagnetic Spectrum for Wireless Communication</p> <p>3.4 Propagation Methods Ground, Sky, Line of Sight</p> <p>3.5 Wireless Transmission Radio Waves Infra-red Micro-wave</p>
Dec 2021	12	<p>Wired and Wireless LANs</p> <p>4.1 IEEE Standards Standard Ethernet Fast Ethernet Gigabit Ethernet</p> <p>4.2 Network Interface Cards (NIC) Functions, Types</p> <p>4.3 Wireless LAN (Introduction) Bluetooth (Architecture, Piconet and Scatternet, Applications) Network Connectivity Devices</p> <p>5.1 Categories of Connectivity Devices Passive & Active Hubs Repeaters Bridges Switches Router Gateways</p> <p>5.2 Firewalls Packet-Filter, Proxy firewall</p>
Jan 2022	8	<p>Network security Importance of network security in an organization. Network Attacks and defense, (Active and Passive) Intrusion Detection System Intrusion Prevention System Virtual Private Network Introduction to Mobile Computing</p>

		1.1 Introduction and need for Mobile computing 1.2 Mobility and portability 1.3 Mobile and Wireless devices 1.4 Applications 1.5 Brief History of wireless communication 1.6 Mobile IP (goals and terminologies) 1.7 Handover 1.8 Agent Discovery
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Amruta Jog

Subject – 4503. **Advance Java** (Pattern 2017)

Class : SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	Multithreading 1.1 Introduction to Thread 1.2 Life cycle of thread 1.3 Thread Creation - By using Thread Class - By Using Runnable interface 1.4 Priorities and Synchronization 1.5 Inter thread communication 1.6 Implementation of Thread with Applet
Octo., 2021	15	JDBC 2.1 The design of JDBC 2.2 Basic JDBC program Concept 2.3 Drivers 2.4 Architecture of JDBC 2.5 Making the Connection, Statement, ResultSet, PreparedStatement, CallableStatement 2.6 Executing SQL commands 2.7 Executing queries
Nov.,	10	Servlet

2021		3.1 Introduction 3.2 How It differ from CGI 3.3 Types of servlet 3.4 Life cycle of servlet 3.5 Execution process of Servlet Application 3.6 Session Tracking 3.7 Cookie class 3.8 Servlet- Jdbc JSP 4.1 Introduction to JSP 4.2 Components of JSP Directives, Tags, Scripting Elements 4.3 Execution process of JSP Application 4.4 Building a simple application using JSP 4.5 JSP with Database
Dec 2021	12	Networking and RMI 5.1 The java.net package 5.2 Connection oriented transmission – Stream Socket Class 5.3 Creating a Socket to a remote host on a port (creating TCP client and server) 5.4 Simple Socket Program Example. RMI Remote Method Invocation 5.5 Introduction to remote object RMI architecture 5.6 Stubs and skeleton 5.7 Registry 5.8 Setting up RMI 5.9 Using RMI with applet
Jan 2022	8	Java Beans 6.1 What is bean 6.2 Advantages 6.3 Using Bean Development kit(BDK) 6.4 Introduction to jar and manifest files 6.5 The java beans API
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Fifth Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher – Manjusha Wadekar

Subject – 4504. **ASP.NET** (Pattern 2017)

Class : SYBCA Div. A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept., 2021	15	<p>INTRODUCTION TO C#</p> <p>1.1 Language Features</p> <p>1.1.1 Data Types, Literals and Variables</p> <p>1.1.2 Operators</p> <p>1.1.3 Program Control Statements</p> <p>1.2 Object Oriented Concepts</p> <p>1.2.1 Introducing Classes & Objects</p> <p>1.2.2 Methods & Classes</p> <p>1.2.3 Operator Overloading</p> <p>1.2.4 Inheritance / Overriding</p> <p>1.2.5 Interfaces, Properties, Access Modifiers</p> <p>1.3 Events & Delegates</p> <p>Developing ASP.NET Applications</p> <p>2.1 Creating Web Forms Application</p> <p>2.2 Code Behind</p> <p>2.3 Global.Asax Application File</p> <p>2.4 Understanding Namespaces</p> <p>2.5 Web Form Fundamentals</p>
Octo., 2021	15	<p>Web Controls</p> <p>3.1 Using Controls</p>

		3.2 Validation & Rich Controls 3.3 State Management 3.4 Navigating between Forms and Pages 3.5 Using Master Pages for Sitewide Page Templates
Nov., 2021	10	Working with Data 4.1 Accessing Data with the Data Source Web Controls 4.2 Displaying Data with the Data Web Controls 4.3 DataList and DataGrid Controls 4.3.1 Selection & Editing with these Controls 4.4 Crystal Reports with and without wizard
Dec 2021	12	Web Services 5.1 Overview of Web Services 5.2 Creating Web Services 5.3 Using Web Services
Jan 2022	8	Use of Ajax on Web Forms 6.1 Introduction to Ajax Controls 6.2 Using Ajax Controls on Web Forms
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher - Bageshree Deo

Subject – Cyber Security Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	<p>1.Information Security Concepts</p> <ul style="list-style-type: none"> • Information Security Overview: Background and Current Scenario • Types of Attacks • Goals for Security • E-commerce Security <p>2. Security Threats and Vulnerabilities</p> <ul style="list-style-type: none"> • Overview of Security threats • Weak / Strong Passwords and Password Cracking • Insecure Network connections • Malicious Code • Cyber crime and Cyber terrorism
Oct,2021	15	<p>Information and Network Security</p> <ul style="list-style-type: none"> • Intrusion Detection Systems and Intrusion Prevention Systems • User Management • Overview of Firewalls • Types of Firewalls • VPN Security • Security in Multimedia Networks <p>Virtualization and Cloud Technology and Security</p>

Nov, 2021	10	Cryptography / Encryption <ul style="list-style-type: none"> • Introduction to Cryptography / Encryption • Digital Signatures • Public Key infrastructure • Applications of Cryptography Tools and techniques of Cryptography
Dec, 2021	12	Cyber Law and IT Act <ul style="list-style-type: none"> • Information Technology Act 2000 • Electronic Governance. • Attribution, Acknowledgement and Dispatch of Electronic Records. • Secure electronic Records and Secure Regulation of certifying Authorities
Jan 2022	8	
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher - Manjusha Wadekar

Subject – 4602 E-commerce and M-commerce (Class – TYBBA (CA))

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1.Introduction to Ecommerce 1.1 Definition 1.2 Main Activities, Goals of Ecommerce 1.3 Technical Components and Functions of Ecommerce 1.4 Advantages and Disadvantages of Ecommerce 1.5 Ecommerce Business Models - B2B, B2C, C2C, C2B, B2G, G2B 2.Electronic Data Interchange (EDI), E-Governance 1.6 Introduction to EDI 1.7 EDI model 1.8 Cost of EDI 1.9 Advantages and Disadvantages of EDI 1.10 Introduction to E-Governance 1.11 E-governance in India
Oct,2021	15	4.Electronic Payment System (EPS) 4.1. Introduction to EPS 4.2 Types of Modern Payment System 4.3 Credit Card system, Smart Card, Micropayment, GIRO, E-Cash, E-cheque, RTGS, NEFT, Stored Value Card
Nov, 2021	10	5.Mobile Commerce 5.1 Introduction to Mobile Commerce 5.2 Services of M-commerce 5.3 Difference between M-commerce and PC based E-commerce 5.4 Advantages and Disadvantages of Mcommerce

Dec, 2021	12	6. Threats to Information and Security 6.1 Threats to Information 6.2 Virus – Types 6.3 Hacking 6.4 Natural Calamity 6.5 Failure of System 6.6 Security measures 6.7 Antivirus
	8	6.8 Cryptography - Encryption, Decryption 6.9 Digital Signature 6.10 Firewall 6.11 Data Recovery methods
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher - Bageshree Deo

Subject – 4603 Workshop on Recent Trends In IT. Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics						
July, 2021								
August, 2021								
Sept, 2021	15	<p>Objective: To understand the upcoming trends in IT.</p> <table border="1"> <thead> <tr> <th>Topic</th> <th>No. of Lectures</th> </tr> </thead> <tbody> <tr> <td>Cloud Computing</td> <td>15</td> </tr> <tr> <td>Python</td> <td>30</td> </tr> </tbody> </table> <p>Suggested Reference Material: 1) Learning with Python Paperback – 2015 by Allen Downey, Jeffrey Elkner, Chris Meyers 2) Python: The Complete Reference</p>	Topic	No. of Lectures	Cloud Computing	15	Python	30
Topic	No. of Lectures							
Cloud Computing	15							
Python	30							
Oct, 2021	15	<p>E-book –</p> <ol style="list-style-type: none"> The Practice of Computing Using Python, Global Edition by Punch, William F.; Enbody, Richard Programming in Python 3: A Complete Introduction to the Python Language by Summerfield 						

Nov, 2021	10	Reference Links 1) https://www.cs.uky.edu/~keen/115/Haltermanpythonbook.pdf
Dec, 2021	12	Cloud Computing: 1. Cloud Computing: Principles and Paradigms, Editors: Rajkumar Buyya, James Broberg, Andrzej M. Goscinski, Wiley,2011 2.Cloud Computing Bible, Barrie Sosinsky, Wiley-India, 2010
Jan 2022	8	3.Cloud Security: A Comprehensive Guide to Secure Cloud Computing, Ronald L. Krutz, Russell Dean Vines, Wiley- India,2010 Teaching Methodology: Lecture method, Presentation, Examples. Expected Outcome: Students will know the current technologies and will be able to use it.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30.11. 2021}

Name of the Teacher – Bageshree Deo

Subject – 4603 A Python Programming Class – TYBBA (CA)

Name of the Department – BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	Introduction to Python Programming <ul style="list-style-type: none"> • What is Python? • Why Python? Script or Program? • Applications of Python • Types of Python IDE – Python flavors • How to install Python IDE on laptops and PCs? Getting Started
Oct, 2021	15	Basic Python <ul style="list-style-type: none"> • Python identifiers and reserved words • Lines and indentation, multi-line statements • Comments • Input / Output with print and input functions • Command line arguments and processing command line arguments • Standard data types – basic, none, Boolean (true and false), number • Python strings • Data type conversion • Python basic operators (arithmetic, comparison, assignment, bitwise logical)

		<ul style="list-style-type: none"> • Python membership operators (in and not in) • Operator precedence • Control statements, Python loops, Iterating by subsequence index, loop control statements (break, continue, pass) <p>Mathematical functions and constants (import math), Random number functions</p>
Nov, 2021	10	<p>Python Strings</p> <ul style="list-style-type: none"> • Concept, escape characters • String special operations • String formatting operator • Single quotes, Double quotes, Triple quotes • Raw string, Unicode strings, Built-in string methods • Python Lists – concept, creating and accessing elements, updating and deleting lists, basic list operations, reverse • Indexing, Slicing and Matrices • Built-in list functions • Functional Programming tools – filter(), map() and reduce() <p>Using lists as stacks and Queues, List comprehensions</p> <p>Python tuples and sets</p> <ul style="list-style-type: none"> • Creating and deleting tuples • Accessing values in a tuple • Updating tuples, delete tuple elements • Basic tuple operations • Indexing, Slicing and Matrices, built-in tuple functions <p>Sets – concept and operations</p>
Dec, 2021	12	<p>Python Dictionary</p> <ul style="list-style-type: none"> • Concept (mutable) • Creating and accessing values in a dictionary • Updating dictionary, delete dictionary elements • Properties of dictionary keys <p>Built-in dictionary functions and methods</p>
Jan 2022	8	<p>Functions</p> <ul style="list-style-type: none"> • Defining a function (def) • Calling a function • Function arguments – Pass by value, Keyword arguments, Default arguments • Scope of variable – basic rules

		<ul style="list-style-type: none">• Documentation Strings• Variable number of Arguments• Call by Reference• Order of arguments (positional, extra and keyword)• Anonymous functions Recursion
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30.11. 2021}

Name of the Teacher - Manjusha Wadekar

Subject – 4603B Cloud Computing Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1. Introduction to Cloud Computing 1.1 Cloud Computing (NIST Model) Properties, Characteristics & Disadvantages
Oct, 2021	15	2. Cloud Computing Architecture 2.1 Service Models (XaaS) a. Infrastr ucture as a Service (IaaS) b. Platform as a Service (PaaS) c. Software as a Service (SaaS) 2.2 Deployment Models Public , Private, Community, Hybrid
Nov, 2021	10	3. Service Management in Cloud Computing Service Level Agreements (SLAs) Resource Management in Cloud Computing
Dec, 2021	12	4. Cloud Security i. Infrastructure Security ii. Data security and Storage iii. Identity and Access Management
Jan 2022	8	
TOTAL	60	

Deccan Education Society's
 Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
 {From 01. 08. 2021 to 30. 11. 2021 }

Name of the Teacher - Kausar Biyabany

Subject – 4604 Operating System Unix and Linux Class – TYBBA (CA)

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	1. Introduction to Operating Systems General Overview: History of Unix, System Structure, User perspective, Operating system Services, Assumptions about Hardware 2. Introduction to the Kernel Architecture of Unix operating system, Introduction to the system concepts, 1. Kernel data structure, System Administration
Oct, 2021	15	3. Introduction to the File System Pathnames, File system Mounting and unmounting, The organization of the File Tree, File Types, File Attributes, Access Control lists 4. Booting and Shut Down, Scripting and Shell Bootstrapping, Booting PCs, GRUB, Booting with single user mode, Rebooting and Shutting down. Shell Basics, bash scripting, Regular Expression, Perl Programming, Python scripting, Scripting Best Practices, Working with Startup Scripts.

Nov, 2021	10	<p>5. Access Control, Rootly Powers and Controlling Processes Traditional UNIX access control, Modern Access Control, Real-world Access Control, Pseudo-users other than root. Components of a process, the lifecycle of a process, Signals, Kill, Process states, nice and renice, ps, Dynamic monitoring with top, prstat and topas, the /proc file system, strace, truss and tusc, runaway processes</p>
Dec, 2021	12	<p>6. Adding New Users and Storage The /etc/passwd file, The /etc/shadow and /etc/security/passwd files, /etc/group file, Adding users, Adding users with useradd</p>
Jan 2022	8	<p>Storage: Adding a hard Disk, Storage Hardware, Storage hardware Interfaces, Software aspects of storage, Formatting, Disk Partitioning, RAID, LVM, Linux File System: The ext family, file system terminology, file system polymorphism, mkfs, fsck, file system mounting, setup for automatic mounting, USB drive mounting, Enabling swapping</p>
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Six Semester 2021 - 22
{From 01. 08. 2021 to 30. 11. 2021}

Name of the Teacher - Vinaya Hasamnis / Bageshree Deo

Subject – 4606 Lab Course on 4603 and 4604 Class – TYBBA (CA) Div : A

Name of the Department - BBA

Month	No. of Lectures	Topics – Sub -Topics
July, 2021		
August, 2021		
Sept, 2021	15	<ol style="list-style-type: none">1. On the Basis of Project Analysis Documentation Completed in SEM-IV2. Client Visit3. Fact Finding, System Study and Document Collection4. Analysis and Design work.5. Submission of Project work Using Concepts of System Analysis and Design, SE, OOSE6. Software Development Using WEB Technology7. Should Cover Database Design, GUI Design, Validations...
Oct,2021	15	Submission of Documentation and Presentations 1) Submission Schedule will be given. The student should submit as per the given Schedule. After finalization two hard bound and a soft copy should be submitted.

