

2020-21strategic business mgmt Teaching plan Monica.docx.pdf

5. FINAL 1 TEACHING PLAN TY Techniques of Costing 2020-21.pdf

8. FINAL 1 TEACHING PLAN TY Recent Trends in Costing 2019-20.pdf

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2020-21 Advanced performance and evaluation management Monica.docx.pdf

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TY - Sem - 5 -Advanced Accounting – 1 - Dr. Santosh Marwadikumbhar.pdf

TY - Sem - 5\_ Application of Costing – Special Paper – 5\_ Nilesh Waghmare.pdf

TY - Sem - 6\_ Strategic Cost Management - Special Paper - 7\_ Nilesh Waghmare.pdf

TY - Sem 6 - Advanced Accounting – 2 - Dr. Santosh Marwadikumbhar.pdf

TY Costing Honours\_ Sem - 5\_ Research Methodology-Costing - Nilesh Waghmare.pdf

TY Costing Honours\_ Sem - 6\_ Case Studies in Management Accounting - Nilesh Waghmare.pdf

TY\_ Indian marketing env. Pinki \_sem 5.pdf

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[TYBCOM\\_Sem 3\\_INTERNATIONAL FINANCE SSUES AND POLICY PERSPECTIVES\\_Dr. Sunayini Parchure.pdf](#)

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[TYBCom\\_Sem V\\_M.Law-I\\_Swati Chiney.pdf](#)

[TYBCom\\_Sem VI\\_Indirect Taxes Paper 2\\_CA Umesh Kulkarni and CA Hemant Godbole.pdf](#)

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# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Monica Parikh

**YEAR 2020-21**

**DEPARTMENT:** ACCOUNTANCY AND COSTING

**CLASS:** TY B. Com Semester V

**SUBJECT:** Strategic Business Management

| MONTH       | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-------------|------|-------------------|------------------|---|--|
| JUNE-2020   | 1    |                   |                  |   |  |
|             | 2    |                   |                  |   |  |
|             | 3    |                   |                  |   |  |
|             | 4    |                   |                  |   |  |
| JULY - 2020 | 1    |                   |                  |   |  |

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|                       | 3 |  |   |    |   |
|                       | 4 |  |   |    |   |
| <b>AUGUST- 2020</b>   | 1 | <b>Technology and data analytics</b>           | Cloud and mobile technology<br>Big data and data analytics            | 14 | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                       | 2 |  | E- business: value chain<br>IT systems security and control           |    |   |
|                       | 3 | <b>Organizational control and audit</b>        | Management and internal control systems                               |    |   |
|                       | 4 |  | Audit and compliance  |    |   |
| <b>SEPTEMBER-2020</b> | 1 |  | Internal control and management reporting                             |    |   |
|                       | 2 | <b>Finance in planning and decision-making</b> | Finance function<br>Financial analysis and decision-making techniques |    | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                       | 3 |  | Financial analysis and decision-making techniques                     |    |   |
|                       | 4 |  | Cost and management accounting  |    |   |

|                           |   |   |  |  |   |
|---------------------------|---|---|--|--|---|
| <b>OCTOBER -<br/>2020</b> | 1 | <b>Innovation,<br/>performance<br/>excellence and<br/>change<br/>management</b> | Enabling success: organizing<br>Enabling success:<br>disruptive technologies |  | <i>student centric methods,<br/>such as experiential<br/>learning, participative<br/>learning and problem<br/>solving</i> |
|                           | 2 |   | Enabling success: disruptive<br>technologies                                 |  |   |
|                           | 3 |   | Enabling success: talent<br>management                                       |  |   |
|                           | 4 |   | Enabling success:<br>performance excellence                                  |  |   |
| <b>NOVEMBER<br/>2020</b>  | 1 |   | Managing strategic change  |  |   |
|                           | 2 |   | Innovation and change<br>management  |  |   |
|                           | 3 |   | Leading and managing<br>projects   |  |   |
|                           | 4 |   |  |  |   |
| <b>December 2020</b>      | 1 |   | Revision   |  |   |
|                           | 2 |   | Semester end   |  |   |
|                           |   |   |  |  |   |
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# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: **DR. TESSY THADATHIL**

**YEAR 2020-21**

DEPARTMENT: **COSTING**

CLASS: **TYBCOM**

SUBJECT: **Techniques of Costing**

COURSE CODE : **55212C16**

| MONTH                       | WEEK | Unit No. and Name | Topic / Contents   | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-----------------------------|------|-------------------|--|---|--|
| TERM – Jul 2020 to Oct 2021 |      |                   |  |   |  |
| JULY 2020                   | 1    | 1                 | <b>Marginal Costing and Cost-Volume-Profit Analysis</b><br>1.1 Marginal Cost,<br>1.2 Marginal Costing,                       | 4   | Problem solving  |
|                             | 2    | 1                 | <b>Marginal Costing and Cost-Volume-Profit Analysis</b><br>1.3 Application of Marginal Costing Technique<br>1.4 CVP Analysis | 4   | Problem solving  |

|                       |   |       |  |     |                                    |
|-----------------------|---|-------|--|-----|------------------------------------|
|                       | 3 | 1     | <b>Marginal Costing and Cost-Volume-Profit Analysis</b><br>1.3. Application of Marginal Costing Technique<br>1.4. CVP Analysis   | 4   | Problem Solving                    |
|                       | 4 | 1     | <b>Marginal Costing and Cost-Volume-Profit Analysis</b><br>1.4 CVP Analysis<br>1.5 Elements of CVP Analysis<br>1.6 Profit Planning   | 4   | Problem Solving                    |
| <b>AUGUST 2020</b>    | 1 | 1 & 2 | <b>Marginal Costing and Cost-Volume-Profit Analysis</b><br>1.4CVP Analysis<br><b>1.5</b> Elements of CVP Analysis<br>1.6 Profit Planning<br><b>Standard Costing and Variance Analysis</b><br><b>1.1</b> Standard Cost,<br><b>1.2</b> Standard Costing, | 2+2 | Lecture methods<br>Problem Solving |
|                       | 2 | 2     | <b>Standard Costing and Variance Analysis</b><br><b>1.3</b> Variances and their analysis –<br>▪ Material   | 4   | Problem solving                    |
|                       | 3 | 2     | <b>Standard Costing and Variance Analysis</b><br><b>1.4</b> Variances and their analysis –<br>▪ Labour   | 4   | Problem solving                    |
|                       | 4 | 2     | <b>Standard Costing and Variance Analysis</b><br><b>1.1</b> Variances and their analysis –<br>• Labour<br>• Overhead<br>Revision of Standards  | 4   | Problem solving                    |
| <b>SEPTEMBER 2020</b> | 1 | 2     | <b>Standard Costing and Variance Analysis</b><br>Revision of Standards   | 4   | Problem solving                    |
|                       | 2 | 3     | <b>Budget and Budgetary Control</b><br><b>3.1</b> Budget, Budgeting and Budgetary Control  | 4   | Problem solving                    |

|                     |   |   |  |    |                                      |
|---------------------|---|---|--|----|--------------------------------------|
|                     |   |   | <b>3.2</b> Functional Budgets (Purchase, Production, Sales and Cash) and Master Budget   |    |                                      |
|                     | 3 | 3 | <b>Budget and Budgetary Control</b><br>3.2Functional Budgets (Purchase, Production, Sales and Cash) and Master Budget<br>3.3Zero Base Budget (ZBB) | 4  | Problem solving                      |
|                     | 4 | 3 | <b>Budget and Budgetary Control</b><br>3.4Performance Budgeting<br>3.5Responsibility Accounting  | 4  | Problem solving +<br>Lecture method  |
| <b>October 2020</b> | 1 | 3 | <b>Budget and Budgetary Control</b><br>3.4Performance Budgeting<br>3.5Responsibility Accounting  | 4  | Video, Lecture method,<br>case study |
|                     | 2 | 3 | <b>Budget and Budgetary Control</b><br>3.5Responsibility Accounting  | 2  | Video, Lecture method,<br>case study |
|                     |   |   |  | 54 |                                      |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: **DR. TESSY THADATHIL**