Nov, 2021	10	2) Project Group formed for the project work can have Maximum Two Members per group. 3) Internal and External Presentation and Viva will be conducted. The student should be present for the project viva.														
Dec, 2021	12	<table> <tr> <td>Project Evaluation</td> <td>Total 100</td> </tr> <tr> <td>Coding</td> <td>25</td> </tr> <tr> <td>Analysis</td> <td>15</td> </tr> <tr> <td>Documentation</td> <td>20</td> </tr> <tr> <td>Presentation</td> <td>15</td> </tr> <tr> <td>Knowledge of particular Language</td> <td>15</td> </tr> <tr> <td>Understanding of Concept</td> <td>10</td> </tr> </table>	Project Evaluation	Total 100	Coding	25	Analysis	15	Documentation	20	Presentation	15	Knowledge of particular Language	15	Understanding of Concept	10
Project Evaluation	Total 100															
Coding	25															
Analysis	15															
Documentation	20															
Presentation	15															
Knowledge of particular Language	15															
Understanding of Concept	10															
Jan 2022	8	Project Evaluation will be done by both (Internal and External) Examiners.														
TOTAL	60															

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Seema Nair

Subject – Statistics for Data Analysis Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Data Collection - Collection and Presentation of Data - Statistical data – Primary and Secondary; Methods of collection of Primary data; Presentation of Data – Textual, Tabular and Diagrammatic form (Line chart, Bar chart, Pie chart, Histogram, Frequency polygon and Ogive); Frequency distribution. Measures of Central Tendency Measures of Central Tendency – Mean (A.M., G.M., H.M.), Median, Mode – different properties; Partition values – Quartiles, Deciles, Percentiles; Partition values from Ogives.
Oct 2020	16	Measures of Dispersion – Range, Q.D., M.D., S.D. – their coefficients; Comparing consistency; Different properties. Moments, Skewness and Kurtosis – Moments about an arbitrary number; Central Moments; Relation between central and non-central moments up to 4th order and coefficients. Correlation Analysis: Methods of Studying Correlation for Grouped and Ungrouped Frequency Conceptual Distribution.
Nov 2020	14	Regression Analysis: Equation of Regression Lines for Grouped and Ungrouped Frequency Distribution, Standard Error Estimate. Index Number Index Number – Construction, Price and Quantity index numbers, Laspeyres', Paasche's, Edgeworth-Analytical Marshall's, Fisher's method, Relative methods, Tests of index number formulae: Time and Factor reversal tests, General index number, Chain base index number, cost of living index number (CLI), Uses of CLI and its applications, Uses and limitations of index numbers
Dec 2020	15	Probability and Sampling Probability theory – concept and approaches; Probability rules – addition Analytical and multiplication theorem, Binomial, Poisson and Normal Distribution and their applications Sampling – Purpose and Methods of Sampling, Merits and limitations of Sampling
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Kaveri Badhwar

Subject – Analyzing Financial Accounting Statements Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	(a) Theoretical Framework: Introduction to Financial Accounting- Accounting as an Information System - its Importance, Scope and Limitations; Users of Accounting Information; Basic concepts and conventions: entity, money measurement, going concern, cost realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures. (b) Accounting Process: The Accounting Equation; Recording of business transactions and preparation of Trial Balance; Recording of transactions in Cash Book and in Subsidiary Books – Purchase Book, Purchase Returns Book, Sales Book, and Sales Returns Book; Opening and Closing Entries
Oct 2020	15	(a) Business Income (i) Capital and revenue expenditures and receipts; (ii) Revenue recognition and recognition of expenses (iii) Depreciation: concept of depreciation; Factors in the measurement of depreciation; Methods of computing depreciation: straight-line method and diminishing balance method; change of methods. (b) Final Accounts: Preparing Trading Account, Profit & Loss Account and Balance Sheet for a Sole Proprietor
Nov 2020	15	Accounting for Hire Purchase and Instalment Systems: Calculation of interest, partial and full repossession, Hire purchase trading (total cash price basis), stock and debtors' system; Concepts of operating and financial lease (theory only) Accounting for Inland Branches Concept of dependent branches; accounting aspects; debtors' system, stock and debtors' system, branch final accounts system and wholesale basis system.
Dec 2020	15	Independent branches: concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet. Accounting for Dissolution of the Partnership Firm Accounting of Dissolution of the Partnership Firm Including Insolvency of partners, sale to a limited company and piecemeal distribution
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Shubhendu Pandit

Subject – Inventory Management Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Inventory Management What is inventory management-Why is inventory management important-Role in inventory management in e-commerce supply chain-Inventory management terms-Types of inventory in e-commerce supply chain -Management of inventory in e-commerce supply chain
Oct 2020	15	Basic Inventory Management Techniques and Relevance to E-Commerce Logistics Economic order quantity-Minimum order quantity -ABC analysis. -Just-in-time inventory management. -Safety stock inventory. -FIFO and LIFO. -Batch tracking. - Consignment Inventory-Perpetual inventory management-Six Sigma and Lean Six Sigma-Demand Forecasting-Cross-docking-Bulk shipments. Key Inventory Management Metrics Inventory turnover -Safety stock -Reorder point -Backorder rate-Carrying cost of inventor
Nov 2020	15	Inventory Management Software What is inventory management software. - Features of good quality software. -Choosing the correct warehousing management system.
Dec 2020	15	Latest Trends in Inventory Management Predictive picking using artificial Features of good quality software Choosing the correct warehousing management system-Omni channel inventory management solutions-Streamlined management of returned inventory -Streaming Analytics-Advanced sales forecasting-New inventory management skills.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Pratik Potdar

Subject – Introduction to E-Commerce Operations Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Basics of E-Commerce Logistics What is 'e-commerce logistics'. -Changing dynamics of e-commerce logistics.-Challenges in e-commerce logistics: Regulatory, technical and economic challenges.-Impact and contribution of e-commerce logistics on the world and global trade. -E-commerce logistics management. Types of E-Commerce Logistics in India Roadmap of e-commerce in India. -E-commerce business models-Regulatory policies and impact on e-commerce logistics. -Disruption in e-commerce logistics
Oct 2020	12	Types of E-Commerce Logistics in India Business to Consumer (B2C) - Business model and challenges. -Business to Business (B2B) - Business model and challenges. -Consumer to Consumer (C2C) - Business model and challenges. -Other E-Commerce Models: Govt to Consumer (G2C), Govt to Business (G2B) and Govt to Govt (G2G)-Major Indian players in e-commerce logistics.
Nov 2020	12	Impact of Technology on E-Commerce Logistics Role and advantages of technology in e-commerce logistics. -Technology disruption and innovation in e-commerce logistics- Challenges in adopting technology in Indian e-commerce logistics. -Major upcoming technologies and systems in e-commerce logistics
Dec 2020	11	Future of E-Commerce in India Growth projections for e-commerce in India- Upcoming regulations and their likely impact on e-commerce logistics-Global research on e-commerce logistics. Technologies under development for e-commerce logistics: • GPS tracking. • Drone delivery. • Electric vehicle delivery systems
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Vinaya Hasamnis

Subject – Word and Presentation tools – Practical Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Windows 2000- working with windows – moving formation within windows arranging Icons Saving Window settings. MS Office Basics – Creating document – entering text-Selecting text giving instructions- Using tool barsMenu commands- Keyboards shortcuts- Saving files Opening documents – Manipulating Windows – simple Editing- Printing Files. Word Basics – Using Auto text – Using Auto Correct Word editing technique finding and replacing text – Checking spelling – using templates- formatting – Formatting with styles creating tables.
Oct 2020	15	Power Point basics- Working in outline view- using a design template- Merging presentations in Slider sorter view applying templates – Adding graphs- adding organization Charts
Nov 2020	15	MS-Word-Practical Type the text, check spelling and grammar bullets and numbering list items, align the text to left, right justify and centre. -Prepare a job application letter enclosing your Bio-Data-Perform Mail Merger Operation and Preparing labels. -Prepare the document in newspaper column layout.
Dec 2020	15	MS POWER POINT-Practical Prepare a PowerPoint presentation with at least three slides for department Inaugural Function-Draw an organization chart with minimum three hierarchical levels-Design an advertisement campaign with minimum three slides-Insert an excel chart into a power point slide.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 01.09.2020 to 31.12.2020}

Name of the Teacher – Bharati Upadhye

Subject – Communicative English – Practical Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Business Communication-Characteristics of Effective Organizational Communication Basic Forms of Communication-Process of Communication- Principles of Effective Business Communication-7 C's. Academic Vocabulary and English for Business-Creative Writing Critical Thinking: Introduction to critical thinking – Benefits - Barriers – Reasoning – Arguments - Deductive and inductive arguments – Fallacies - Inferential comprehension Critical thinking in academic writing - Clarity - Accuracy – Precision – Relevance.
Oct 2020	15	Business letters – layout of Business letters - types - Business enquiries and replies – offers – quotations – orders – complaints and adjustments – collection letters – circular letters – status enquiries- Email Writing-The Process of Writing E Mails, breaking it Down – The PAIBO Technique, Structuring an E-Mail – The T's – Introduction, Body and Conclusion, Effective Subject lines, Salutation and Signing off- Teleconferencing, video conferencing
Nov 2020	15	Communication in Business Environment: Business Meetings, Notice, Agenda, Minutes - Press Releases - Corporate Communication: Internal and External, Group Discussion, Seminars, Presentations. - Reporting of Proceedings of a meeting. Office Memorandum, Office Orders, Press Release -Listening: Active listening – Barriers to listening – Listening and note taking – Listening to announcements – Listening to news on the radio and television.
Dec 2020	15	Reports and Presentations -Business reports and Proposals, Format, visual aids and contents, Oral Business presentations. -Job Application and Resume Writing
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Bharati Upadhye

Subject- Organizational Behaviour Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Organisational Behaviour – What is O.B., Nature and Structure and Structure of O.S. approaches to O.B. behaviourists framework, social learning framework. Basic understanding of Individual behaviours personality – meaning, development, Freudian stage, Neo Freudian stage. Perception-nature, Importance, meaning, learning & perception. Attitudes & satisfaction: - nature, dimensions of attitudes, meaning of job satisfaction. Sources & consequences of job satisfaction. Job stress – meaning, causes & effects.
March 2021	11	Group dynamics: - Nature of Groups, types- committee organization its nature & functions. Informal Organization structure, Informal communication system. Conflicts – Organizational conflicts, types of conflict, Strategies of interpersonal conflicts. Group decision making & control: - Nature and meaning of decision making, phases of decision-making process, Meaning of Control, elements of control process.
April 2021	12	Organization Change and Development: Definition and Meaning, need for Change, Strategies to Overcome Resistance, Process of Change, Meaning and Definition of OD, OD Interventions.
May 2021	12	Leaderships- types—theories of leadership (Trait theory, Michigan studies and Fiedler's contingency model) modern approach to leadership theories— leadership styles.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Neela Vidhwans

Subject- Environmental Studies Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Ecology Ecosystem – Introduction- Abiotic and Biotic components. Structure and functions of Ecosystem – Food Chain, Food web, Ecological pyramids, Energy flow and biogeochemical cycles. Biodiversity – Values, Type and levels of Biodiversity. Causes of depletion. Conservation of biodiversity. Pollution Water Pollution – Sources of water, water quality standards, type of pollutants – its sources and effects.
March 2021	11	Air Pollution – composition of atmosphere, Air quality standards, Sources and adverse effects of air pollution, Greenhouse effect, global warming, acid rain, ozone depletion, Noise Pollution – Introduction, Level of noise, Sources and adverse effects of noise, Control of noise pollution. Solid Waste Management Municipal waste – Introduction, classification of solid waste, composition, characteristics of solid waste, collection conveyance, and disposal of solid waste, recovery of resources.
April 2021	12	Sanitary land filling, Vermi composting, incineration. Biomedical waste – Generation, collection and disposal. Non-Conventional energy sources Introduction, renewable sources of energy: solar energy, wind energy, Energy from ocean, energy from biomass, geothermal energy and nuclear energy. Potential of renewable energy resources in India.
May 2021	12	Social Issues and EIA Sustainable Development-Rainwater harvesting. Public awareness and environmental education. Environmental Legislations in India – Environmental Protection act-1986, Air (Prevention and control of Pollution) act, water (Prevention and control of Pollution) act, wildlife protection act, Forest conservation Act.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Seema Nair

Subject- Quantatative Techniques Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Quantitative techniques—introduction—meaning and definition—classification of QT, QT and other disciplines— application of QT in business—limitations. Statistical inference—testing of hypothesis—procedure—error in testing—two tail test and one tail test— nonparametric tests—Chi-Square test, Wilkoxen test. Parametric tests—Z test—test of significance of large samples—test for two sample means—small sample mean tests—Student t test—Analysis of variance—F test— one-way ANOVA and two-way ANOVA tests
March 2021	16	Analysis of Time Series - Components of a time series, Adjustment in time series, Measurement of trend by moving average and least squares methods (linear and quadratic trends), Measurement of seasonal variation by simple average method, Forecasting, De-seasonalisation
April 2021	16	Transportation and Assignment Problems Nature and scope of transportation and allocation Analytical models, different methods for finding initial solution - N-W Corner Rule, Least Cost Method and VAM. Unbalanced TP, Test for optimality – MODI method, AP a variant of Transportation model, Hungarian method,
May 2021	13	Restricted Assignment problems. Queuing Theory – Models – Simple Problem – Introduction to simulation V Statistical Quality Control: Introduction; Sources of Variations; Statistical Process Control Methods; Control Charts; Acceptance Sampling; Advantages of Statistical Quality Control
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Pratik Potdar