**YEAR 2020-21**

DEPARTMENT: **COSTING**

CLASS: **TYBCOM**

SUBJECT: **Recent Trends In Costing**

COURSE CODE : 68212C16

| MONTH                         | WEEK | Unit No. and Name | Topic / Contents   | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-------------------------------|------|-------------------|--|---|--|
| TERM – Nov 2020 to April 2021 |      |                   |  |   |  |
| NOVEMBER 2020                 | 1    |                   |  |   |  |
|                               | 2    |                   |  |   |  |
|                               | 3    |                   |  |   |  |
|                               | 4    | 1                 | <b>Introduction</b><br>1.1 Changing business environment | 4   | Lecture method   |

|                      |   |   |  |   |   |
|----------------------|---|---|--|---|---|
|                      |   |   | <b>1.2</b> Need for contemporary techniques of cost accounting<br><b>1.3</b> Interdependence of Costing on other areas – Finance, Accounting and Taxation.<br><b>1.4</b> Introduction to Integrated Accounting Systems.        |   |   |
| <b>DECEMBER 2020</b> | 1 | 2 | <b>Theory of Constraints (TOC)</b><br><b>1.1</b> Introduction<br><b>1.2</b> Meaning of Constraints<br><b>1.3</b> Eliyahu Goldratt's five steps in TOC  | 4 | Participative learning<br>Lecture methods |
|                      | 2 | 3 | <b>Throughput Costing</b><br><b>3.1</b> Limiting factor analysis<br><b>3.2</b> Throughput  | 4 | Problem solving                           |
|                      | 3 | 3 | <b>Throughput Costing</b><br><b>3.3</b> Throughput Accounting Ratios<br><b>3.4</b> Illustrations   | 4 | Problem solving                           |
|                      | 4 | 3 | <b>Throughput Costing</b><br><b>3.3</b> Throughput Accounting Ratios<br><b>3.4</b> Illustrations   | 4 | Problem solving                           |
| <b>January 2021</b>  | 1 | 4 | <b>Value Chain Costing</b><br><b>4.1</b> Meaning of a Value Chain<br><b>4.2</b> Michael Porter's Theory of Value Chain Analysis<br><b>4.3</b> Primary and Secondary activities<br><b>4.4</b> Case Studies                      | 4 | Case Study                                |
|                      | 2 | 5 | <b>Transfer Pricing</b><br><b>5.1</b> Introduction<br><b>5.2</b> Divisional Autonomy<br><b>5.3</b> General rules of Transfer Pricing<br><b>5.4</b> Opportunity Costs<br><b>5.5</b> Market price as a basis for Transfer Prices | 4 | Problem solving                           |
|                      | 3 | 5 | <b>Transfer Pricing</b><br><b>5.6</b> Cost based Transfer Pricing<br><b>5.7</b> Transfer Pricing Calculations  | 4 | Problem solving                           |

|                      |   |       |   |       |                                     |
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|                      |   |       |   |       |                                     |
|                      | 4 | 5 + 6 | <b>Transfer Pricing</b><br>5.7 Transfer Pricing Calculations<br>5.8 Case Studies<br><br>.....<br><br><b>Total Quality Management (TQM)</b><br>6.1 Definition of Quality<br>6.2 History of Total Quality Management          | 2 + 2 | Problem solving +<br>Lecture method |
| <b>February 2021</b> | 1 | 6     | <b>Total Quality Management (TQM)</b><br>6.1 Basic principles of Total Quality Management<br>6.2 Total Quality Management Awards<br>6.5 Case Studies  | 4     | Problem solving                     |
|                      | 2 | 7     | <b>Six Sigma</b><br>7.1 Meaning and Definition<br>7.2 Need<br>7.3 Methodologies – DMAIC & DMADV<br>7.4 Case Studies   | 4     | Case Study                          |
|                      | 3 | 8     | <b>Kaizen</b><br>8.1 Meaning and Definition – Kaizen and Kaizen Costing<br>8.2 Principles<br>8.3 Operating Procedure<br>8.4 Reasons for Failure<br>8.5 Case Studies   | 4     | Case Study                          |
|                      | 4 | 9     | <b>Benchmarking</b><br>9.1 Historical Background<br>9.2 Meaning and Definition<br>9.3 Types of Benchmarking<br>9.4 Process of Benchmarking<br>9.5 Linkages between Benchmarking and Other Cost<br>9.6 Management Techniques | 4     | Case Study                          |

|                       |   |   |  |   |            |
|-----------------------|---|---|--|---|------------|
|                       |   |   | <b>1.6</b> Case Studies                        |   |            |
| <b>March<br/>2021</b> | 1 | 9 | <b>Benchmarking</b><br><b>1.6</b> Case Studies | 2 | Case Study |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Monica Parikh

**YEAR 2020-21**

**DEPARTMENT:** ACCOUNTANCY AND COSTING

**CLASS:** TY B. Com Semester 6

**SUBJECT:** Advanced International Financial Management

| MONTH         | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|---------------|------|-------------------|------------------|---|--|
| December 2020 | 1    |                   |                  |   |  |
|               | 2    |                   |                  |   |  |
|               | 3    |                   |                  |   |  |
|               | 4    |                   |                  |   |  |
| January 2021  | 1    |                   |                  |   |  |
|               | 2    |                   |                  |   |  |

|                      |   |   |   |    |   |
|----------------------|---|---|---|----|---|
|                      | 3 | <b>Role of senior financial adviser in the multinational organization</b> | The role and responsibility of senior financial executive/advisor<br>Financial strategy formulation   | 8  | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                      | 4 |   | Ethical and governance issues<br>Management of international trade and finance<br>Strategic business and financial planning for multinational organizations             |    |   |
| <b>FEBRUARY-2021</b> | 1 |   | Dividend policy in multinationals and transfer pricing  |    |   |
|                      | 2 | <b>Advanced investment appraisal</b>                                      | Discounted cash flow techniques<br>Application of option pricing theory in investment decisions   | 10 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                      | 3 |   | Impact of financing on investment decisions and adjusted present values<br>Valuation and the use of free cash flows<br>International investment and financing decisions |    |   |

|                   |   |   |  |    |   |
|-------------------|---|---|--|----|---|
|                   | 4 | <b>Acquisitions and mergers</b>                         | Acquisitions and mergers versus other growth strategies                  | 12 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
| <b>MARCH-2021</b> | 1 |   | Valuation for acquisitions and Mergers                                   |    |   |
|                   | 2 |   | Regulatory framework and processes<br>Financing acquisitions and mergers |    |   |
|                   | 3 | <b>Corporate reconstruction and reorganization</b>      | Financial reconstruction<br>Business re-organization                     | 6  | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                   | 4 | <b>Treasury and advanced risk management techniques</b> | The role of the treasury function in multinationals                      | 18 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
| <b>APRIL-2021</b> | 1 |   | The use of financial derivatives to hedge against forex risk             |    |   |

|                  |   |  |  |  |  |
|------------------|---|--|--|--|--|
|                  | 2 |  | The use of financial derivatives to hedge against forex risk         |  |  |
|                  | 3 |  | The use of financial derivatives to hedge against interest rate risk |  |  |
|                  | 4 |  | The use of financial derivatives to hedge against interest rate risk |  |  |
| <b>May -2021</b> | 1 |  | <b>Revision</b>  |  |  |
|                  | 2 |  | <b>Sem end</b>   |  |  |
|                  | 3 |  |  |  |  |
|                  | 4 |  |  |  |  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Monica Parikh