Subject- Warehouse Management Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Introduction to Warehouse (Storage and Packaging) Background – Need for Warehouse – Importance of warehouse - Types of Warehouses - Broad functions in a warehouse - warehouse layouts and layout related to functions. Associate warehouse -Its functions - equipment available in associate warehouse - Video on warehouse – Visits to ware houses - Warehouse Organization Structure - Benefits of Warehousing. Receiving and Dispatch of Goods in warehouse Various stages involved in receiving goods – Stages involved receipt of goods- Advanced shipment notice (ASN) or invoice items list- Procedure for Arranging of goods on dock for counting and Visual inspection of goods unloaded- Formats for recording of goods unloaded from carriers-
March 2021	11	Generation of goods receipt note using computer- Put away of Goods- Put away list and its need-Put away of goods into storage locations - storage location codes and its application- Process of put away activity- Procedure to Prepare Warehouse dispatches. Warehouse Activities Explain receiving, sorting, loading, unloading, Picking Packing and dispatch, activities and their importance in a warehouse - quality parameters - Quality check-need for quality check-importance of quality check. Procedure to develop Packing list / Dispatch note-Cross docking method - Situations suited for application of cross docking -Information required for coordinating cross docking- Importance of proper packing-Packing materials -Packing machines -Reading labels
April 2021	12	Warehouse Management: Warehouse Utilization Management - Study on emerging trends in warehousing sector - DG handling -use of Material Handling Equipment's in a warehouse - Inventory Management of a warehouse - Inbound & Outbound operations of a warehouse and handling of Inbound & Outbound operations. Distribution – Definition – Need for physical distribution – functions of distribution – marketing forces affecting distribution. The distribution concept – system perspective. Channels of distribution: role of marketing channels – channel functions – channel structure –designing distribution channel – choice of distribution channels
May 2021	12	Warehouse Safety Rules and Procedures: The safety rules and Procedures to be observed in a Warehouse - Hazardous cargo – Procedure for Identification of Hazardous Cargo - safety data sheet- Instructions to handle hazardous cargo -

		Familiarization with the industry. Health, Safety & Environment - safety Equipment's and their uses - 5S Concept on shop floor. Personal protective Equipment's (PPE) and their uses.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Shubhendu Pandit

Subject- Material Handling Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction: Introduction: Materials Management - Evolution, Importance, Scope and Objectives- Interface with other functions. Concept of Logistics and Supply Chain Management and evolution to 4PL-Supply Chain Management - Objectives, Components, Significance, Trade off Customer Service & Cost. II Types of Material Handling Equipment Storage and Handling Equipment: - Racks, Bins and Drawers., Stacking Frames, Shelves, Mezzanines. Transport Equipment: Conveyors, Cranes, Lifts and elevators.
March 2021	10	Engineered Systems: Automated Guided Vehicles (AGVs), Automated Storage and Retrieval Systems (AS/RS), Conveyor Systems, Robotic Delivery System. Bulk Material Handling Equipment, Stackers and Reclaimers. Hoppers and Silos. Material Requirement Planning (MRP) Material Requirement Planning (MRP) - Advantages over conventional planning (Order Point Method) – Input and output of MRP system - Forecasting - Overview of quantitative and qualitative methods of forecasting - Master Production Schedule - Bill of Materials - BOM Explosion - Material flow in MRP. MRP II. Concept of ERP. (Numerical likely on BOM Explosion, estimating Net requirements). Design of Material Handling Systems The Unit Load Concept-In-Process Handling-Distribution.
April 2021	12	Quality control of material Quality control of material: Incoming material quality control- statistical quality control- governmental purchasing practices and procedures-Inventory control & Cost Reduction techniques: Inventory turns ratios-Standardization – need and importance. Codification – concept, benefits. Value Engineering and Value Analysis – concept and process.
May 2021	11	Health and Safety Materials handling and storage systems, Physical distribution logistics- transportation, Traffic and claims management- operations research and related techniques- Principles of Materials Handling system - Materials Handling Equipment – Safety issues.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Pratik Potdar

Subject- First Mile Operation Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Role of First Mile in E-Commerce Logistics Difference between First Mile, Line Haul and Last Mile operations. -First Mile Operations - Overview. -Why is First Mile operations important in e-commerce logistics-First Mile process flow. Shipment Pickup Operations Shipment pickup process. -Pickup operations staff - roles and responsibilities. -Pickup coordination.
March 2021	15	Safety and security of shipments during pickup-Pickup documentation. Shipment Processing Operations Primary and secondary processing. -Bagging operations. -Manual processing operations-Automated processing operations
April 2021	15	Layout of A Processing Centre Inbound operations-Processing Operations-Outbound Operations-Safety and security-Processing Centre staff - roles and responsibilities. First Mile Analytics and Metrics Productivity-Pickup operations metrics-Processing operations metrics-First Mile dashboard.
May 2021	15	Tools and Applications Pickup tools and applications-Processing tools and applications-Exceptions in First Mile and impact on operations Tools and communication to resolve exceptions.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 01.02.2021 to 15.05.2021 }

Name of the Teacher- Vinaya Hasmnis

Subject- Data Analysis using spreadsheet –Practical Class- SYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Introduction to Excel, About Excel & Microsoft, Uses of Excel, Excel software, Spreadsheet windowpane, Title Bar, Menu Bar, Standard Toolbar, Formatting Toolbar, the Ribbon, File Tab and Backstage View, Formula Bar, Workbook Window, Status Bar, Task Pane, Workbook & sheets Columns & Rows II Selecting Columns & Rows, Changing Column Width & Row Height, Auto fitting Columns & Rows, Hiding /Unhiding Columns & Rows, Inserting & Deleting Columns & Rows, Cell, Address of a cell, Components of a cell
March 2021	15	Format, value, formula, Use of paste and paste special Functionality Using Ranges. Using Ranges, Selecting Ranges, Entering Information into a Range, Using AutoFill. Creating Formulas, Using Formulas, Formula Functions – Sum, Average, if, Count, max, min, Proper, Upper, Lower, Using AutoSum, Advance Formulas Concatenate, Lookup, Lookup, Match, Count if, Text, moving between Spreadsheets, Selecting Multiple Spreadsheets, Inserting and Deleting Spreadsheets Renaming Spreadsheets, Splitting the Screen, Freezing Panes, Copying and Pasting Data between Spreadsheets, Hiding, Protecting worksheet
April 2021	15	Creating Charts, Different types of chart, Formatting Chart Objects, Changing the Chart Type, Showing and Hiding the Legend, Showing and Hiding the Data Table Data Analysis Sorting, Filter, Text to Column, Data Validation
May 2021	15	PivotTables, Creating PivotTables, manipulating a PivotTable, Using the PivotTable Toolbar, Changing Data Field, Properties, displaying a PivotChart, Setting PivotTable Options, Adding Subtotals to PivotTables Spreadsheet Tools, Making Macros, Recording Macros, Running Macros, Deleting Macros
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Seema Nair

Subject – Statistics for Data Analysis Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Data Collection - Collection and Presentation of Data - Statistical data – Primary and Secondary; Methods of collection of Primary data; Presentation of Data – Textual, Tabular and Diagrammatic form (Line chart, Bar chart, Pie chart, Histogram, Frequency polygon and Ogive); Frequency distribution. Measures of Central Tendency Measures of Central Tendency – Mean (A.M., G.M., H.M.), Median, Mode – different properties; Partition values – Quartiles, Deciles, Percentiles; Partition values from Ogives.
Oct 2020	16	Measures of Dispersion – Range, Q.D., M.D., S.D. – their coefficients; Comparing consistency; Different properties. Moments, Skewness and Kurtosis – Moments about an arbitrary number; Central Moments; Relation between central and non-central moments up to 4th order and coefficients. Correlation Analysis: Methods of Studying Correlation for Grouped and Ungrouped Frequency Conceptual Distribution.
Nov 2020	14	Regression Analysis: Equation of Regression Lines for Grouped and Ungrouped Frequency Distribution, Standard Error Estimate. Index Number Index Number – Construction, Price and Quantity index numbers, Laspeyres', Paasche's, Edgeworth-Analytical Marshall's, Fisher's method, Relative methods, Tests of index number formulae: Time and Factor reversal tests, General index number, Chain base index number, cost of living index number (CLI), Uses of CLI and its applications, Uses and limitations of index numbers
Dec 2020	15	Probability and Sampling Probability theory – concept and approaches; Probability rules – addition Analytical and multiplication theorem, Binomial, Poisson and Normal Distribution and their applications Sampling – Purpose and Methods of Sampling, Merits and limitations of Sampling

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN –for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Kaveri Badhwar

Subject –Analyzing Financial Accounting Statements Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	(a) Theoretical Framework: Introduction to Financial Accounting- Accounting as an Information System - its Importance, Scope and Limitations; Users of Accounting Information; Basic concepts and conventions: entity, money measurement, going concern, cost realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures. (b) Accounting Process: The Accounting Equation; Recording of business transactions and preparation of Trial Balance; Recording of transactions in Cash Book and in Subsidiary Books – Purchase Book, Purchase Returns Book, Sales Book, and Sales Returns Book; Opening and Closing Entries
Oct 2020	15	(a) Business Income (i) Capital and revenue expenditures and receipts; (ii) Revenue recognition and recognition of expenses (iii) Depreciation: concept of depreciation; Factors in the measurement of depreciation; Methods of computing depreciation: straight-line method and diminishing balance method; change of methods. (b) Final Accounts: Preparing Trading Account, Profit & Loss Account and Balance Sheet for a Sole Proprietor
Nov 2020	15	Accounting for Hire Purchase and Instalment Systems: Calculation of interest, partial and full repossession, Hire purchase trading (total cash price basis), stock and debtors' system; Concepts of operating and financial lease (theory only) Accounting for Inland Branches Concept of dependent branches; accounting aspects; debtors' system, stock and debtors' system, branch final accounts system and wholesale basis system.
Dec 2020	15	Independent branches: concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet. Accounting for Dissolution of the Partnership Firm Accounting of Dissolution of the

		Partnership Firm Including Insolvency of partners, sale to a limited company and piecemeal distribution
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Shubhendu Pandit

Subject – Inventory Management Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Inventory Management What is inventory management-Why is inventory management important-Role in inventory management in e-commerce supply chain-Inventory management terms-Types of inventory in e-commerce supply chain -Management of inventory in e-commerce supply chain
Oct 2020	15	Basic Inventory Management Techniques and Relevance to E-Commerce Logistics Economic order quantity- Minimum order quantity -ABC analysis. -Just-in-time inventory management. - Safety stock inventory. -FIFO and LIFO. -Batch tracking. -Consignment Inventory- Perpetual inventory management-Six Sigma and Lean Six Sigma-Demand Forecasting-Cross-docking-Bulk shipments. Key Inventory Management Metrics Inventory turnover -Safety stock -Reorder point -Backorder rate-Carrying cost of inventor
Nov 2020	15	Inventory Management Software What is inventory management software. - Features of good quality software. -Choosing the correct warehousing management system.
Dec 2020	15	Latest Trends in Inventory Management Predictive picking using artificial Features of good quality software Choosing the correct warehousing management system- Omni channel inventory management solutions-Streamlined management of returned inventory -Streaming Analytics-Advanced sales forecasting-New inventory management skills.

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Pratik Potdar

Subject – Introduction to E-Commerce Operations Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	10	Basics of E-Commerce Logistics What is 'e-commerce logistics'. -Changing dynamics of e-commerce logistics.-Challenges in e-commerce logistics: Regulatory, technical and economic challenges.-Impact and contribution of e-commerce logistics on the world and global trade. -E-commerce logistics management. Types of E-Commerce Logistics in India Roadmap of e-commerce in India. -E-commerce business models-Regulatory policies and impact on e-commerce logistics. -Disruption in e-commerce logistics
Oct 2020	12	Types of E-Commerce Logistics in India Business to Consumer (B2C) - Business model and challenges. -Business to Business (B2B) - Business model and challenges. -Consumer to Consumer (C2C) - Business model and challenges. -Other E-Commerce Models: Govt to Consumer (G2C), Govt to Business (G2B) and Govt to Govt (G2G)-Major Indian players in e-commerce logistics.
Nov 2020	12	Impact of Technology on E-Commerce Logistics Role and advantages of technology in e-commerce logistics. -Technology disruption and innovation in e-commerce logistics- Challenges in adopting technology in Indian e-commerce logistics. -Major upcoming technologies and systems in e-commerce logistics
Dec 2020	11	Future of E-Commerce in India Growth projections for e-commerce in India- Upcoming regulations and their likely impact on e-commerce logistics-Global research on e-commerce logistics. Technologies under development for e-commerce logistics: • GPS tracking. • Drone delivery. • Electric vehicle delivery systems
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Vinaya Hasamnis

Subject – Word and Presentation tools – Practical Class FYBMS (Sem 1) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Windows 2000- working with windows – moving formation within windows arranging Icons Saving Window settings. MS Office Basics – Creating document – entering text-Selecting text giving instructions- Using tool barsMenu commands- Keyboards shortcuts- Saving files Opening documents – Manipulating Windows – simple Editing- Printing Files. Word Basics – Using Auto text – Using Auto Correct Word editing technique finding and replacing text – Checking spelling – using templates- formatting – Formatting with styles creating tables.
Oct 2020	15	Power Point basics- Working in outline view- using a design template- Merging presentations in Slider sorter view applying templates – Adding graphs- adding organization Charts
Nov 2020	15	MS-Word-Practical Type the text, check spelling and grammar bullets and numbering list items, align the text to left, right justify and centre. -Prepare a job application letter enclosing your Bio-Data-Perform Mail Merger Operation and Preparing labels. -Prepare the document – in newspaper column layout.
Dec 2020	15	MS POWER POINT-Practical Prepare a PowerPoint presentation with at least three slides for department Inaugural Function-Draw an organization chart with minimum three hierarchical levels-Design an advertisement campaign with minimum three slides-Insert an excel chart into a power point slide.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN –for First Semester 2021-22
{From 01.09.2021 to 31.12.2021 }

Name of the Teacher – Vijay Darekar

Subject – Communicative English – Practical Class FYBMS (Sem 1) Div

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2020	15	Introduction to Business Communication-Characteristics of Effective Organizational Communication Basic Forms of Communication-Process of Communication- Principles of Effective Business Communication-7 C's. Academic Vocabulary and English for Business-Creative Writing Critical Thinking: Introduction to critical thinking – Benefits - Barriers – Reasoning —Arguments - Deductive and inductive arguments – Fallacies - Inferential comprehension Critical thinking in academic writing - Clarity - Accuracy – Precision – Relevance.
Oct 2020	15	Business letters – layout of Business letters - types - Business enquiries and replies – offers – quotations – orders – complaints and adjustments – collection letters – circular letters – status enquiries- Email Writing-The Process of Writing E Mails, breaking it Down – The PAIBO Technique, Structuring an E-Mail – The T's – Introduction, Body and Conclusion, Effective Subject lines, Salutation and Signing off- Teleconferencing, video conferencing
Nov 2020	15	Communication in Business Environment: Business Meetings, Notice, Agenda, Minutes - Press Releases - Corporate Communication: Internal and External, Group Discussion, Seminars, Presentations. - Reporting of Proceedings of a meeting. Office Memorandum, Office Orders, Press Release -Listening: Active listening – Barriers to listening – Listening and note taking – Listening to announcements – Listening to news on the radio and television.
Dec 2020	15	Reports and Presentations -Business reports and Proposals, Format, visual aids and contents, Oral Business presentations. -Job Application and Resume Writing
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN –for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Bharati Upadhye

Subject- Organizational Behaviour Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Organisational Behaviour – What is O.B., Nature and Structure and Structure of O.S. approaches to O.B. behaviourists framework, social learning framework. Basic understanding of Individual behaviours personality – meaning, development, Freudian stage, Neo Freudian stage. Perception-nature, Importance, meaning, learning & perception. Attitudes & satisfaction: - nature, dimensions of attitudes, meaning of job satisfaction. Sources & consequences of job satisfaction. Job stress – meaning, causes & effects.
March 2021	11	Group dynamics: - Nature of Groups, types- committee organization its nature & functions. Informal Organization structure, Informal communication system. Conflicts – Organizational conflicts, types of conflict, Strategies of interpersonal conflicts. Group decision making & control: - Nature and meaning of decision making, phases of decision-making process, Meaning of Control, elements of control process.
April 2021	12	Organization Change and Development: Definition and Meaning, need for Change, Strategies to Overcome Resistance, Process of Change, Meaning and Definition of OD, OD Interventions.
May 2021	12	Leaderships- types—theories of leadership (Trait theory, Michigan studies and Fiedler's contingency model) modern approach to leadership theories— leadership styles.

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN –for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Neela Vidhwans

Subject- Environmental Studies Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Ecology Ecosystem – Introduction- Abiotic and Biotic components. Structure and functions of Ecosystem – Food Chain, Food web, Ecological pyramids, Energy flow and biogeochemical cycles. Biodiversity – Values, Type and levels of Biodiversity. Causes of depletion. Conservation of biodiversity. Pollution Water Pollution – Sources of water, water quality standards, type of pollutants – its sources and effects.
March 2021	11	Air Pollution – composition of atmosphere, Air quality standards, Sources and adverse effects of air pollution, Greenhouse effect, global warming, acid rain, ozone depletion, Noise Pollution – Introduction, Level of noise, Sources and adverse effects of noise, Control of noise pollution. Solid Waste Management Municipal waste – Introduction, classification of solid waste, composition, characteristics of solid waste, collection conveyance, and disposal of solid waste, recovery of resources.
April 2021	12	Sanitary land filling, Vermi composting, incineration. Biomedical waste – Generation, collection and disposal. Non-Conventional energy sources Introduction, renewable sources of energy: solar energy, wind energy, Energy from ocean, energy from biomass, geothermal energy and nuclear energy. Potential of renewable energy resources in India.
May 2021	12	Social Issues and EIA Sustainable Development-Rainwater harvesting. Public awareness and environmental education. Environmental Legislations in India – Environmental Protection act-1986, Air (Prevention and control of Pollution) act, water (Prevention and control of Pollution) act, wildlife protection act, Forest conservation Act.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Seema Nair

Subject- Quantitative Techniques Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Quantitative techniques—introduction—meaning and definition—classification of QT, QT and other disciplines— application of QT in business—limitations. Statistical inference—testing of hypothesis—procedure—error in testing—two tail test and one tail test— nonparametric tests—Chi-Square test, Wilcoxon test. Parametric tests—Z test—test of significance of large samples—test for two sample means—small sample mean tests—Student t test—Analysis of variance—F test— one-way ANOVA and two-way ANOVA tests
March 2021	16	Analysis of Time Series - Components of a time series, Adjustment in time series, Measurement of trend by moving average and least squares methods (linear and quadratic trends), Measurement of seasonal variation by simple average method, Forecasting, De-seasonalisation
April 2021	16	Transportation and Assignment Problems Nature and scope of transportation and allocation Analytical models, different methods for finding initial solution - N-W Corner Rule, Least Cost Method and VAM. Unbalanced TP, Test for optimality – MODI method, AP a variant of Transportation model, Hungarian method,
May 2021	13	Restricted Assignment problems. Queuing Theory – Models – Simple Problem – Introduction to simulation V Statistical Quality Control: Introduction; Sources of Variations; Statistical Process Control Methods; Control Charts; Acceptance Sampling; Advantages of Statistical Quality Control

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Pratik Potdar

Subject- Warehouse Management Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	10	Introduction to Warehouse (Storage and Packaging) Background – Need for Warehouse – Importance of warehouse - Types of Warehouses - Broad functions in a warehouse - warehouse layouts and layout related to functions. Associate warehouse -Its functions - equipment available in associate warehouse - Video on warehouse – Visits to ware houses - Warehouse Organization Structure - Benefits of Warehousing. Receiving and Dispatch of Goods in warehouse Various stages involved in receiving goods – Stages involved receipt of goods- Advanced shipment notice (ASN) or invoice items list- Procedure for Arranging of goods on dock for counting and Visual inspection of goods unloaded- Formats for recording of goods unloaded from carriers-
March 2021	11	Generation of goods receipt note using computer- Put away of Goods- Put away list and its need-Put away of goods into storage locations - storage location codes and its application- Process of put away activity- Procedure to Prepare Warehouse dispatches. Warehouse Activities Explain receiving, sorting, loading, unloading, Picking Packing and dispatch, activities and their importance in a warehouse - quality parameters - Quality check-need for quality check- importance of quality check. Procedure to develop Packing list / Dispatch note- Cross docking method - Situations suited for application of cross docking - Information required for coordinating cross docking- Importance of proper packing-Packing materials -Packing machines -Reading labels
April 2021	12	Warehouse Management: Warehouse Utilization Management - Study on emerging trends in warehousing sector - DG handling -use of Material Handling Equipment's in a warehouse - Inventory Management of a warehouse - Inbound & Outbound operations of a warehouse and handling of Inbound & Outbound operations. Distribution – Definition – Need for physical distribution – functions of distribution – marketing forces affecting distribution. The distribution

		concept – system perspective. Channels of distribution: role of marketing channels – channel functions – channel structure –designing distribution channel – choice of distribution channels
May 2021	12	Warehouse Safety Rules and Procedures: The safety rules and Procedures to be observed in a Warehouse - Hazardous cargo – Procedure for Identification of Hazardous Cargo - safety data sheet- Instructions to handle hazardous cargo - Familiarization with the industry. Health, Safety & Environment - safety Equipment's and their uses - 5S Concept on shop floor. Personal protective Equipment's (PPE) and their uses.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Shubhendu Pandit

Subject- Material Handling Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	12	Introduction: Introduction: Materials Management - Evolution, Importance, Scope and Objectives- Interface with other functions. Concept of Logistics and Supply Chain Management and evolution to 4PL-Supply Chain Management - Objectives, Components, Significance, Trade off Customer Service & Cost. II Types of Material Handling Equipment Storage and Handling Equipment: - Racks, Bins and Drawers., Stacking Frames, Shelves, Mezzanines. Transport Equipment: Conveyors, Cranes, Lifts and elevators.
March 2021	10	Engineered Systems: Automated Guided Vehicles (AGVs), Automated Storage and Retrieval Systems (AS/RS), Conveyor Systems, Robotic Delivery System. Bulk Material Handling Equipment, Stackers and Reclaimers. Hoppers and Silos. Material Requirement Planning (MRP) Material Requirement Planning (MRP) - Advantages over conventional planning (Order Point Method) – Input and output of MRP system - Forecasting - Overview of quantitative and qualitative methods of forecasting - Master Production Schedule - Bill of Materials - BOM Explosion - Material flow in MRP. MRP II. Concept of ERP. (Numerical likely on BOM Explosion, estimating Net requirements). Design of Material Handling Systems The Unit Load Concept-In-Process Handling-Distribution.
April 2021	12	Quality control of material Quality control of material: Incoming material quality control- statistical quality control- governmental purchasing practices and procedures-Inventory control & Cost Reduction techniques: Inventory turns ratios-Standardization – need and importance. Codification – concept, benefits. Value Engineering and Value Analysis – concept and process.
May 2021		Health and Safety Materials handling and storage systems, Physical distribution logistics- transportation, Traffic and claims management- operations research

	11	and related techniques- Principles of Materials Handling system - Materials Handling Equipment – Safety issues.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Dhirendra Apte

Subject- First Mile Operation Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Role of First Mile in E-Commerce Logistics Difference between First Mile, Line Haul and Last Mile operations. -First Mile Operations - Overview. -Why is First Mile operations important in e-commerce logistics-First Mile process flow. Shipment Pickup Operations Shipment pickup process. -Pickup operations staff - roles and responsibilities. -Pickup coordination.
March 2021	15	Safety and security of shipments during pickup-Pickup documentation. Shipment Processing Operations Primary and secondary processing. -Bagging operations. -Manual processing operations-Automated processing operations
April 2021	15	Layout of A Processing Centre Inbound operations-Processing Operations- Outbound Operations-Safety and security-Processing Centre staff - roles and responsibilities. First Mile Analytics and Metrics Productivity-Pickup operations metrics-Processing operations metrics-First Mile dashboard.
May 2021	15	Tools and Applications Pickup tools and applications-Processing tools and applications-Exceptions in First Mile and impact on operationsTools and communication to resolve exceptions.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01.02.2022 to 15.05.2022}

Name of the Teacher- Vinaya Hasamnis

Subject- Data Analysis using spreadsheet –Practical Class- FYBMS (Sem 2) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Feb 2021	15	Introduction to Excel, About Excel & Microsoft, Uses of Excel, Excel software, Spreadsheet windowpane, Title Bar, Menu Bar, Standard Toolbar, Formatting Toolbar, the Ribbon, File Tab and Backstage View, Formula Bar, Workbook Window, Status Bar, Task Pane, Workbook & sheets Columns & Rows II Selecting Columns & Rows, Changing Column Width & Row Height, Auto fitting Columns & Rows, Hiding /Unhiding Columns & Rows, Inserting & Deleting Columns & Rows, Cell, Address of a cell, Components of a cell
March 2021	15	Format, value, formula, Use of paste and paste special Functionality Using Ranges. Using Ranges, Selecting Ranges, Entering Information into a Range, Using AutoFill. Creating Formulas, Using Formulas, Formula Functions – Sum, Average, if, Count, max, min, Proper, Upper, Lower, Using AutoSum, Advance Formulas Concatenate, Lookup, Lookup, Match, Count if, Text, moving between Spreadsheets, Selecting Multiple Spreadsheets, Inserting and Deleting Spreadsheets Renaming Spreadsheets, Splitting the Screen, Freezing Panes, Copying and Pasting Data between Spreadsheets, Hiding, Protecting worksheet
April 2021	15	Creating Charts, Different types of chart, Formatting Chart Objects, Changing the Chart Type, Showing and Hiding the Legend, Showing and Hiding the Data Table Data Analysis Sorting, Filter, Text to Column, Data Validation
May 2021	15	PivotTables, Creating PivotTables, manipulating a PivotTable, Using the PivotTable Toolbar, Changing Data Field, Properties, displaying a PivotChart, Setting PivotTable Options, Adding Subtotals to PivotTables Spreadsheet Tools, Making Macros, Recording Macros, Running Macros, Deleting Macros

TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Kaveri Badhwar

Subject – Cost Accounting Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Introduction to Costing Methods: Meaning, Importance and Categories, Cost accounting Standards- Generally Accepted Cost Accounting Principles (GACAP)- Purpose, Objective and Applicability. Contract costing: Introduction- Contract account, Profit on incomplete contracts, work in progress, Contractee's Accounts, Escalation clause.
Oct 2021	15	Process costing: Introduction, Distinction between Job costing, and process costing, process losses, inter-process profits, Joint products and by-products- Meaning, features, differences, problems on process accounts including joint and by products. Standard Costing and Variance Analysis: Meaning of Standard Cost- Relevance of Standard Cost for Variance Analysis – Significance of Variance Analysis – Computation of Standard Costs for Materials, Labour and Overhead Variances- Comparison between Budgeting and Standard Costing – Variance reporting- Responsibility Accounting – Meaning and Objects – types of Responsibility Centers- Management Reporting.
Nov 2021	15	Activity based costing (ABC); Definition, Features, Advantages, Differences between ABC and traditional costing, Allocation of overheads; Objectives of ABC, Development of ABC, Implementation of ABC, Problems on Computation of Activity Based Costing and Traditional Costing
Dec 2021	15	Marginal Costing and Cost-Volume-Profit (CVP) analysis: meaning, concept - assumptions and practical applications of Break-even analysis – decisions regarding sales mix - make or buy - limiting factor - export decision - plant merger - shut down of a product line- Du Pont Analysis

TOTAL	60	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Deepa Sharma

Subject – Marketing Management Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Marketing Meaning and concepts of Marketing, Sales Concept, Marketing concept, Social Marketing concepts, Societal Marketing concept, Marketing Mix, 4 Ps of Marketing, Marketing Environment in India. Consumer Behaviour & Market Segmentation 1. Consumer Behaviour – Factors influencing buying behaviour – consumer buying decision process – Buying motives - influences
Oct 2021	11	2. Market segmentation – criteria - Bases of segmentation – benefits. Marketing research process: Defining research problem, research objective research techniques III Product Planning & Development and Pricing 1. Product Planning & Development -Definition, Classification of Product, Stages of Product Life Cycle (PLC) and Factors affecting PLC.-Product Planning – Genesis and Importance of Product Planning in Marketing. -Product Development: Meaning, Principle of Product Development, Stages of New Product Development and Factors affecting development of New Products
Nov 2021	12	2. Pricing- Meaning, Objectives, Price Policies, Strategies, and Methods of fixing prices. IV Distribution Channel and Promotion 1. Distribution Channel- meaning, Types of Distribution channel- Direct & Indirect. Role of intermediaries and distribution channel management. Channel Management Decisions, Returns Management and Reverse Logistics. 2. Promotion – elements of promotion mix- Advertising, sales promotion, personal selling and sales management. Public and customer relations, direct and online marketing, multilevel marketing-the new marketing model.
Dec 2021	12	Promotion & Marketing and Society 1. An overview. Advertising, sales promotion, personal selling and sales management. Public and customer relations, direct and online marketing, multilevel marketing-the new marketing model. 2. Marketing and Society-Social responsibility and ethical issues in marketing. Global marketing

		program. The old and new economies. Demand side marketing. Legal issues in marketing. marketing skills, Brand marketing skills, CRM. Marketing in Indian Context. Marketing in 21st Century
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Nitin