**YEAR 2020-21**

**DEPARTMENT:** ACCOUNTANCY AND COSTING

**CLASS:** TY B. Com Semester 6

**SUBJECT:** Advanced performance and Evaluation Management

| MONTH         | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|---------------|------|-------------------|------------------|---|--|
| December 2020 | 1    |                   |                  |   |  |
|               | 2    |                   |                  |   |  |
|               | 3    |                   |                  |   |  |
|               | 4    |                   |                  |   |  |
|               |      |                   |                  |   |  |
| January 2021  | 1    |                   |                  |   |  |
|               | 2    |                   |                  |   |  |

|                      |   |   |   |    |   |
|----------------------|---|---|---|----|---|
|                      | 3 | <b>Strategic planning and control</b>                               | Strategic management accounting<br>Impact of external factors on performance management           | 10 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                      | 4 |   | Performance hierarchy<br>Performance management and control of the organization                   |    |   |
| <b>FEBRUARY-2021</b> | 1 |   | Changes in business structure and management accounting<br>Other environmental and ethical issues |    |   |
|                      | 2 | <b>Impact of risk and uncertainty on organizational performance</b> | Impact of risk and uncertainty on performance management  | 10 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                      | 3 |   | Impact of risk and uncertainty on performance management  |    |   |
|                      | 4 | <b>Performance measurement systems and design</b>                   | Performance management information systems<br>Sources of management information                   | 10 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
| <b>MARCH-2021</b>    | 1 |   | Recording and processing methods  |    |   |

|                   |   |   |   |    |   |
|-------------------|---|---|---|----|---|
|                   |   |   | Management reports  |    |   |
|                   | 2 | <b>Strategic performance measurement</b>            | Strategic performance measures in the private sector<br>Divisional performances and transfer pricing issues   | 14 | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                   | 3 |   | Strategic performance measures in not-for-profit organizations<br>Non-financial performance indicators  |    |   |
|                   | 4 |   | The role of quality in management information and performance measurement systems<br>Performance measurement and strategic human resource management issues |    |   |
| <b>APRIL-2021</b> | 1 |   | Other behavioral aspects of performance measurement   |    |   |
|                   | 2 | <b>Performance evaluation and corporate failure</b> | Alternative views of performance measurement and management   |    | <i>student centric methods, such as experiential learning, participative learning and problem solving methodologies</i> |
|                   | 3 |   | Strategic performance issues in complex business structures   |    |   |

|                  |   |  |   |  |  |
|------------------|---|--|---|--|--|
|                  | 4 |  | Predicting and preventing corporate failure |  |  |
| <b>May -2021</b> | 1 |  | <b>Revision</b>                             |  |  |
|                  | 2 |  | <b>Sem end</b>                              |  |  |
|                  | 3 |  |   |  |  |
|                  | 4 |  |   |  |  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Monica Parikh

**YEAR 2020-21**

**DEPARTMENT:** ACCOUNTANCY AND COSTING

**CLASS:** TY B. Com Semester V

**SUBJECT:** Advanced Financial Reporting

| MONTH       | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-------------|------|-------------------|------------------|---|--|
| JUNE-2020   | 1    |                   |                  |   |  |
|             | 2    |                   |                  |   |  |
|             | 3    |                   |                  |   |  |
|             | 4    |                   |                  |   |  |
| JULY - 2020 | 1    |                   |                  |   |  |

|                        |   |   |  |    |   |
|------------------------|---|---|--|----|---|
|                        | 2 |   |  |    |   |
|                        | 3 |   |  |    |   |
|                        | 4 |   |  |    |   |
| <b>AUGUST- 2020</b>    | 1 | <b>Fundamental ethical and professional principles</b>            | Professional behavior and compliance with accounting standards<br>Ethical requirements of corporate reporting and the consequences of unethical behavior | 6  | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                        | 2 |   | Ethical requirements of corporate reporting and the consequences of unethical behavior   |    |   |
|                        | 3 | <b>The financial reporting framework</b>                          | The applications, strengths and weaknesses of the accounting framework   |    | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                        | 4 | <b>Reporting the financial performance of a range of entities</b> | Revenue  | 24 |   |
| <b>SEPTEMBER-20 20</b> | 1 |   | Non-current assets   |    | <i>student centric methods, such as experiential learning, participative</i>                              |

|                       |   |   |   |    |   |
|-----------------------|---|---|---|----|---|
|                       |   |   |   |    | <i>learning and problem solving</i>   |
|                       | 2 |   | Financial instruments   |    |   |
|                       | 3 |   | Leases<br>Income taxes<br>Other reporting issues  |    |   |
|                       | 4 |   | Employee benefits   |    |   |
| <b>OCTOBER - 2020</b> | 1 |   | Provisions, contingencies and events after the reporting date<br>Reporting requirements of small and medium-sized entities (SMEs) |    | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                       | 2 |   | Share-based payment<br>Fair Value Measurement   |    |   |
|                       | 3 | <b>Financial statements of groups of entities</b> | Group accounting including statements of cash flows   | 14 | <i>student centric methods, such as experiential learning, participative learning and problem solving</i> |
|                       | 4 |   | Associates and joint arrangements<br>Changes in group structures  |    |   |
| <b>NOVEMBER 2020</b>  | 1 |   | Foreign transactions and entities   |    |   |
|                       | 2 | <b>Interpret financial statements for</b>         | Analysis and interpretation of financial information and measurement of performance   | 2  | Case study  |

|                      |   |   |  |   |  |
|----------------------|---|---|--|---|--|
|                      |   | <b>different stakeholders</b>   |  |   |  |
|                      | 3 | <b>The impact of changes and potential changes in accounting regulation</b> | Discussion of solutions to current issues in financial reporting | 2 |  |
|                      | 4 |   | Revision   |   |  |
| <b>December 2020</b> | 1 |   | Revision   |   |  |
|                      | 2 |   | Semester end   |   |  |
|                      |   |   |  |   |  |
|                      |   |   |  |   |  |
|                      |   |   |  |   |  |
|                      |   |   |  |   |  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. Sarika Wagh

**YEAR** 2020-21

**DEPARTMENT:** ACCOUNTANCY

**CLASS:** T.Y.B.COM

**SUBJECT:** Advanced Accountancy-I

| MONTH                             | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-----------------------------------|------|-------------------|------------------|---|--|
| TERM – June 2020 to November 2021 |      |                   |                  |   |  |
| JUNE-2020                         | 1    |                   |                  |   |  |
|                                   | 2    |                   |                  |   |  |
|                                   | 3    |                   |                  |   | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems  |
|                                   | 4    |                   |                  |   |  |
| JULY - 2020                       | 1    |                   |                  |   |  |

|                       |   |        |  |    |   |
|-----------------------|---|--------|--|----|---|
|                       | 2 |        |  |    |   |
|                       | 3 |        |  |    |   |
|                       | 4 |        |  |    |   |
| <b>AUGUST- 2020</b>   | 1 |        |  |    |   |
|                       | 2 |        |  |    |   |
|                       | 3 |        |  |    |   |
|                       | 4 |        |  |    |   |
| <b>SEPTEMBER-2020</b> | 1 | Unit 1 | <b>General Insurance Claim Accounts</b><br><b>Claim for Loss of Stock</b><br>Introduction<br>Procedure for calculation<br>Average clause<br><b>Claim for Loss of Stock</b><br><br>Treatment of abnormal items of goods<br>Under and overvaluation of stock | 12 | Solving practical Problems - Online through Microsoft teams |
|                       | 2 | Unit 1 | <b>Claim for Loss of Stock</b><br><br>Treatment of abnormal items of goods   |    | Solving practical Problems                                  |

|                       |   |        |   |    |                            |
|-----------------------|---|--------|---|----|----------------------------|
|                       |   |        | Under and overvaluation of stock  |    |                            |
|                       | 3 | Unit 1 | <b>Claim for Loss of Profit</b><br>Introduction<br>Indemnity under policy   |    | Solving practical Problems |
|                       | 4 | Unit 2 | <b>Claim for Loss of Profit</b><br>Some important items<br>Procedure for ascertaining claims                        | 20 | Solving practical Problems |
| <b>OCTOBER - 2020</b> | 1 | unit 2 | <b>Claim for Loss of Profit</b><br>Some important items<br>Procedure for ascertaining claims                        |    | Solving practical Problems |
|                       | 2 | Unit 2 | Cash Flow Statement (as per AS 3)<br>Introduction<br>Operating cash flow Financial cash flow , Investment cash flow |    | Solving practical Problems |
|                       | 3 | unit 2 | Cash Flow Statement (as per AS 3)<br>Indirect method of preparing cash flow statement                               |    | Solving practical Problems |

|                      |   |        |   |  |                            |
|----------------------|---|--------|---|--|----------------------------|
|                      | 4 | unit 3 | Cash Flow Statement (as per AS 3)<br>Indirect method of preparing cash flow statement   |  | Solving practical Problems |
| <b>NOVEMBER 2020</b> | 1 | Unit 3 | Cash Flow Statement (as per AS 3)<br>Indirect method of preparing cash flow statement   |  | Solving practical Problems |
|                      | 2 | Unit 3 | Accounts from Incomplete records (Single Entry)<br>Introduction 2.2<br>Ascertainment of Profit or Loss of sole traders                    |  | Solving practical Problems |
|                      | 3 | Unit 3 | <b>MCQ test -online</b><br>Accounts from Incomplete records (Single Entry)<br>2.3 Method and conversion of single entry into double entry |  | Solving practical Problems |
|                      | 4 | Unit 4 | Accounts from Incomplete records (Single Entry)<br>2.3 Method and conversion of single entry into double entry                            |  |                            |

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# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. Sarika Wagh

**YEAR** 2019-20

**DEPARTMENT:** ACCOUNTANCY

**CLASS:** T.Y.B.COM

**SUBJECT:** Advanced Accountancy-II

| MONTH   | WEEK | Unit No. and Name | Topic / Contents                   | No of Lectures approved by Board of Studies | Teaching Methodology  |
|---|------|-------------------|------------------------------------|---|---|
| <b>TERM – November 2019 to 30<sup>th</sup> April 2020</b> |      |                   |                                    |   |   |
| <b>November 2020</b>                                      |      |                   | MCQ cash flow statement            |   |   |
| <b>DECEMBER-2020</b>                                      | 1    | Unit 1            | Accounting Standards: 11,7,9,19    | 16  | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
|   | 2    | Unit 1            | Group Assignment                   |   |   |
|   | 3    | Unit 1            | Group Assignment                   |   |   |
|   | 4    | <b>Unit 2</b>     | Group Assignment                   |   | Solving practical Problems  |
| <b>JANUARY-2021</b>                                       | 1    |                   | Question paper setting for Sem-end | 16  |   |

|                      |   |               |   |   |  |
|----------------------|---|---------------|---|---|--|
|                      | 2 |               | Semester-end Exam Sem V Regular & Backlog – Online Open Book exam through Google Classroom  |   | Solving practical Problems   |
|                      | 3 |               | Backlog Exam Sem VI - Online Open Book exam through Google Classroom  |   |  |
|                      | 4 |               | Online paper checking   | 6 | Discussion through Flip classroom  |
| <b>FEBRUARY-2021</b> | 1 |               | Backlog Internal 1 & 2 Online Assignments<br>Mark-lists emailing to Exam Cell   |   | Discussion through Flip classroom  |
|                      | 2 |               |   |   |  |
|                      | 3 | <b>Unit 1</b> | Consolidation of Final Accounts of Holding Company and Subsidiary Companies (only one subsidiary)   |   | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems  |
|                      | 4 | <b>Unit 1</b> | Consolidation of Final Accounts of Holding Company and Subsidiary Companies (only one subsidiary)   |   | .The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
| <b>MARCH-2021</b>    | 1 | Unit 1        | Consolidation of Final Accounts of Holding Company and Subsidiary Companies (only one subsidiary)   |   | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems  |
|                      | 2 | Unit 1        | Amalgamation<br>Amalgamation in the nature of merger<br>2.2 Amalgamation in the nature of purchase<br>2.3 Calculation of Purchase Consideration |   | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems  |

|                   |   |        |   |  |   |
|-------------------|---|--------|---|--|---|
|                   | 3 | Unit 2 | Methods of accounting for amalgamation 2.4.1 Pooling of interest method 2.4.2 Purchase method   |  | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
|                   | 4 | Unit 2 | Distinction between pooling of interest method and purchase method 2.5 Inter-company investment<br><br><b>MCQ test</b>  |  | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
| <b>APRIL-2021</b> | 1 | Unit 2 | Amalgamation<br>Amalgamation in the nature of merger<br>Amalgamation in the nature of   |  | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
|                   | 2 | Unit 2 | Introduction to Auditing #<br>4.1 Introduction – Nature, objects, advantages and limitations of auditing  |  | The Pedagogy adopted is understanding concepts through discussion and then solving practical problems |
|                   | 3 | Unit 3 | Introduction to Auditing #<br>4.1 Introduction – Nature, objects, advantages and limitations of auditing<br>4.2 Company Auditor – Qualifications, disqualifications, appointment, removal |  | .   |
|                   | 4 | Unit 4 | <b>Analysis and Interpretation of Financial Data (Introduction to Financial Management)</b><br>Meaning<br>Objectives and methods of financial analysis<br>Ratio Analysis                  |  |   |

|            |   |        |   |  |  |
|------------|---|--------|---|--|--|
|            |   |        | Objectives and nature of ratio analysis<br>Problems on Ratio Analysis<br>Return on Investment<br>Profitability Ratios<br>Gross Profit Ratio<br>Net Profit Ratio   |  |  |
| April 2021 | 1 | Unit 4 | <b>Analysis and Interpretation of Financial Data (Introduction to Financial Management)</b><br>Operating Ratio<br>Turnover Ratios<br>Stock Turnover Ratio<br>Debtors Turnover Ratio<br>Liquidity Ratios<br>Current Ratio<br>Liquid Ratio<br>Solvency Ratios |  |  |
|            | 2 |        | <b>Analysis and Interpretation of Financial Data (Introduction to Financial Management)</b><br>Debt Equity Ratio<br>Proprietary Ratio<br>EPS Ratio<br>PE Ratio  |  |  |
|            | 3 |        | <b>Analysis and Interpretation of Financial Data (Introduction to Financial Management)</b>   |  |  |
|            | 4 |        | Assignment  |  |  |
| May 2021   |   |        | Assignment  |  |  |
|            |   |        | Assignment  |  |  |

|           |  |  |  |  |  |
|-----------|--|--|--|--|--|
|           |  |  | <b>Semester-end Exam Sem VI Regular &amp; Backlog – Online Open Book exam through Google Classroom</b> |  |  |
|           |  |  | <b>Backlog Exam Sem V - Online Open Book exam through Google Classroom</b>                             |  |  |
| June 2021 |  |  | <b>Backlog Internal 1 &amp; 2 Online assignments<br/>Paper checking</b>                                |  |  |
|           |  |  | <b>Mark-lists emailing to Exam section</b>   |  |  |



**SYMBIOSIS COLLEGE OF ARTS AND COMMERCE**  
(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER: Dr. Zakira Shaikh**

**DEPARTMENT: Principles of Advertising (2020-2021)**

**Sem-6, Paper-7(T.Y.B.Com)**

| MONTH                                       | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by Board of Studies | list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing |
|---|------|-------------------|------------------|---|--|
| <b>SEMESTER – November 2020 to May 2021</b> |      |                   |                  |   |  |

|               |   |                                     |   |    |  |
|---------------|---|-------------------------------------|---|----|--|
| January-2021  | 1 |                                     |   |    |  |
|               | 2 |                                     |   |    |  |
|               | 3 |                                     |   |    |  |
|               | 4 | Unit 1: Fundamentals of Advertising | Conceptual framework, Nature, Scope, and Function of Advertising, | 03 | <ul style="list-style-type: none"><li>• Power point Presentation</li><li>• Article Review</li><li>• Case Study Method</li><li>• Interactive Learning</li></ul> |
| February-2021 | 1 | Unit 1: Fundamentals of Advertising | Role of Advertising in Modern Business                            | 03 | <ul style="list-style-type: none"><li>• Power point Presentation</li><li>• Article Review</li></ul>  |