Subject – MIS for E Commerce Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Management Information Systems 1.1 Information Systems 1.2 History of MIS 1.3 Changing Business Environment 1.4 Management Information System and Its Tasks 1.5 Information and Knowledge-Economy 1.6 Contemporary Approach to Information Systems. Global E-business and Collaboration 2.1 Business Processes and Information Systems 2.2 Types of Information Systems
Oct 2021	15	2.3 Systems for Collaboration and Social Business 2.4 The Information Systems Function in Business. Electronic Commerce and the Digital Organization 3.1 Electronic Commerce 3.2 Digital Organization 3.3 Electronic Data Interchange (EDI) 3.4 Role of Intranets
Nov 2021	15	Enhancing Decision Making 4.1 Decision Making and Information Systems 4.2 Business Intelligence in the Enterprise 4.3 Business Intelligence Constituencies 4.4 Building Information Systems 4.5 Managing Projects 4.6 Managing Global Systems
Dec 2021	15	Redesigning the Organization with Information Systems 5.1 Systems as Planned Organizational Change 5.2 Business Process 5.3 Process Improvement 5.4 System Analysis 5.5 Systems Design
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Pratik Potdar

Subject –E Commerce Logistics Operations Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	15	Logistics and System Concept, Objectives and Role of Logistics 1.1 Introduction 1.2 Logistics Functions and Management 1.3 Role of Logistics in the Supply Chain 1.4 Catalysts for Outsourcing Trends 1.5 Benefits of Logistics Outsourcing 1.6 Third- and Fourth-Party Logistics 1.7 Career & Growth in Logistics and Supply Chain
Oct 2021	15	Capacity management in logistics 2.1 Logistics goals and types 2.2 General capacity theory in logistics 2.3 Inbound and outbound operations 2.4 Terms and definitions in inbound and outbound logistics 2.5 Capacity management in inbound and outbound logistics 2.6 Capacity planning and management of Reverse logistics. STRATEGIC LEVEL LOGISTICS 3.1 Strategic and Joint Interfaces 3.2 10 Logistics Requirements 3.3 Logistics Related Unified Action Partners
Nov 2021	15	3.4 Joint Interdependence between facilities and departments 3.5 Multinational Logistics Operations 3.6 Logistics Support to Power Projection. Systems used in Ecommerce Logistics 4.1 Integration with stock & order processing systems, 4.2 Systems used in Inbound and outbound operations 4.3 Returns processing systems 4.3 Systems used for Value-added delivery options (premium / express / scheduled / location mapping) 4.5 Customer and Support Relationships
Dec 2021	15	INTEGRATING LOGISTICS INTO OPERATIONS 5.1 Integrating Logistics into the Operations Process 5.2 Assessment for Logistics Operations 5.3 Planning Logistics Operations 5.4 Preparing for Logistics Operations 5.5 Executing Logistics Operations 5.6 Terminating partner Operations
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Shubhendu Pandit

Subject –Transportation for E Commerce Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction – 1.1 What is Transportation Supply Chain? 1.2 Importance and functions of Transportation 1.3 Types of transportation, Transportation in India 1.4 Factors influencing transportation decision, Trade Compliance for suppliers. 1.5 Role of Transportation in Supply Chain 1.6 Inbound, Outbound and shipment preparation in transportation
Oct 2021	11	Transportation Management – 2.1 What is Transportation Management 2.2 Techniques used in managing transportation, Transport Modalities 2.3 Types of & Strategies in Transport management (supplier relationship management, Market intelligence and research on suppliers, carrier selection and review, network optimization and review process. 2.4 Benefits and Risks analysis of various types of Transportation. 2.5 Equipment's used in transportation
Nov 2021	12	Transportation Management System – 3.1 What is Transportation Management System? 3.2 Why It's Important to Have a Transportation Management System and its benefits to shippers. 3.3 Quality management systems used in Transportation. 3.4 Systems used in Transportation management: • Master Data Management, Complete Transportation Order, Document Verification, Order and Capacity Planning, Order Consolidation, Carrier Selection, Non-Standard Order Management, Supply Chain Visibility, Proactive Shipment Monitoring, • Customer Service, FPA, Tendering Process Standardization • Reporting, Performance Reviews, Sustainability • Managed Transportation Services , EDI and Interfacing • TMS and MTS Providers. Socio Economic trends effecting Transportation – 4.1 Technology & Regulations Impact on the transport Industry 4.2 Trade Barriers and International diplomacy for global transportation

Dec 2021	12	4.3 Increasing supply chain complexity due to demographics 4.4 Omni channel business models (Full truck load, Less than truck load) V Future of transportation 5.1 Future and Growth of Transportation Market by 2020 5.2 Developing competitive advantage 5.3 Upcoming tools and techniques in transportation
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Dhirendra Apte

Subject –Reverse Logistics for E Commerce Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	11	Introduction 1.1 What is Reverse Logistics & its importance in Ecommerce. 1.2 Reverse Logistics challenges for ecommerce 1.3 Trends in Reverse Logistics 1.4 Implementing the right reverse logistics strategy. 1.5 Types of returns in reverse logistics.
Oct 2021	10	Reverse Processes 2.1 Forward vs. Reverse Logistic 2.2 Stages in Reverse logistics: Gatekeeping, Collection, Sorting stage, Processing stage. 2.3 Challenges and barriers in Reverse Process 2.4 Tools and applications in Reverse logistic operations
Nov 2021	12	Prospects of Reverse Logistics 3.1 Shipping or redistribution system 3.2 Information system 3.3 Performance management 3.4 Innovations in Reverse Logistics 3.5 Reverse Logistic Market Prospects. Creating value through reverse logistics 4.1 Network design and management integrating reverse logistics, General strategic decisions, target markets, networks, products, Processes 4.2 Strategic, tactical, and operational decisions specific to Reverse logistics
Dec 2021	12	4.3 Monitoring and controlling the value of reverse logistics 4.4 Maintaining partnerships using reverse logistics. Technology and Reverse Logistics 5.1 New Technology Trends in Reverse Logistics 5.2 Digital Transformation in Reverse Logistics 5.3 AI for Reverse Logistics
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for Third Semester 2021-22
{From 01.09.2021 to 31.12.2022}

Name of the Teacher – Dhirendra Apte

Subject – Last Mile Operation Class SYBMS (Sem 3) Div.

Name of the Department - BMS

Month	No. of Lectures	Topics – Sub -Topics
Sept 2021	10	Introduction 1.1 What is Last Mile in Ecommerce? 1.2 Importance of Last Mile in the supply chain 1.3 Last Mile Delivery challenges for ecommerce 1.4 Trends in Last Mile delivery 1.5 Route optimization in Last Mile operations. Last Mile Processes 2.1 Delivery Process & its challenges 2.2 Reverse pickup process in Last mile operations 2.3 Challenges in Reverse Pickup process
Oct 2021	13	2.4 Tools and applications in Last Mile operations 2.5 Considerations for effective last mile logistics strategy. Metrics 3.1 Metrics to measure in last file 3.2 Automation and technology driving metrics.
Nov 2021	12	Customer service 4.1 Customer service and its importance 4.2 Good and bad customer service (Dos and Don'ts of customer service) 4.3 Relationship between metrics and customer service.
Dec 2021	10	Prospects of Last Mile Logistics- 5Hrs 5.1 Innovations in Last Mile Logistics 5.2 Technology Trends in Last Mile Delivery 5.3 Last Mile Delivery Market Future Prospects.
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Shaunak Mainkar

Subject- Management Accounting Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	14	Management Accounting –Nature and Scope – Difference between Cost Accounting, Financial Accounting and Management accounting – Recent Trends in Management Reporting. Analysis and Interpretation of financial Statement: - Meaning- Types and Methods of Financial Analysis – Comparative statements – Trend Analysis – Common size statements (a general discussion only).
Feb 2022	15	Ratio Analysis: - Meaning –Nature – uses and limitations of Ratios –liquidity, profitability, Turnover, Solvency, Leverage, and Market test ratios – Constructions of Financial Statements from ratios –Judgment of financial stability through ratios. a. Fund Flow Statements: Meaning and concept of fund – Current and Non- Current Accounts – Flow of Fund –Preparation of Fund flow statements – uses and significance.
March 2022	15	b. Cash Flow Statement: Difference between fund flow statement and cash flow statements – Preparation of cash flow statements as per AS-3 Norms – Direct and Indirect methods. IV Budget and Budgetary Control: Meaning, - establishing a system of Budgetary Control – Preparation of Sales - Production - Cash Budget - Fixed and Flexible budgets, Master budget - Zero based budgeting (ZBB)- Performance budgeting
April 2022	16	Cost flow statement: Meaning, Definition, Uses and Limitations-Differences between funds flow statement and cash flow statement-Preparation of Cash flow statement (AS-7): Direct method and Indirect Method.
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Bharati Upadhye

Subject- Human Resources Management Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	11	Introduction to HRM - Functions of HR Management - Qualities of HR Manager- Role of HR Executives International Human Resource Management - Concepts of IHRM Approaches to IHRM-Features of IHRM - Importance of IHRM - Factors affecting IHRM
Feb 2022	10	Human Resource Planning - Objectives of HR Planning-HR Planning at different Planning Levels- Conceptual Process of HR Planning Job Analysis and Design: Job Analysis Information - Uses of Job Analysis - Process of Job Analysis-Methods of collecting Job Analysis Data-Job Description. Recruitment and Selection- Recruitment Policy Objectives of Recruitment- Selection Procedure-Essentials of Selection Procedure-Steps in Selection Procedure. Promotion, Transfer, Job Rotation & Career Planning, Career Development-Need for Career Planning Career Development-Suggestions for Effective Career Development.
March 2022	12	Performance Appraisal- Evaluation Process-Performance Appraisal Methods- Management by Objectives- Behaviorally Anchored Rating Scale-Pitfalls in Performance Appraisal-Use of Performance Appraisal. Employee Training and Development -Steps in Training Programmes - Training Evaluation- Areas of Training-Importance of Learning-Employee Training Methods-Evaluating Management Development Program Compensation Management-Process of Job Evaluation-Techniques of Job Evaluation- Advantages of Job Evaluation- Types of Incentive Plans-Employee Benefits-Objectives of Employee Benefits.
April 2022		Occupational Safety and Health -Causes of Safety and Health problems at the workplace- Provisions to prevent Accidents in the workplace-Stress and

	12	Consequences on Employee Performance. Grievance Handling-Concept of Grievance-Causes of Grievance-Effective Grievance Redressal – Steps in Grievance Redressal Procedures. Discipline Action-Aims and Objectives of Discipline-Forms and Types of Discipline-Principles of Maintaining Discipline-Disciplinary Procedure-Types of Disciplinary Actions-Dismissal
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Dhirendra Apte

Subject-Hub and Line Operations Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	14	Introduction 1.1 What is Hub and line Logistics in Ecommerce? 1.2 Importance of line haul Logistics in Ecommerce 1.3 Line haul challenges for ecommerce 1.4 Trends in Line haul Logistics 1.5 How to optimize a Line Haul or Line Haul Network? 1.6 What are the results of optimizing a Line Haul or Line Haul Network?
Feb 2022	15	Inbound Logistics 2.1 What is Inbound Logistics? 2.2 Objectives of Inbound Logistics 2.3 Steps in Inbound Process 2.4 Role of Inbound Supply chain Management in ecommerce logistics.
March 2022	16	Outbound Logistics 3.1 What is Outbound Logistics? 3.2 Objectives of Outbound Logistics 3.3 Steps in Outbound process 3.4 What are the Differences Between Inbound and Outbound Logistics? 3.5 Tools Utilized by Both Inbound and Outbound Logistics. Machines & Equipment 4.1 Introduction to the machines & equipment used 4.2 Types of sorters
April 2022	15	4.3 Types of equipment to handle 4.4 Equipment and machine handling Compliances. Prospects of Line haul Logistics 5.1 Innovations in Line Haul Logistics 5.2 New Technology Trends in Line Haul Logistics 5.3 Future Automated Line Haul Processes 5.4 Line Haul Market Prospects
TOTAL	60	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Shubhendu Pandit

Subject- E Commerce Customer Service

Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	9	Creating the Customer-Centric Organization 1.1 Championing Customer Service 1.2 In-Focused or Customer-Focused: Where Do You Stand? 1.3 Building a Winning Service Strategy 1.4 Better Service through Surveys: Questionnaires, Focus Groups, and Interviews.
Feb 2022	10	Communicating Effectively with Customers 2.1 Developing Active Listening Skills 2.2 Speaking in the Positive: Words and Tone of Voice 2.3 Body Language: Yours and Theirs 2.4 Sending a Message Through Physical Surroundings 2.5 Improving Verbal communication 2.6 Understanding Your Customer's Communication Style. Customer Service Strategies 3.1 Anticipating Needs - The Key to Your Customer's Heart 3.2 Ten Principles to Keep Your Clients Happy and Loyal! 3.3 Exceeding Your Clients' Expectations 3.4 The Value of Customer Service Training for Your Staff
March 2022	13	3.5 7 Ways to Make Your Customers Feel Important 3.6 Recovering from Customer Service Blunders 3.7 Five Customer Service Commandments 3.8 When It is Time to Fire a Customer. Managing the Customer Encounter 4.1 Showing Customers That You Value Their Business 4.2 Understanding Customer Behaviour and Creating Positive Outcomes 4.3 Asking the Right Questions 4.4 Dealing Effectively with Customer Hand-Offs 4.5 Making the Customer's Problem Your Problem 4.6 Telling the Customer "No" 4.7 Closing the Customer Encounter 4.8 Following Through with the Customer
April 2022	13	Customer Service Tools -5 hours 5.1 The Client Needs Analysis (CNA) 5.2 The Customer Service Survey & Analysis. Customer Service Tools -5 hours 5.1 The Client Needs Analysis (CNA) 5.2 The Customer Service Survey & Analysis

TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Pratik Potdar

Subject- Outsourcing in E Commerce Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	12	Introduction-- 1.1 What is Outsourcing? 1.2 Why do companies outsource? 1.3 When to Outsource? 1.4 How to implement outsourcing? 1.5 Problems with outsourcing. Ecommerce Outsourcing 2.1 What is Ecommerce Outsourcing? 2.2 How do Ecommerce Outsourcing help Business? 2.3 The Big Benefits of Outsourcing Your e Commerce
Feb 2022	12	2.4 Best countries for Ecommerce Outsourcing and why? Outsourcing Strategic Assessment 3.1 Business Value Assessment 3.2 Operational Assessment 3.3 Financial Assessment 3.4 Risk Assessment 3.5 Integrating the four risk elements
March 2022	11	Outsourcing Risk Management 4.1 Hidden Cost of Outsourcing 4.2 Models of Outsourcing 4.3 What risk are there with outsourcing? 4.4 Techniques and tools to assess risk
April 2022	10	Future 5.1 Will outsourcing continue to grow in the years to come? 5.2 Future outsourcing trends 5.3 Future of outsourcing in India
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Dhirendra Apte