|            |   |   |   |  |   |
|------------|---|---|---|--|---|
|            | 2 | Unit 1:<br>Fundamentals<br>of Advertising             | Advertising-Objectives,<br>Types, Benefits and<br>Limitation  | 03   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul>   |
|            | 3 | Unit 1:<br>Fundamentals<br>of Advertising             | Economic and Social<br>Aspects of Advertising   | 03   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Video documentary</li> </ul>                                      |
|            | 4 | Unit 1:<br>Fundamentals<br>of Advertising             | Process of Advertising-<br>strategies and Factors   | 02<br><b>TOTAL(3<br/>+3+3+3<br/>+2=14)</b> | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Video documentary on<br/>evolution of service in<br/>India</li> </ul>                          |
| March-2021 | 1 | Unit:2<br>Appeals and<br>Approaches in<br>Advertising | Introduction-Different<br>Appeals and their<br>Significance   | 03   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul> |
|            | 2 | Unit:2<br>Appeals and<br>Approaches in<br>Advertising | Advertising Message,<br>Direct and Indirect<br>Appeal.  | 03   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case studies</li> </ul>  |
|            | 3 | Unit:2<br>Appeals and<br>Approaches in<br>Advertising | Relationship between<br>Advertising Appeal and<br>Buying Motive   | 02   | <ul style="list-style-type: none"> <li>• Power point</li> <li>• Article Review</li> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul>              |
|            | 4 | Unit:2<br>Appeals and<br>Approaches in<br>Advertising | Positive and Negative<br>Emotional Approaches   | 02   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> </ul>  |
| April-2021 | 1 | Unit:2<br>Appeals and<br>Approaches in<br>Advertising | Importance of<br>Advertising Appeals and<br>its importance<br>Case Studies on various<br>appeals on consumer<br>psychology and buying<br>behavior | 03<br><b>Total(3<br/>+3+2+2<br/>+3=13)</b> | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> </ul>  |

|          |   |   |   |    |   |
|----------|---|---|---|----|---|
|          | 2 | Unit:3<br>Advertising<br>Media and<br>Advertising<br>Agency | Classification and<br>Characteristics of<br>Different Media-<br>Comparative<br>Study of Advertising<br>Media.                                 | 03 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case study Method</li> </ul>   |
|          | 3 | Unit:3<br>Advertising<br>Media and<br>Advertising<br>Agency | Selection of Media-<br>Factors affecting<br>Selection of Media,<br>Media Mix-<br>Geographical<br>Selectivity-Media<br>Scheduling-Advertising. | 04 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Interactive Learning</li> <li>• Collaborative Learning</li> </ul>                              |
|          | 4 | Unit:3<br>Advertising<br>Media and<br>Advertising<br>Agency | Evolution and History of<br>Advertising Agency,<br>Factors involved in<br>Agency selection  | 03 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul> |
|          | 5 | Unit:3<br>Advertising<br>Media and<br>Advertising<br>Agency | Audience Segmentation<br>and Media,Corporate<br>Advertisement-<br>Corporate Advertising<br>in India   | 03 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> </ul>  |
|          | 1 | Unit:4<br>Content<br>Marketing                              | Introduction to Content<br>Marketing and<br>Management: Why and<br>how<br>content is important to<br>business                                 | 04 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul> |
| May-2021 | 2 | Unit:4<br>Content<br>Marketing                              | Content Marketing v/s<br>Advertising with<br>suitable case studies.   | 03 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul> |
|          | 3 | Unit:4<br>Content   | Content Marketing<br>Ecosystem  | 05 | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> </ul>  |

|  |  |           |                               |                             |   |
|--|--|-----------|-------------------------------|-----------------------------|---|
|  |  | Marketing | Content strategy and planning |                             | <ul style="list-style-type: none"> <li>• Participative Learning</li> <li>• Case Study Method</li> <li>• Interactive Learning</li> </ul> |
|  |  |           |                               | <b>Total(4<br/>+3+5=12)</b> | <ul style="list-style-type: none"> <li>•</li> </ul>   |



**SYMBIOSIS COLLEGE OF ARTS AND COMMERCE**  
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**NAME OF THE TEACHER: Dr. Zakira Shaikh**

**DEPARTMENT: Marketing**

**Subject: Channel and Retail Marketing**

**Sem-5, Paper-6(T.Y.B.Com)**

**Teaching Plan :2020-2021**

| Month  | WE EK | Unit No. and Name                        | Topic / Contents  | No of Lectures approved by Board of Studies | list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing  |
|--|-------|--|---|---|---|
| <b>SEMESTER –September 2020 To December 2021</b> |       |  |   |   |   |
| September– 2020                                  | 1     |  |   |   |   |
|  | 2     |  |   |   |   |
|  | 3     |  |   |   |   |
|  | 4     |  |   |   |   |
|  | 5     | Unit:1<br><br>Managing marketing Channel | Basic concept, definition and scope of Distribution Logistics and Supply Chain Management | 03  | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Ice Breaking Marketing activities.</li> <li>• Class Debate on Current affairs in marketing.</li> <li>• student centric methods,</li> <li>• experiential learning,</li> <li>• Participative learning and problem solving methodologies</li> </ul> |
| October – 2020                                   | 1     | Unit:1<br><br>Managing marketing Channel | Comparison between Logistics and Supply Chain Management                                  | 04  | <ul style="list-style-type: none"> <li>• Power point Presentation,</li> <li>• Participative Learning</li> <li>• experiential learning</li> <li>• Collaborative Learning</li> </ul>  |
|  | 2     | Unit:1                                   | Major Logistic Function   | 04  | <ul style="list-style-type: none"> <li>• Power point Presentation</li> </ul>  |

|                   |   |   |   |   |  |
|-------------------|---|---|---|---|--|
|                   |   | Managing marketing Channel                | Case study of Fedex. TCS, Dell  |   | <ul style="list-style-type: none"> <li>Article Review</li> <li>Case Study Method</li> <li>Participative Learning</li> <li>YouTube video case study</li> </ul>  |
|                   | 3 | Unit:1<br><br>Managing marketing Channel  | Channel Conflict, Vertical Marketing Systems and Horizontal Marketing system  | 04<br><br><b><u>TOTAL(3+4+4+4=15)</u></b> | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Class Debate on Current affairs in marketing.</li> <li>Participative Learning</li> </ul> |
|                   | 4 | Unit:2<br><br>Direct and Online Marketing | Direct Marketing –Nature, Scope, and Advantages, Difference between Conventional Marketing and Direct Marketing, Requisites for Success of Direct Marketing | 05  | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Problem analysis and solution</li> <li>Video case studies</li> </ul>                     |
|                   | 5 | Unit:2<br><br>Direct and Online Marketing | Forms of Direct Marketing. Multilevel Marketing, Direct Selling in India  | 04  | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Collaborative learning</li> </ul>  |
| Novemb<br>er-2020 | 1 | Unit:2<br><br>Direct and Online Marketing | Online Marketing, Growth of Online Marketing- Worldwide and India   | 04<br><br><b>Total (5+4+4=10)</b>         | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Video documentaries on Indian environment and marketing</li> </ul>  |
|                   | 2 | Unit:3<br><br>Retail Marketing            | Retailing- Meaning, Nature, Classification, Growing Importance of retailing, Factors Influencing Retailing  | 04  | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study</li> <li>Participative Learning</li> </ul>   |
|                   | 3 | Unit:3<br><br>Retail Marketing            | Functions of Retailing, Retail as a career. Emergence of Organized Retailing, Traditional and Modern retail   | 05  | <ul style="list-style-type: none"> <li></li> </ul>   |

|              |   |                            |   |                                |   |
|--------------|---|----------------------------|---|--------------------------------|---|
|              |   |                            | Formats in India  |                                |   |
|              | 4 | Unit:3<br>Retail Marketing | Managing the future – Internationalization of retailing, e-commerce and multichannel retailing. FDI in retail<br>Walmart: The American Giant. The European Leader Carrefour | 05<br><b>Total(4+5+5=14)</b>   | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Problem solving approach</li> </ul> |
|              |   |                            |   |                                | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Interactive Learning</li> </ul>     |
| Decemb<br>er | 1 | Unit:4<br>E-Tailing        | Introduction, E-tailing, Role of Technology in Satisfying Market Demand   | 03                             | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Flipped Classroom</li> </ul>        |
|              | 2 | Unit:4<br>E-Tailing        | Technology in Retail Marketing Decisions, Structure and   | 03                             |   |
|              | 3 | Unit:4<br>E-Tailing        | Factors Influences the Growth of E-Tailing, Advantages & Disadvantages of E-Tailing, Future of Electronic Retailing   | 03                             | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> </ul>                                   |
|              | 4 | Unit:4<br>E-Tailing        | Developments in E-tailing, Revision and case study analysis   | 03<br><b>Total(3+3+3+3=12)</b> | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Article Review</li> <li>Case Study Method</li> <li>Collaborative Learning</li> </ul>   |
|              |   |                            |   |                                | <ul style="list-style-type: none"> <li>Power point Presentation</li> <li>Participative Learning</li> <li>Flipped Classroom</li> </ul>                           |