Subject- Fulfilment Operations Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	9	Introduction to fulfilment operations 1.1 What is Fulfilment? 1.2 Understanding E Commerce Fulfilment 1.3 Logistics Organization Forms in E-Commerce 1.4 Characteristics of Fulfilment Service
Feb 2022	10	Fulfilment Models 2.1 Fulfilment offered as a key service 2.2 Fulfilment offered by sales platforms 2.3 Fulfilment offered by logistics service providers 2.4 Fulfilment offered by other market players.
March 2022	13	Logistics and Fulfilment Services 3.1 Key Drivers 3.2 Warehousing Aspects 3.3 Freight Transit 3.4 Packaging. Technology in fulfilment 4.1 Fulfilment Processes & platforms
April 2022	13	4.2 E-Fulfilment and Customer retention strategies. Prospectus in Fulfilment 5.1 Fulfilment of Bundled Orders using technology 5.2 Mini Fulfilment via tech
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Fourth Semester 2021-22
{From 24.01.2022 to 31.05.2022}

Name of the Teacher- Ajay Joshi

Subject- Packaging for E Commerce Class- SYBMS (Sem 4) Div

Name of the Department- BMS

Month	No. of Lectures	Topics – Sub Topics
Jan 2022	10	Introduction to packaging 1.1 Brief Introduction 1.2 Definition of Key Terms 1.3 What is Packaging 1.4 The origins of packaging 1.5 Packaging and the Modern Industrial Society 1.6 The Modern Packaging Industry
Feb 2022	11	Types and Functions of Packaging 2.1 Types of Packaging 2.2 Packaging Materials 2.3 The Functions of Packaging. Understanding the Brand 3.1 What is a Brand? 3.2 Elements that make up a Brand 3.3 Is there a difference between a Brand, a Product and a company? 3.4 Brand History 3.5 The marketing matrix 3.6 The basic brand development process 3.7 Guidelines for good brand management
March 2022	11	The Concept of Brand Equity 4.1 Motivations for Brand Equity 4.2 Rationale for Studying Brand Equity 4.3 Customer-based brand equity 4.4 Brand Knowledge 4.5 Guidelines for Managing Customer-Based Equity 4.6 Complementary Approaches to Measuring Customer-Based Equity 4.7 Asset Dimensions of Brand Equity 4.8 A five assets model of brand equity (Benefits of customer-based brand equity)
April 2022	13	The Packaging Journey in E-Commerce 5.1 The journey 5.2 Consumer research 5.3 Order 5.4 Inbound logistics 5.5 Preparation of orders 5.6 Picking 5.7 Sorting 5.8 Packing 5.9 Shipment preparations 5.10 Outbound logistics 5.11 Order delivery and receipt 5.12 Returns
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.12. 2017}

Name of the Teacher – Kaveri Badhwar

Subject - **Accounting System and Financial Analysis**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Basics of Financial Accounting, Basics of Accounting Concepts Journal, Ledger, Trial Balance, Triple Column Cash Book Bank Reconciliation Statement
SEP 2018	10	Accounting System Used in a Bank, Introduction to the Documents, Forms and Registers maintained in Banks, Books of Accounts Maintained in a Bank
OCT 2018	12	Computerized Accounting System Used in Bank, Accounting Software useful for Bank Transaction, Impact of GST on Banking and Finance Sector, Final Accounts of a Bank,
NOV 2018	8	Preparation of Profit and Loss Account and Balance Sheet of a Commercial Bank, Preparation of Profit & Loss Account and a Balance Sheet of a Co-operative Bank.
DEC 2018	5	Recent trends in Accounts of a Bank New changes in the rules of NPA's Introduction to the IBC -Features, Need, Process Impact of IBC on the economy (specifically banks)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.12. 2017}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	General Principle of Bank Lending: Safety and Security, Liquidity, Profitability, Diversification of Risk, Criteria for Assessing Borrowers, Character, Capacity, Collateral and Condition.
SEP 2018	10	Analysis of a New Lending Proposition: Introduction of the customer. Application by the customers, Review of the application, Evaluation, Monitoring and control, Valuation of Property, Legal Search Report
OCT 2018	12	Loans and Advances: Secured and unsecured loans, Types of Loans and Advanced-Overdraft- Cash Loans and Bill Discounting Bankers
NOV 2018	8	Securities: Securities For Lending Primary Security and Collateral Security, Precautions to be taken by a Banker while Advancing against Real Estate, Documents of Title of Good, Life Insurance Policy, Fixed Deposit Receipts, Supply Bill, Bullion, Agriculture Produce, and Shares and Debentures.
DEC 2018	5	Modes of Creating Charge: Introduction, Lien, Pledge, Hypothecation and Mortgages Banking Lending

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.11. 2017}

Name of the Teacher – Dr. Jagdish Lanjekar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2017	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2017	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2017	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2017	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.12. 2017}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject – **Financial Services**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Financial System-Role and Structure, Overview of Indian Financial System. Structure of Banking System in India.
SEP 2018	10	Role of Banks and Financial Institutions in the Economy. Types of Banks. Nature of Central Bank, Reserve Bank of India – Functions, Issue and Management of Currency.
OCT 2018	12	Banker to the Government Banker to Banks, Regulation and Supervision over banks. Developmental, Promotional functions of RBI. Functions of Commercial Bank Deposit
NOV 2018	8	Significance, Types, Objectives, Players-Insurance Companies, Mutual Funds and UTI.
DEC 2018	5	Personal Financial Investment Avenues. Credit Ratings
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.12. 2017}

Name of the Teacher – Abhay Limaye

Subject - **Law & Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	The Banking Regulation Act 1949: Provision relating to Definition – Functions, Capital – Reserve Fund- Cash Reserve Liquid Asset – Licensing – Branch Licensing – Management – Restriction on Business of Banks – Power of RBI – Account & Balance Sheet – Audit – Amalgamation – Winding up – Applicability of Act to Cooperative Banks.
SEP 2018	10	RBI Act 1937: Provision relating to Preliminary – Incorporate – Capital Management and Business Central Banking Function – Collection & Furnishing of Credit Information & Data – Provision relating to Non Banking institutions, incorporates bodies – Penalties. Demonetization, New Era Banks e.g. Small Finance Banks, Payment Banks, Investment Banks, etc. Offshore Units.
OCT 2018	12	Para Banking Activities: Banks as sponsors to Infrastructure Debt Funds (IDFs) – Equipment Leasing, Hire Purchase Business and Factoring Services – Underwriting of Corporate Share and Debentures – Underwriting of Bonds of PSU – Mutual Fund Business – Money Market Mutual Funds (MMFFs) – Entry of Banks into Insurance Business – PMS Services.

NOV 2018	8	Sources of Bank Funds – Basic Concepts – Bank Deposits in India – Legal Aspects – Various Deposit Schemes – D.I.C. of India.
DEC 2018	5	Negotiable Instruments Act – Important Provisions – Promissory Note and Bill of Exchange – Cheque – Parties to Negotiable Instrument – Dishonour and Protest KYC Norms / AML – Anti Money Laundering / CFT – Combating of Financing of Terrorism
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2017-18
{From 1. 08. 2017 to 15.12. 2017}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Research Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
AUG 2018	10	Discussion of the topics.
SEP 2018	10	Registration of the topic, preparation of proposal, questionnaire.
OCT 2018	12	Preparation of chapter 3,4, and data analysis
NOV 2018	8	Hypothesis testing, conclusions and suggestions.
DEC 2018	5	Preparation for the Viva
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 1. 2. 2019 to 30.04. 2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Accounting System and Financial Analysis** Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2019	12	Reading a Profit & Loss Account and Bank Balance Sheet. Comparative Analysis, Common Size Analysis and Trend Analysis
Mar 2019	12	Meaning and nature of ratio's, Classification of Ratios, Practical Problems on Ratio Analysis, Meaning and Importance of Fund Flow Statement.
April 2019	12	Practical Problems on Funds Flow Statement and cash flow.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 1. 2. 2018 to 31.05. 2018}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
Feb 2018	10	Analysis of Lending: Retail Lending Home Loans, Vehicle Loans, Personal loans etc. Corporate Lending-Working capital finance, syndicated loans and consortium lending. Priority sector lending of commercial banks in India. RBI's Guidelines regarding priority sector lending
Mar 2018	10	Loan Administration: Introduction: Loan Administration Objectives of loans administration, Tools of loans administration: Open communication, Complete and Accurate loan file, Documentation, Inspection Management Information System CAMELS
April 2018	12	Recovery Measures: Introduction: Repayment of recovery of loans: Repayment Procedure – Recovery of loans, NPAs Management – Follow up, One Time Settlement, Recovery Camps Lok Adalats, Debt Recovery Tribunal
May 2018	13	Appellant Debt Recovery Tribunal Asset Reconstruction Company Securitization and Reconstruction of Financial Asset and Enforcement of Security Interest (SARFESI) Act, 2002: 2013.
		Recent Trends Insolvency and Bankruptcy Code, 2016 Comparisons between PSL and Composite Lending Recent trends on Lending and Investment

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 1. 2. 2018 to 31.05. 2018}

Name of the Teacher – Kaveri Badhwar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
Feb 2018	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
Mar 2018	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
April 2018	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
May 2018	13	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

		Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2017-18
{From 1. 2. 2018 to 31.05. 2018}

Name of the Teacher – Abhay Limaye

Subject - **Law and Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
Feb 2018	10	FEMA, 1999 – Preliminary Aspects- Definition – Authorized Dealers – Money Changers – Foreign Exchange & Non Resident – Role of Enforcement Directorate. Inter Bank Market and Forex Dealing – Dealing Room Operations - Spot, Forward, Cash, TOM Rates in an Inter Bank Market. Bid & Offer Rate – Foreign Exchange Market.
Mar 2018	10	Risk Based Capital Standard – Basal Accord 1 – Accord 2 – Accord 3. Application of Capital Adequacy to Banks in India – Why regulate Banks Capital
April 2018	12	Why capital be linked to ensure Bank Safety. Banker- Customer Relationship – Various roles played by Banker. Secrecy of Accounts – Bankers Lien Right of set off – Disclosure by Bank – Termination of Relationship.
May 2018	13	High – Tech Banking – E – Payment Systems & E – Banking – Benefits – Need – RTGS – Retail Payment Systems ECS / NECS, EFT – NEFT etc. – Security Issues related to E – Banking.
		Non Fund Based Business – Guarantees – Letter of Credit – Fee Based Business - BANKNET – Evergreening of Loans – Online Trading in Securities – Concept of Universal Banking - Shadow Banking
TOTAL	45	

Date -

Sign. of the Teacher -----

Sign. of HOD -----

Name of the HOD -----

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 1. 2. 2019 to 30.05. 2019}

Name of the Teacher – Dr. Mrugakshi Rajhans

Subject -Analysis Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2019	12	Discussion of the topics. Registration of the companies.
Mar 2019	12	Preparation of proposal, calculation of ratio's, and data analysis through graphs and charts.
April and May 2019	18	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	42	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.12. 2018}

Name of the Teacher – Kaveri Badhwar

Subject - **Accounting System and Financial Analysis**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Basics of Financial Accounting, Basics of Accounting Concepts Journal, Ledger, Trial Balance, Triple Column Cash Book Bank Reconciliation Statement
SEP 2018	10	Accounting System Used in a Bank, Introduction to the Documents, Forms and Registers maintained in Banks, Books of Accounts Maintained in a Bank
OCT 2018	12	Computerized Accounting System Used in Bank, Accounting Software useful for Bank Transaction, Impact of GST on Banking and Finance Sector, Final Accounts of a Bank,
NOV 2018	8	Preparation of Profit and Loss Account and Balance Sheet of a Commercial Bank, Preparation of Profit & Loss Account and a Balance Sheet of a Co-operative Bank.
DEC 2018	5	Recent trends in Accounts of a Bank New changes in the rules of NPA's Introduction to the IBC -Features, Need, Process Impact of IBC on the economy (specifically banks)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.12. 2018}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	General Principle of Bank Lending: Safety and Security, Liquidity, Profitability, Diversification of Risk, Criteria for Assessing Borrowers, Character, Capacity, Collateral and Condition.
SEP 2018	10	Analysis of a New Lending Proposition: Introduction of the customer. Application by the customers, Review of the application, Evaluation, Monitoring and control, Valuation of Property, Legal Search Report
OCT 2018	12	Loans and Advances: Secured and unsecured loans, Types of Loans and Advanced-Overdraft- Cash Loans and Bill Discounting Bankers
NOV 2018	8	Securities: Securities For Lending Primary Security and Collateral Security, Precautions to be taken by a Banker while Advancing against Real Estate, Documents of Title of Good, Life Insurance Policy, Fixed Deposit Receipts, Supply Bill, Bullion, Agriculture Produce, and Shares and Debentures.
DEC 2018	5	Modes of Creating Charge: Introduction, Lien, Pledge, Hypothecation and Mortgages Banking Lending

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.11. 2018}

Name of the Teacher – Dr. Jagdish Lanjekar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2017	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2017	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2017	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2017	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.
DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.12. 2018}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Bank, Financial Institutions and Financial Markets

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Financial System-Role and Structure, Overview of Indian Financial System. Structure of Banking System in India.
SEP 2018	10	Role of Banks and Financial Institutions in the Economy. Types of Banks. Nature of Central Bank, Reserve Bank of India – Functions, Issue and Management of Currency.
OCT 2018	12	Banker to the Government Banker to Banks, Regulation and Supervision over banks. Developmental, Promotional functions of RBI. Functions of Commercial Bank Deposit
NOV 2018	8	Significance, Types, Objectives, Players-Insurance Companies, Mutual Funds and UTI.
DEC 2018	5	Personal Financial Investment Avenues. Credit Ratings
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.12. 2018}

Name of the Teacher – Abhay Limaye

Subject - **Law & Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	The Banking Regulation Act 1949: Provision relating to Definition – Functions, Capital – Reserve Fund- Cash Reserve Liquid Asset – Licensing – Branch Licensing – Management – Restriction on Business of Banks – Power of RBI – Account & Balance Sheet – Audit – Amalgamation – Winding up – Applicability of Act to Cooperative Banks.
SEP 2018	10	RBI Act 1937: Provision relating to Preliminary – Incorporate – Capital Management and Business Central Banking Function – Collection & Furnishing of Credit Information & Data – Provision relating to Non Banking institutions, incorporates bodies – Penalties. Demonetization, New Era Banks e.g. Small Finance Banks, Payment Banks, Investment Banks, etc. Offshore Units.
OCT 2018	12	Para Banking Activities: Banks as sponsors to Infrastructure Debt Funds (IDFs) – Equipment Leasing, Hire Purchase Business and Factoring Services – Underwriting of Corporate Share and Debentures – Underwriting of Bonds of PSU – Mutual Fund Business – Money Market Mutual Funds (MMFFs) – Entry of Banks into Insurance Business – PMS Services.

NOV 2018	8	Sources of Bank Funds – Basic Concepts – Bank Deposits in India – Legal Aspects – Various Deposit Schemes – D.I.C. of India.
DEC 2018	5	Negotiable Instruments Act – Important Provisions – Promissory Note and Bill of Exchange – Cheque – Parties to Negotiable Instrument – Dishonour and Protest KYC Norms / AML – Anti Money Laundering / CFT – Combating of Financing of Terrorism
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2018-19
{From 1. 08. 2018 to 15.12. 2018}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Research Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
AUG 2018	10	Discussion of the topics.
SEP 2018	10	Registration of the topic, preparation of proposal, questionnaire.
OCT 2018	12	Preparation of chapter 3,4, and data analysis
NOV 2018	8	Hypothesis testing, conclusions and suggestions.
DEC 2018	5	Preparation for the Viva
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 1. 3. 2019 to 31.05. 2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Accounting System and Financial Analysis** Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Mar 2019	12	Reading a Profit & Loss Account and Bank Balance Sheet. Comparative Analysis, Common Size Analysis and Trend Analysis
Apr 2019	15	Meaning and nature of ratio's, Classification of Ratios, Practical Problems on Ratio Analysis, Meaning and Importance of Fund Flow Statement.
May 2019	15	Practical Problems on Funds Flow Statement and cash flow.
TOTAL	42	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 15. 5. 2019 to 31.07. 2019}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Analysis of Lending: Retail Lending Home Loans, Vehicle Loans, Personal loans etc. Corporate Lending-Working capital finance, syndicated loans and consortium lending. Priority sector lending of commercial banks in India. RBI's Guidelines regarding priority sector lending
SEP 2018	10	Loan Administration: Introduction: Loan Administration Objectives of loans administration, Tools of loans administration: Open communication, Complete and Accurate loan file, Documentation, Inspection Management Information System CAMELS
OCT 2018	12	Recovery Measures: Introduction: Repayment of recovery of loans: Repayment Procedure – Recovery of loans, NPAs Management – Follow up, One Time Settlement, Recovery Camps Lok Adalats, Debt Recovery Tribunal
NOV 2018	8	Appellant Debt Recovery Tribunal Asset Reconstruction Company Securitization and Reconstruction of Financial Asset and Enforcement of Security Interest (SARFESI) Act, 2002: 2013.
DEC 2018	5	Recent Trends Insolvency and Bankruptcy Code, 2016 Comparisons between PSL and Composite Lending Recent trends on Lending and Investment

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 15. 5. 2019 to 31.07. 2019}

Name of the Teacher – Kaveri Badhwar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2018	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2018	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2018	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 15. 5. 2019 to 31.07. 2019}

Name of the Teacher – Abhay Limaye

Subject - **Law and Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	FEMA, 1999 – Preliminary Aspects- Definition – Authorized Dealers – Money Changers – Foreign Exchange & Non Resident – Role of Enforcement Directorate. Inter Bank Market and Forex Dealing – Dealing Room Operations - Spot, Forward, Cash, TOM Rates in an Inter Bank Market. Bid & Offer Rate – Foreign Exchange Market.
SEP 2018	10	Risk Based Capital Standard – Basal Accord 1 – Accord 2 – Accord 3. Application of Capital Adequacy to Banks in India – Why regulate Banks Capital
OCT 2018	12	Why capital be linked to ensure Bank Safety. Banker- Customer Relationship – Various roles played by Banker. Secrecy of Accounts – Bankers Lien Right of set off – Disclosure by Bank – Termination of Relationship.
NOV 2018	8	High – Tech Banking – E – Payment Systems & E – Banking – Benefits – Need – RTGS – Retail Payment Systems ECS / NECS, EFT – NEFT etc. – Security Issues related to E – Banking.
DEC 2018	5	Non Fund Based Business – Guarantees – Letter of Credit – Fee Based Business - BANKNET – Evergreening of Loans – Online Trading in Securities – Concept of Universal Banking - Shadow Banking
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2018-19
{From 15. 5. 2019 to 31.07. 2019}

Name of the Teacher – Dr. Mrugakshi Rajhans

Subject -Analysis Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
May 2019	12	Discussion of the topics. Registration of the companies.
June 2019	12	Preparation of proposal, calculation of ratio's, and data analysis through graphs and charts.
July 2019	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.12. 2019}

Name of the Teacher – Kaveri Badhwar

Subject - **Accounting System and Financial Analysis**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Basics of Financial Accounting, Basics of Accounting Concepts Journal, Ledger, Trial Balance, Triple Column Cash Book Bank Reconciliation Statement
SEP 2018	10	Accounting System Used in a Bank, Introduction to the Documents, Forms and Registers maintained in Banks, Books of Accounts Maintained in a Bank
OCT 2018	12	Computerized Accounting System Used in Bank, Accounting Software useful for Bank Transaction, Impact of GST on Banking and Finance Sector, Final Accounts of a Bank,
NOV 2018	8	Preparation of Profit and Loss Account and Balance Sheet of a Commercial Bank, Preparation of Profit & Loss Account and a Balance Sheet of a Co-operative Bank.
DEC 2018	5	Recent trends in Accounts of a Bank New changes in the rules of NPA's Introduction to the IBC -Features, Need, Process Impact of IBC on the economy (specifically banks)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.12. 2019}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	General Principle of Bank Lending: Safety and Security, Liquidity, Profitability, Diversification of Risk, Criteria for Assessing Borrowers, Character, Capacity, Collateral and Condition.
SEP 2018	10	Analysis of a New Lending Proposition: Introduction of the customer. Application by the customers, Review of the application, Evaluation, Monitoring and control, Valuation of Property, Legal Search Report
OCT 2018	12	Loans and Advances: Secured and unsecured loans, Types of Loans and Advanced-Overdraft- Cash Loans and Bill Discounting Bankers
NOV 2018	8	Securities: Securities For Lending Primary Security and Collateral Security, Precautions to be taken by a Banker while Advancing against Real Estate, Documents of Title of Good, Life Insurance Policy, Fixed Deposit Receipts, Supply Bill, Bullion, Agriculture Produce, and Shares and Debentures.
DEC 2018	5	Modes of Creating Charge: Introduction, Lien, Pledge, Hypothecation and Mortgages Banking Lending
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.11. 2019}

Name of the Teacher – Dr. Jagdish Lanjekar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2017	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2017	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2017	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2017	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.
DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.12. 2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Bank, Financial Institutions and Financial Markets

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2019	10	Financial System-Role and Structure, Overview of Indian Financial System. Structure of Banking System in India.
SEP 2019	10	Role of Banks and Financial Institutions in the Economy. Types of Banks. Nature of Central Bank, Reserve Bank of India – Functions, Issue and Management of Currency.
OCT 2019	12	Banker to the Government Banker to Banks, Regulation and Supervision over banks. Developmental, Promotional functions of RBI. Functions of Commercial Bank Deposit
NOV 2019	8	Significance, Types, Objectives, Players-Insurance Companies, Mutual Funds and UTI.
DEC 2019	5	Personal Financial Investment Avenues. Credit Ratings
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.12. 2019}

Name of the Teacher – Abhay Limaye

Subject - **Law & Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	The Banking Regulation Act 1949: Provision relating to Definition – Functions, Capital – Reserve Fund- Cash Reserve Liquid Asset – Licensing – Branch Licensing – Management – Restriction on Business of Banks – Power of RBI – Account & Balance Sheet – Audit – Amalgamation – Winding up – Applicability of Act to Cooperative Banks.
SEP 2018	10	RBI Act 1937: Provision relating to Preliminary – Incorporate – Capital Management and Business Central Banking Function – Collection & Furnishing of Credit Information & Data – Provision relating to Non Banking institutions, incorporates bodies – Penalties. Demonetization, New Era Banks e.g. Small Finance Banks, Payment Banks, Investment Banks, etc. Offshore Units.
OCT 2018	12	Para Banking Activities: Banks as sponsors to Infrastructure Debt Funds (IDFs) – Equipment Leasing, Hire Purchase Business and Factoring Services – Underwriting of Corporate Share and Debentures – Underwriting of Bonds of PSU – Mutual Fund Business – Money Market Mutual Funds (MMFFs) – Entry of Banks into Insurance Business – PMS Services.
NOV 2018	8	Sources of Bank Funds – Basic Concepts – Bank Deposits in India – Legal Aspects – Various Deposit Schemes – D.I.C. of India.
DEC 2018	5	Negotiable Instruments Act – Important Provisions – Promissory Note and Bill of Exchange – Cheque – Parties to Negotiable Instrument – Dishonour and Protest KYC Norms / AML – Anti Money Laundering / CFT – Combating of Financing of Terrorism
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2019-20
{From 1. 08. 2019 to 15.12. 2019}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Research Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
AUG 2019	10	Discussion of the topics.
SEP 2019	10	Registration of the topic, preparation of proposal, questionnaire.
OCT 2019	12	Preparation of chapter 3,4, and data analysis
NOV 2019	8	Hypothesis testing, conclusions and suggestions.
DEC 2019	5	Preparation for the Viva
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Accounting System and Financial Analysis** Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
May 2021	12	Reading a Profit & Loss Account and Bank Balance Sheet. Comparative Analysis, Common Size Analysis and Trend Analysis
June 2021	12	Meaning and nature of ratio's, Classification of Ratios, Practical Problems on Ratio Analysis, Meaning and Importance of Fund Flow Statement.
July 2021	12	Practical Problems on Funds Flow Statement and cash flow.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	Analysis of Lending: Retail Lending Home Loans, Vehicle Loans, Personal Corporate Lending-Working capital finance, syndicated loans and consortium Priority sector lending of commercial banks in India. RBI's Guidelines regarding sector lending, Loan Administration: Introduction: Loan Administration Objectives of loans administration, Tools of loans administration
June 2021	12	Open communication, Complete and Accurate loan file, Documentation, Information Management Information System, CAMELS Recovery Measures: Introduction: Repayment of recovery of loans: Repayment Procedure – Recovery of loans, NPAs Management – Follow up, One Time Recovery Camps Lok Adalats, Debt Recovery Tribunal Appellant Debt Recovery Tribunal Asset Reconstruction Company
July 2021	12	Securitization and Reconstruction of Financial Asset and Enforcement of Interest (SARFESI) Act, 2002: 2013. Recent Trends Insolvency and Bankruptcy Code, 2016 Comparisons between PSL and Composite Lending Recent trends on Lending and Investment
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Kaveri Badhwar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market.
June 2021	12	Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
July 2021	12	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

		Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Law and Practice of Banking**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	FEMA, 1999 – Preliminary Aspects- Definition – Authorized Dealers – Money Changers – Foreign Exchange & Non Resident – Role of Enforcement Directorate. Inter Bank Market and Forex Dealing – Dealing Room Operations - Spot, Forward, Cash, TOM Rates in an Inter Bank Market. Bid & Offer Rate – Foreign Exchange Market. Risk Based Capital Standard – Basal Accord 1 – Accord 2 – Accord 3
June 2021	12	Application of Capital Adequacy to Banks in India – Why regulate Banks Capital Why capital be linked to ensure Bank Safety. Banker- Customer Relationship – Various roles played by Banker. Secrecy of Accounts – Bankers Lien Right of set off – Disclosure by Bank – Termination of Relationship.
July 2021	12	High – Tech Banking – E – Payment Systems & E – Banking – Benefits – Need – RTGS – Retail Payment Systems ECS / NECS, EFT – NEFT etc. – Security Issues related to E – Banking. Non Fund Based Business – Guarantees – Letter of Credit – Fee Based Business - BANKNET – Evergreening of Loans – Online Trading in Securities – Concept of Universal Banking - Shadow Banking
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2019-20
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Dr. Mrugakshi Rajhans

Subject -Analysis Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
May 2021	12	Discussion of the topics. Registration of the companies.
June 2021	12	Preparation of proposal, calculation of ratio's, and data analysis through graphs and charts.
July 2021	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2020-21
{From 1. 08. 2020 to 15.12. 2020}

Name of the Teacher – Kaveri Badhwar

Subject - **Accounting System and Financial Analysis**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Basics of Financial Accounting, Basics of Accounting Concepts Journal, Ledger, Trial Balance, Triple Column Cash Book Bank Reconciliation Statement
SEP 2018	10	Accounting System Used in a Bank, Introduction to the Documents, Forms and Registers maintained in Banks, Books of Accounts Maintained in a Bank
OCT 2018	12	Computerized Accounting System Used in Bank, Accounting Software useful for Bank Transaction, Impact of GST on Banking and Finance Sector, Final Accounts of a Bank,
NOV 2018	8	Preparation of Profit and Loss Account and Balance Sheet of a Commercial Bank, Preparation of Profit & Loss Account and a Balance Sheet of a Co-operative Bank.
DEC 2018	5	Recent trends in Accounts of a Bank New changes in the rules of NPA's Introduction to the IBC -Features, Need, Process Impact of IBC on the economy (specifically banks)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2020-21
{From 1. 08. 2020 to 15.12. 2020}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	General Principle of Bank Lending: Safety and Security, Liquidity, Profitability, Diversification of Risk, Criteria for Assessing Borrowers, Character, Capacity, Collateral and Condition.
SEP 2018	10	Analysis of a New Lending Proposition: Introduction of the customer. Application by the customers, Review of the application, Evaluation, Monitoring and control, Valuation of Property, Legal Search Report
OCT 2018	12	Loans and Advances: Secured and unsecured loans, Types of Loans and Advanced-Overdraft- Cash Loans and Bill Discounting Bankers
NOV 2018	8	Securities: Securities For Lending Primary Security and Collateral Security, Precautions to be taken by a Banker while Advancing against Real Estate, Documents of Title of Good, Life Insurance Policy, Fixed Deposit Receipts, Supply Bill, Bullion, Agriculture Produce, and Shares and Debentures.
DEC 2018	5	Modes of Creating Charge: Introduction, Lien, Pledge, Hypothecation and Mortgages Banking Lending
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2020-21
{From 1. 08. 2020 to 15.11. 2020}