**SYMBIOSIS COLLEGE OF ARTS AND COMMERCE**  
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**NAME OF THE TEACHER: Dr.Sharayu Bhakare**

**DEPARTMENT: Business Practices Class: T.Y.B.COM. Division:F (Academic Year, 2020-21)**

**Subject: Starting an enterprise**

| MONTH  | WEEK | Unit No. and Name  | Topic / Contents                                     | No of Lectures approved by Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|--|------|--|--|---|--|
| <b>SEMESTER – August 2020 to 26<sup>th</sup> December 2020</b> |      |  |  |   |  |
| <b>August 2020</b>   | 1    |  |  |   |  |
|  | 2    |  |  |   |  |
|  | 3    |  |  |   |  |
|  | 4    | Unit 1. <b>Opportunities Identification for starting a new venture</b> | 1.1.Design thinking for idea creation and validation |   | Group discussions<br><br>Lectures and workshop for design thinking, hands on activity.   |

|                    |   |  |  |  |   |
|--------------------|---|--|--|--|---|
| <b>August 2020</b> | 1 | Unit 1. <b>Opportunities Identification for starting a new venture</b> | 1.2. Opportunities search and identification .                                 | <b>Total Number of Lectures for the entire Unit = 14</b> | Videos and discussion on videos and opportunity mapping activity  |
|                    | 2 | Unit 1. <b>Opportunities Identification for starting a new venture</b> | 1.3. Opportunities through change<br><br>1.4. Opportunities in various sectors |  | <b>Research based Group activity, discussions using break out rooms</b>   |
| September 2020     | 3 | Unit2. Models for new ventures   | 2.1 Four stage growth model  |  | Lecture method, PPT,<br><br>Youtube videos of startup founders<br><br>Group activities, primary research<br><br>Workshop format for Business model canvas |
|                    | 4 | Unit2. Models for new ventures   | 2.1 Four stage growth model  |  |   |
|                    | 5 | Unit 2. Models for new ventures  | 2.2 The feasibility plan<br><br>2.3. Business model canvas                     |  |   |

|                |   |  |   |  |  |
|----------------|---|--|---|--|--|
| September 2020 | 1 | Unit 2. Models for new ventures                              | 2.4. Preparing a business plan and revenue model  |  | Participative and Problem-Solving Methodologies engaging students in discussions, research based activities, Ted talks.<br><br>Guest sessions by experts |
|                | 2 | Unit 2. Models for new ventures                              | 2.5. Product and service development<br><br>2.6Resource planning                                      |  |  |
| October 2020   | 3 | Unit 3. <b>Legal</b> Requirements for starting a new venture | 3.1. Sole proprietorship, partnership, LLP, corporation( how to choose the best legal format),Pvt ltd | <b>Total Number of Lectures for the entire Unit = 14</b> | <b>PPT, research based activity, websites and group discussions</b>  |

|               |         |  |  |   |  |
|---------------|---------|--|--|---|--|
| November 2020 | 4 MCQ's | Revision & Mid-Term Exams                                    |  | Total Number of Lectures for the entire Unit = 14 | Hands on activities, competition and presentations |
|               | 1       | Mid- Term Exams  |  |   |  |
|               | 2       | Unit 3. <b>Legal</b> Requirements for starting a new venture | <p>3.1 Sole proprietorship, partnership, LLP, corporation( how to choose the best legal format), Pvt Ltd</p> <p>3.2 Project report preparation and pitching</p> <p>6 Resource planning</p> |   |  |

|                      |   |  |  |  |  |
|----------------------|---|--|--|--|--|
|                      | 3 | Unit 4<br><br>Challenges of new ventures | 4.1 Registering a start up (procedure)<br>4.2 Team building  | <b>Total Number of Lectures for the entire Unit = 12</b> | Lectures, research based activity followed by group discussion.<br><br>Group activity using break out rooms in teams |
|                      | 4 | Unit 4<br><br>Challenges of new ventures | 4. 3 Financial, administrative, Marketing and Technology problems<br>4.4 Customer acquisition<br><br>4.5 Patents |  |  |
| <b>December 2020</b> | 1 |  | Semester End Exams   |  | Assignment-Making a product or service and running a business  |



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**NAME OF THE TEACHER: Dr. Sharayu Bhakare**

**DEPARTMENT: Business Practices    Class: T.Y.B.COM.    Division: F, Academic Year 2020-21**

**Subject: Strategic Management of Enterprise**

| MONTH   | WEEK | Unit No. and Name | Topic / Contents | No of Lectures<br>approved by Board of<br>Studies | Teaching Methodology |
|---|------|-------------------|------------------|---|----------------------|
| <b>SEMESTER – 15<sup>th</sup> February, 2021 to 10<sup>th</sup> May, 2021</b> |      |                   |                  |   |                      |

|  |  |   |                 |  |  |  |
|--|--|---|-----------------|--|--|--|
|  |  |   | <b>Exams</b>    |  |  |  |
|  |  | 4 | Vacation        |  |  |  |
|  |  | 5 | Vacation        |  |  |  |
|  |  | 1 | <b>Vacation</b> |  |  |  |
|  |  | 2 | <b>Vacation</b> |  |  |  |

|                      |                      |   |  |  |  |  |
|----------------------|----------------------|---|--|--|--|--|
| <b>February 2021</b> |                      | 3 | <b>Unit 1.</b><br><b>Start up environment</b>  | 1.1 The present start up eco system in India<br>1.2 Make in India and ease of doing business |  | Lecture method to explain the basic concepts.<br><br>Group discussions understanding student views.<br><br>Videos on industrialization |
|                      |                      | 4 | Unit 1<br><br>Startup environment              | 1.3. Why start ups fail?<br>1.4 Institution support for start ups in India and global        | <b>Total Number of Lectures for the entire Unit = 14</b> | Group activity using break out rooms in teams  |
|                      | <b>February 2021</b> | 1 | Unit 2<br><br><b>Managing growth and scale</b> | 2.1 Strategic management process   |  | <b>Lecture method</b>  |
|                      | <b>March 2021</b>    | 2 | <b>Unit 2</b><br><br>Managing growth and scale | 2.1 Type of strategies at Corporate level, business level and functional level               |  | Lecture on basic concepts through PPT<br><br>Videos and TED talks  |

|  |                   |   |  |   |  |   |
|--|-------------------|---|--|---|--|---|
|  |                   |   |  |   |  | Case study printouts given followed by discussion   |
|  |                   | 3 | <b>Unit 2</b><br>Managing growth and scale             | 2.2 Type of strategies at Corporate level, business level and functional level<br><br>2.3 Case studies in strategic intent and environment analysis | <b>Total Number of Lectures for the entire Unit = 14</b> |   |
|  |                   | 4 | <b>Unit 2</b><br>Managing growth and scale             | 2.4 Managing resources for scaling( time, money ,people, finance)   |  | Role plays and presentations  |
|  | <b>April 2021</b> | 5 | <b>Unit 3</b><br><b>strategy implementation models</b> | 3.1 1Strategy formulation - Models of competitive advantage-porters five forces model and value chain model   | <b>Total Number of Lectures for the entire Unit = 14</b> | Research based activity<br><br>Youtube videos on the topic followed by group discussions<br><br>Case study method |