Name of the Teacher – Dr. Jagdish Lanjekar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2017	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2017	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2017	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2017	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.
DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2020-21
{From 1. 02. 2021 to 30. 04. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject – **FINANCIAL SERVICES**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
Feb 2021	12	Financial System-Role and Structure, Overview of Indian Financial System. Structure of Banking System in India. Role of Banks and Financial Institutions in the Economy. Types of Banks
Mar 2021	12	Nature of Central Bank, Reserve Bank of India –Functions, Issue and Management of Currency, Banker to the Government Banker to Banks, Regulation and Supervision over banks. Developmental, Promotional functions of RBI. Functions of Commercial Bank Deposit
Apr 2021	12	Significance, Types, Objectives, Players-Insurance Companies, Mutual Funds and UTI. Personal Financial Investment Avenues. Credit Ratings
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{From 1. 08. 2021 to 15.12. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Law & Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	The Banking Regulation Act 1949: Provision relating to Definition – Functions, Capital – Reserve Fund- Cash Reserve Liquid Asset – Licensing – Branch Licensing – Management – Restriction on Business of Banks – Power of RBI – Account & Balance Sheet – Audit – Amalgamation – Winding up – Applicability of Act to Cooperative Banks.
SEP 2018	10	RBI Act 1937: Provision relating to Preliminary – Incorporate – Capital Management and Business Central Banking Function – Collection & Furnishing of Credit Information & Data – Provision relating to Non Banking institutions, incorporates bodies – Penalties. Demonetization, New Era Banks e.g. Small Finance Banks, Payment Banks, Investment Banks, etc. Offshore Units.
OCT 2018	12	Para Banking Activities: Banks as sponsors to Infrastructure Debt Funds (IDFs) – Equipment Leasing, Hire Purchase Business and Factoring Services – Underwriting of Corporate Share and Debentures – Underwriting of Bonds of PSU – Mutual Fund Business – Money Market Mutual Funds (MMFFs) – Entry of Banks into Insurance Business – PMS Services.
NOV 2018	8	Sources of Bank Funds – Basic Concepts – Bank Deposits in India – Legal Aspects – Various Deposit Schemes – D.I.C. of India.
DEC 2018	5	Negotiable Instruments Act – Important Provisions – Promissory Note and Bill of Exchange – Cheque – Parties to Negotiable Instrument – Dishonour and Protest KYC Norms / AML – Anti Money Laundering / CFT – Combating of Financing of Terrorism
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2020-21
{From 1. 02. 2021 to 30. 04. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Research Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Feb 2021	12	Discussion of the topics.
Mar 2021	12	Registration of the topic, preparation of proposal, questionnaire, and data analysis.
Apr 2021	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Accounting System and Financial Analysis** Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
May 2021	12	Reading a Profit & Loss Account and Bank Balance Sheet. Comparative Analysis, Common Size Analysis and Trend Analysis
June 2021	12	Meaning and nature of ratio's, Classification of Ratios, Practical Problems on Ratio Analysis, Meaning and Importance of Fund Flow Statement.
July 2021	12	Practical Problems on Funds Flow Statement and cash flow.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	Analysis of Lending: Retail Lending Home Loans, Vehicle Loans, Personal loans etc. Corporate Lending-Working capital finance, syndicated loans and consortium lending. Priority sector lending of commercial banks in India. RBI's Guidelines regarding priority sector lending Loan Administration: Introduction: Loan Administration Objectives of loans administration, Tools of loans administration:
June 2021	12	Open communication, Complete and Accurate loan file, Documentation, Inspection Management Information System CAMELS Recovery Measures: Introduction: Repayment of recovery of loans: Repayment Procedure – Recovery of loans, NPAs Management – Follow up, One Time Settlement, Recovery Camps Lok Adalats, Debt Recovery Tribunal
July 2021	12	Recent Trends Insolvency and Bankruptcy Code, 2016 Comparisons between PSL and Composite Lending Recent trends on Lending and Investment
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Kaveri Badhwar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market
June 2021	12	Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
July 2021	12	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

		Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Law and Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
May 2021	12	FEMA, 1999 – Preliminary Aspects- Definition – Authorized Dealers – Money Changers – Foreign Exchange & Non Resident – Role of Enforcement Directorate. Inter Bank Market and Forex Dealing – Dealing Room Operations - Spot, Forward, Cash, TOM Rates in an Inter Bank Market. Bid & Offer Rate – Foreign Exchange Market. Risk Based Capital Standard – Basal Accord 1 – Accord 2 – Accord 3. Application of Capital Adequacy to Banks in India – Why regulate Banks Capital
June 2021	12	Why capital be linked to ensure Bank Safety. Banker- Customer Relationship – Various roles played by Banker. Secrecy of Accounts – Bankers Lien Right of set off – Disclosure by Bank – Termination of Relationship. High – Tech Banking – E – Payment Systems & E – Banking – Benefits – Need – RTGS
July 2021	12	Retail Payment Systems ECS / NECS, EFT – NEFT etc. – Security Issues related to E – Banking. Non Fund Based Business – Guarantees – Letter of Credit – Fee Based Business - BANKNET – Evergreening of Loans – Online Trading in Securities – Concept of Universal Banking - Shadow Banking

TOTAL	36	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2020-21
{From 15. 5. 2021 to 31.07. 2021}

Name of the Teacher – Dr. Mrugakshi Rajhans

Subject -Analysis Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
May 2021	12	Discussion of the topics. Registration of the companies.
June 2021	12	Preparation of proposal, calculation of ratio's, and data analysis through graphs and charts.
July 2021	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{From 1. 08. 2021 to 15.12. 2021}

Name of the Teacher – Kaveri Badhwar

Subject - **Accounting System and Financial Analysis**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	Basics of Financial Accounting, Basics of Accounting Concepts Journal, Ledger, Trial Balance, Triple Column Cash Book Bank Reconciliation Statement
SEP 2018	10	Accounting System Used in a Bank, Introduction to the Documents, Forms and Registers maintained in Banks, Books of Accounts Maintained in a Bank
OCT 2018	12	Computerized Accounting System Used in Bank, Accounting Software useful for Bank Transaction, Impact of GST on Banking and Finance Sector, Final Accounts of a Bank,
NOV 2018	8	Preparation of Profit and Loss Account and Balance Sheet of a Commercial Bank, Preparation of Profit & Loss Account and a Balance Sheet of a Co-operative Bank.
DEC 2018	5	Recent trends in Accounts of a Bank New changes in the rules of NPA's Introduction to the IBC -Features, Need, Process Impact of IBC on the economy (specifically banks)
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{From 1. 08. 2021 to 15.12. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	General Principle of Bank Lending: Safety and Security, Liquidity, Profitability, Diversification of Risk, Criteria for Assessing Borrowers, Character, Capacity, Collateral and Condition.
SEP 2018	10	Analysis of a New Lending Proposition: Introduction of the customer. Application by the customers, Review of the application, Evaluation, Monitoring and control, Valuation of Property, Legal Search Report
OCT 2018	12	Loans and Advances: Secured and unsecured loans, Types of Loans and Advanced-Overdraft- Cash Loans and Bill Discounting Bankers
NOV 2018	8	Securities: Securities For Lending Primary Security and Collateral Security, Precautions to be taken by a Banker while Advancing against Real Estate, Documents of Title of Good, Life Insurance Policy, Fixed Deposit Receipts, Supply Bill, Bullion, Agriculture Produce, and Shares and Debentures.
DEC 2018	5	Modes of Creating Charge: Introduction, Lien, Pledge, Hypothecation and Mortgages Banking Lending
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{From 1. 08. 2021 to 15.11. 2021}

Name of the Teacher – Dr. Jagdish Lanjekar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2017	10	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks
SEP 2017	10	Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market, Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments
OCT 2017	12	Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
NOV 2017	8	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.
DEC 2018	5	Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI

TOTAL	45	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 1. 12. 2021 to 28.02.2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject – **FINANCIAL SERVICES**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
Dec 2022	12	Financial System-Role and Structure, Overview of Indian Financial System. Structure of Banking System in India. Role of Banks and Financial Institutions in the Economy. Types of Banks
Jan 2022	12	Nature of Central Bank, Reserve Bank of India –Functions, Issue and Management of Currency, Banker to the Government Banker to Banks, Regulation and Supervision over banks. Developmental, Promotional functions of RBI. Functions of Commercial Bank Deposit
Feb 2022	12	Significance, Types, Objectives, Players-Insurance Companies, Mutual Funds and UTI. Personal Financial Investment Avenues. Credit Ratings
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the First Semester 2021-22
{From 1. 08. 2021 to 15.12. 2021}

Name of the Teacher – Abhay Limaye

Subject - **Law & Practice of Banking**
Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
AUG 2018	10	The Banking Regulation Act 1949: Provision relating to Definition – Functions, Capital – Reserve Fund- Cash Reserve Liquid Asset – Licensing – Branch Licensing – Management – Restriction on Business of Banks – Power of RBI – Account & Balance Sheet – Audit – Amalgamation – Winding up – Applicability of Act to Cooperative Banks.
SEP 2018	10	RBI Act 1937: Provision relating to Preliminary – Incorporate – Capital Management and Business Central Banking Function – Collection & Furnishing of Credit Information & Data – Provision relating to Non Banking institutions, incorporates bodies – Penalties. Demonetization, New Era Banks e.g. Small Finance Banks, Payment Banks, Investment Banks, etc. Offshore Units.
OCT 2018	12	Para Banking Activities: Banks as sponsors to Infrastructure Debt Funds (IDFs) – Equipment Leasing, Hire Purchase Business and Factoring Services – Underwriting of Corporate Share and Debentures – Underwriting of Bonds of PSU – Mutual Fund Business – Money Market Mutual Funds (MMFFs) – Entry of Banks into Insurance Business – PMS Services.
NOV 2018	8	Sources of Bank Funds – Basic Concepts – Bank Deposits in India – Legal Aspects – Various Deposit Schemes – D.I.C. of India.
DEC 2018	5	Negotiable Instruments Act – Important Provisions – Promissory Note and Bill of Exchange – Cheque – Parties to Negotiable Instrument – Dishonour and Protest KYC Norms / AML – Anti Money Laundering / CFT – Combating of Financing of Terrorism
TOTAL	45	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
TEACHING PLAN – for First Semester 2021-22
{From 1. 12. 2021 to 28.02.2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - Research Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Dec 2022	12	Discussion of the topics.
Jan 2022	12	Registration of the topic, preparation of proposal, questionnaire, and data analysis.
Feb 2022	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01. 3. 2022 to 31.05. 2022}

Name of the Teacher –Dr. Mrugakshi Rajhans

Subject - **Accounting System and Financial Analysis** Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Mar 2022	12	Reading a Profit & Loss Account and Bank Balance Sheet. Comparative Analysis, Common Size Analysis and Trend Analysis
Apr 2022	12	Meaning and nature of ratio's, Classification of Ratios, Practical Problems on Ratio Analysis, Meaning and Importance of Fund Flow Statement.
May 2022	12	Practical Problems on Funds Flow Statement and cash flow.
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01. 3. 2022 to 31.05. 2022}

Name of the Teacher – Abhay Limaye

Subject - **Bank Lending**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
March 2022	12	Analysis of Lending: Retail Lending Home Loans, Vehicle Loans, Personal loans etc. Corporate Lending-Working capital finance, syndicated loans and consortium lending. Priority sector lending of commercial banks in India. RBI's Guidelines regarding priority sector lending Loan Administration: Introduction: Loan Administration Objectives of loans administration, Tools of loans administration: Open communication, Complete and Accurate loan file
April 2022	12	Documentation, Inspection Management Information System CAMELS Recovery Measures: Introduction: Repayment of recovery of loans: Repayment Procedure – Recovery of loans, NPAs Management – Follow up, One Time Settlement, Recovery Camps Lok Adalats, Debt Recovery Tribunal
May 2022	12	Appellant Debt Recovery Tribunal Asset Reconstruction Company Securitization and Reconstruction of Financial Asset and Enforcement of Security Interest (SARFESI) Act, 2002: 2013. Recent Trends Insolvency and Bankruptcy Code, 2016 Comparisons between PSL and Composite Lending Recent trends on Lending and Investment

TOTAL	36	
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Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01. 3. 2022 to 31.05. 2022}

Name of the Teacher – Kaveri Badhwar

Subject - **Bank, Financial Institutions and Financial Markets**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
March 2022	12	Non-Banking Financial Intermediaries Types of NBFIs. Role of NBFIs in India. Distinction between Banks and Non Banking Financial Institutions. Functions of Provident Funds, Pension Funds, Mutual Funds and Insurance Companies, Hire Purchase and Leasing finance Housing Finance Companies, Merchant Banks Money Market: Nature, Significance and Operations of the Money Market, Features of Indian Money Market. , Sub-Market of Indian Money Market. Call Money Market, Treasury Bill Market, Commercial Bill Market
April 2022	12	Commercial Paper and Certificate of Deposit Market, Discount Market. Role of Discount and Finance House of India, Current Policy Rate –Call Rates , Treasury Bill Rates, Players, Instruments Capital Market: Nature, Significance and Operations of the Capital Market , Features of Indian Capital Market, Interaction of Money and Capital Markets, Composition of Indian Capital Market. Market Securities, Players , Instruments
May 2022	12	Regulatory frame work- SEBI, IRDA,PFRDA, FMC, FEMA Regulation of Indian Capital Market. . Role of SEBI Developments of Indian Capital Market after 1991.

		Regulation of Other Markets - Insurance Regulatory and Development Authority (IRDA), Pension Funds Regulatory and Development Authority(PFRDA),Forward Market Commission (FMC), Foreign Exchange Management Act (FEMA), AMFI
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01. 3. 2022 to 31.05. 2022}

Name of the Teacher – Abhay Limaye

Subject - **Law and Practice of Banking**

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Subtopics
March 2022	12	FEMA, 1999 – Preliminary Aspects- Definition – Authorized Dealers – Money Changers – Foreign Exchange & Non Resident – Role of Enforcement Directorate. Inter Bank Market and Forex Dealing – Dealing Room Operations - Spot, Forward, Cash, TOM Rates in an Inter Bank Market. Bid & Offer Rate – Foreign Exchange Market. Risk Based Capital Standard – Basal Accord 1 – Accord 2 – Accord 3.
April 2022	12	Application of Capital Adequacy to Banks in India – Why regulate Banks Capital Why capital be linked to ensure Bank Safety. Banker- Customer Relationship – Various roles played by Banker. Secrecy of Accounts – Bankers Lien Right of set off – Disclosure by Bank – Termination of Relationship.
May 2022	12	High – Tech Banking – E – Payment Systems & E – Banking – Benefits – Need – RTGS - Retail Payment Systems ECS / NECS, EFT – NEFT etc. – Security Issues related to E – Banking. Non Fund Based Business – Guarantees – Letter of Credit – Fee Based Business - BANKNET – Evergreening of Loans – Online Trading in Securities – Concept of Universal Banking - Shadow Banking
TOTAL	36	

Deccan Education Society's
Brihan Maharashtra College of Commerce, Pune
LECTURE PLAN – for the Second Semester 2021-22
{From 01. 3. 2022 to 31.05. 2022}

Name of the Teacher – Dr. Mrugakshi Rajhans

Subject -Analysis Project

Class PGDBF

Name of the Department: BBA

Month	No. of Lectures	Topics – Sub -Topics
Mar 2021	12	Discussion of the topics. Registration of the companies.
April 2021	12	Preparation of proposal, calculation of ratio's, and data analysis through graphs and charts.
May 2021	12	Preparation of chapter 3,4, and hypothesis testing, conclusions and suggestions.
TOTAL	36	