|  |                   |   |   |  |  |   |
|--|-------------------|---|---|--|--|---|
|  |                   |   |   |  |  |   |
|  | <b>April 2021</b> | 1 | <b>Unit 3</b><br><br><b>strategy<br/>implementatio<br/>n models</b> | 3.2 Industry life cycle and<br>strategy                              |  |   |
|  |                   | 2 | <b>Unit 3</b><br><br>Strategy<br>implementatio<br>n models          | 3.3 3.4Case studies in<br>strategy formulation and<br>implementation |  | <p>Role plays and<br/>presentations</p> <p>Research based activity</p> <p>Youtube videos on the<br/>topic followed by<br/>group discussions</p> |

|  |            |   |  |   |  |  |
|--|------------|---|--|---|--|--|
|  |            | 3 | <b>Unit 4</b><br><br><b>Partnerships for scaling</b> | 4.1 Franchising                                       |  |  |
|  | April 2021 | 4 | <b>Unit 4</b><br><br><b>Partnerships for scaling</b> | <b>4.2</b><br><b>partnerships</b><br><br><b>Other</b> |  | <p>PPT to teach basic concepts</p> <p>Role plays and presentations</p> <p>Research based activity</p> <p>Youtube videos on the topic followed by group discussions</p> |
|  | May 2021   | 1 | <b>Case study discussions and revision</b>           |   | <b>Total Number of Lectures for the entire Unit = 12</b> | <p>Role plays and presentations</p> <p>Research based activity</p> <p>Youtube videos on the topic followed by group discussions</p> <p>Case study</p>                  |





# SYMBIOSIS COLLEGE OF ARTS & COMMERCE

An Autonomous College | Under Savitribai Phule Pune University

Reaccredited 'A+' with 3.51 CGPA For Third Cycle By NAAC | College with Potential for Excellence

**Name of the teacher: Dr. Santosh Marwadikumbhar Department: Accountancy**

**Subject: Advanced Accounting – 1; Semester – 5; TY B. Com; Division – C & E**

## Teaching Plan

### Academic Year – 2020-21

| Month  | Week | Unit No. and Name   | Topic / Contents   | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material  |
|--|------|---|--|--------------------------------|--|
| Semester – 27 <sup>th</sup> August, 2020 To 26 <sup>th</sup> December 2020 |      |   |  |                                |  |
| October, 2020  | 3    | <b>1. General Insurance Claim Accounts</b><br><br><b>Claim for Loss of Stock</b><br><br><b>Claim for Loss of Profit</b> | <b>Claim for Loss of Stock</b> <ul style="list-style-type: none"><li>• Introduction</li><li>• Procedure for calculation Average Clause</li></ul> | 12                             | <ul style="list-style-type: none"><li>• PPT,</li><li>• Practical Examples</li><li>• Classroom Exercise from Handouts</li></ul> |
|  | 4    |   | Treatment of abnormal items of goods <ul style="list-style-type: none"><li>• Under and overvaluation of stock</li></ul>                          |                                |  |
| November, 2020   | 1    |   | <ul style="list-style-type: none"><li>• Introduction Indemnity period dislocation period</li></ul>   |                                |  |
|  | 2    | <b>2. Cash Flow Statement (as per AS 3)</b>   | Introduction<br>Operating cash flow Financial cash flow , Investment cash flow   | 10                             |  |
|  | 3    |   | <ul style="list-style-type: none"><li>• Indirect method of preparing cash flow statement</li></ul>   |                                |  |
|  | 4    |   | Diwali Vacation  |                                |  |



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|                |   |   |  |    |  |
|----------------|---|---|--|----|--|
| December, 2020 | 1 | Accounts from Incomplete records (Single Entry) | <ul style="list-style-type: none"><li>• Introduction</li><li>• Ascertainment of Profit or Loss of sole traders</li></ul> | 16 |  |
|                | 2 |   | <ul style="list-style-type: none"><li>• Conversion of single entry into double entry system</li></ul>                    |    |  |
|                | 3 |   | <ul style="list-style-type: none"><li>• Conversion of single entry into double entry system</li></ul>                    |    |  |



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|               |   |  |  |  |  |
|---------------|---|--|--|--|--|
|               | 4 |  | <ul style="list-style-type: none"><li>• Accounting Procedure in the books of the Firm and Opening Journal Entries in the books of New Company.</li></ul> |  |  |
| January, 2021 | 1 |  | <ul style="list-style-type: none"><li>• Relevant Provision of the Company Law relating to Conversion.</li></ul>  |  |  |



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Name of the teacher: **Dr. Nilesh Waghmare** Department: **Costing**  
 Subject: **Application of Costing – Special Paper – 5 Semester – 5; TY B. Com; Division – D & E**

## Teaching Plan

**Academic Year – 2020-21**

| Month   | Week | Unit No. and Name                   | Topic / Contents  | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material  |
|---|------|-------------------------------------|---|--------------------------------|--|
| <b>Semester – 27<sup>th</sup> August, 2020 To 26<sup>th</sup> December 2020</b> |      |                                     |   |                                |  |
| <b>August, 2020</b>   | 4    | <b>Costing for Pricing Decision</b> | Factors influencing Pricing Decisions and Methods of Pricing          | <b>10</b>                      | <ul style="list-style-type: none"> <li>Virtual Practical Experience</li> <li>PPT,</li> <li>Practical Examples</li> <li>Classroom Exercise from Handouts</li> </ul> |
| <b>September, 2020</b>  | 1    |                                     | Short-Run Vs. Long-Run Pricing Decision and Modern Methods of Pricing |                                |  |
|   | 2    | <b>CA, CAS, GACAP, CRL</b>          | Cost Audit and <b>GACAP</b>   | <b>10</b>                      | <ul style="list-style-type: none"> <li>PPT</li> <li>Practical Examples</li> </ul>  |
|   | 3    |                                     | CAS   |                                |  |
|   | 4    |                                     | CRL   |                                |  |
| <b>October, 2020</b>  | 1    | <b>Costing for STDM</b>             | Make or buy, Accepting/Quoting for an Order                           | <b>24</b>                      | <ul style="list-style-type: none"> <li>PPT,</li> <li>Practical Examples</li> <li>Classroom Exercise from Handouts</li> </ul>                                       |
|   | 2    |                                     | Expand/Contract,  |                                |  |
|   | 3    |                                     | Accepting/Rejecting Export Order                                      |                                |  |
|   | 4    |                                     | Change Vs Status Quo, Retain or Replace                               |                                |  |
| <b>November, 2020</b>   | 1    |                                     | Elimination of Unprofitable Segments,                                 |                                |  |
|   | 2    |                                     | Decision to Discontinue/Shutdown,                                     |                                |  |
|   | 3    |                                     | Diwali Vacation   |                                |  |
| <b>December, 2020</b>   | 1    | <b>Reconciliation</b>               | Needs, Methods and Procedure of Reconciliation,                       | <b>10</b>                      | <ul style="list-style-type: none"> <li>PPT,</li> <li>Practical Examples</li> <li>Classroom Exercise from Handouts</li> </ul>                                       |
|   | 2    |                                     | Reasons for Disagreement in Profit Reconciliation Statement,          |                                |  |
|   | 3    |                                     | Memorandum Reconciliation Account.                                    |                                |  |



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Name of the teacher: Dr. Nilesh Waghmare Department: Costing

Subject: Strategic Cost Management – Special Paper – 7;

Semester – 5; TY B. Com; Division – D & E

Teaching Plan

Academic Year – 2020-21

| Month  | Week | Unit No. and Name  | Topic / Contents  | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material   |
|--|------|--------------------|---|--------------------------------|---|
| Semester – 15 <sup>th</sup> February, 2021 to 10 <sup>th</sup> May, 2021 |      |                    |   |                                |   |
| February, 2021   | 3    | Introduction       | Trends and Changes in Business Environment                      | 12                             | <ul style="list-style-type: none"> <li>PPT</li> <li>Practical Examples</li> <li>Case Studies</li> </ul>                                 |
|  | 4    |                    |   |                                |   |
| March, 2021  | 1    |                    | Strategic Management (including Porters Competitive Strategies) |                                |   |
|  | 2    |                    | Traditional Cost Management and Long-Term Firm's Success        |                                |   |
|  | 3    | SCM                | Concept, Objective, Suggested framework                         | 12                             | <ul style="list-style-type: none"> <li>PPT</li> <li>Practical Examples</li> <li>Case Studies</li> </ul>                                 |
|  | 4    |                    | Linking Cost Management to Strategies                           |                                |   |
| April, 2021  | 1    | Techniques for SCM | Objects (Product, Process, Resources)                           | 30                             | <ul style="list-style-type: none"> <li>PPT</li> <li>Practical Examples</li> <li>Case Studies</li> <li>Problems from Handouts</li> </ul> |
|  | 2    |                    | Activity Based Costing  |                                |   |
|  | 3    |                    | Activity Based Costing  |                                |   |
|  | 4    |                    | Target Costing  |                                |   |
| May, 2021  | 1    |                    | Life Cycle Costing  |                                |   |
|  | 2    |                    | Balanced Scorecard  |                                |   |



# SYMBIOSIS COLLEGE OF ARTS & COMMERCE

An Autonomous College | Under Savitribai Phule Pune University

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Name of the teacher: Dr. Santosh Marwadikumbhar Department: Accountancy

Subject: Advanced Accounting – 2; Semester –6; TY B. Com; Division – C & E

## Teaching Plan

### Academic Year – 2020-21

| Month  | Week | Unit No. and Name  | Topic / Contents   | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material                                  |
|--|------|--|--|--------------------------------|--|
| Semester – 15 <sup>th</sup> February, 2021 to 10 <sup>th</sup> May, 2021 |      |  |  |                                |  |
| February, 2021   | 3    | 3. Accounting Standards: 11,7,9,19,22  | • Accounting Standards AS- 7,11, 19,20 (theory and simple problems) Introduction to IFRS   | 6                              | • PPT,<br>• Practical Examples<br>• Classroom Exercise from Handouts |
|  | 4    |  |  |                                |  |
| March, 2021  |      | 1. Consolidation of Final Accounts of Holding Company and Subsidiary Companies (only one subsidiary) | 1.1 Concept of Holding Company 1.2 Cost of control 1.3 Minority Interest 1.4 Capital Profit and Revenue Profit 1.5 Unrealised Profits 1.6 Treatment for Inter-company transactions 1.7 Purchase of shares in instalments 1.8 Consolidated Balance Sheet and Income Statement 1.9 Intercompany dividend   | 16                             |  |
|  | 1    |  |  |                                |  |
|  | 2    |  |  |                                |  |
|  | 3    |  |  |                                |  |
|  | 4    |  |  |                                |  |
| April, 2021  | 1    | 4. Introduction to Auditing  | • 4.1 Introduction – Nature, objects, advantages and limitations of auditing<br>4.2 Company Auditor – Qualifications, disqualifications, appointment, removal, Rights, Duties, Liabilities   | 6                              |  |
|  | 2    |  |  |                                |  |
|  | 3    | 5. Analysis and Interpretation of Financial Data (Introduction to Financial Management)              | • 5.1 Meaning 5.2 Objectives and methods of financial analysis 5.3 Ratio Analysis 5.4 Objectives and nature of ratio analysis 5.5 Problems on Ratio Analysis 5.5.1 Return on Investment 5.5.2 Profitability Ratios 5.5.2.1 Gross Profit Ratio 5.5.2.2 Net Profit Ratio 5.5.2.3 Operating Ratio 5.5.3 Turnover Ratios 5.5.3.1 Stock Turnover Ratio<br><br>• 10<br>•<br>•<br>• SYMBIOSIS COLLEGE OF ARTS AND | 10                             |  |
|  | 4    |  |  |                                |  |



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|           |   |                 |   |   |
|-----------|---|-----------------|---|---|
|           |   |                 | <p>COMMERCE. Page 2</p> <ul style="list-style-type: none"> <li>5.5.3.2 Debtors Turnover Ratio 5.5.4 Liquidity Ratios 5.5.4.1 Current Ratio 5.5.4.2 Liquid Ratio</li> <li>Solvency Ratios 5.5.5.1 Debt Equity Ratio 5.5.5.2 Proprietary Ratio 5.5.5.3 EPS Ratio 5.5.5.4 PE Ratio</li> </ul>  |   |
| May, 2021 | 1 | 2. Amalgamation | <p>2.1 Amalgamation in the nature of merger 2.2 Amalgamation in the nature of purchase 2.3 Calculation of Purchase Consideration 2.4 Methods of accounting for amalgamation 2.4.1 Pooling of interest method 2.4.2 Purchase method 2.4.3 Distinction between pooling of interest method and purchase method 2.5 Inter-company investments</p> | 8 |
|           | 2 |                 |   |   |



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|  |  |  |   |  |  |
|--|--|--|---|--|--|
|  |  |  | <ul style="list-style-type: none"><li>• Computerized Accounting (An introduction to the use of Computerized Programmes for Accounts Writing).</li><li>• An introduction to ERP.</li></ul> |  |  |
|--|--|--|---|--|--|



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**Subject: Research Methodology – Costing; Semester – 5;**

**TY B. Com – Costing Honours**

**Teaching Plan**

**Academic Year – 2020-21**

| Month           | Week | Unit No. and Name                                    | Topic / Contents  | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material  |
|-----------------|------|--|---|--------------------------------|--|
| August, 2020    | 4    | Research Methodology                                 | 1.1 Introduction to Research Methodology<br>1.1.1 Meaning, Definition, Characteristics and Objectives of Research.<br>1.1.2 Use of Research in Business Decisions.<br>1.1.3 Introduction to Steps in Scientific Research Methodology.   | 04                             | <ul style="list-style-type: none"><li>• Use of A-V Teaching Aids</li><li>• Case Studies</li><li>• Practical Examples</li></ul> Students PPT Presentation |
| September, 2020 | 1    | Selection of Research Topic and Review of Literature | 2.1 Selection of Topic and Formulation of Research Problem<br>2.1.1 Works to be done by Researcher.<br>2.1.2 Factors to be considered.  | 08                             |  |
|                 | 2    |  | 2.2 Review of Literature<br>2.2.1 Meaning and Importance of Review of Literature.<br>2.2.2 Review of Literature – When, What and How?<br>2.2.3 Style of Writing Review of Literature.<br>2.2.4 Ethics in Review of Literature – Plagiarism.<br>2.2.5 Use of Technology in Review of Literature. |                                |  |
|                 | 3    |  | 2.3 Pilot Survey.<br>2.4 Finalisation of Topic and Drafting of Research Proposal.   |                                |  |
|                 | 4    | Research Design                                      | 3.1 Introduction, Meaning, Definition and Features.<br>3.2 Importance of Research Design<br>3.3 Elements of Ideal Research Design<br>3.4 Types of Research Design.  | 04                             |  |
| October, 2020   | 1    | Formulation of Hypothesis and Design of Sampling     | 4.1 Hypothesis:<br>4.1.1 Meaning and Importance.<br>4.1.2 Qualities of a Good Hypothesis.<br>4.1.3 Types of Hypotheses.<br>4.1.4 Variables.   | 10                             |  |
|                 | 2    |  | 4.2 Population and Sample:<br>4.2.1 Meaning and Definition of Universe and Sample.<br>4.2.2 Characteristics of an Ideal Sample.<br>4.3 Sampling:<br>4.3.1 Meaning and Importance.   |                                |  |



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|                           |          |   |   |           |  |
|---------------------------|----------|---|---|-----------|--|
|                           |          |   | <b>4.3.2</b> Types of Sampling –<br>Probability Sampling and Non-Probability Sampling<br><b>4.4</b> Constraints in Sampling and Determining Ideal Sample Size.  |           |  |
|                           | <b>3</b> | <b>Collection,<br/>Process,<br/>Analysis and<br/>Interpretation of<br/>Data</b> | <b>5.1 Data and Its Collection</b><br><b>5.1.1</b> Meaning and Types of Data.<br><b>5.1.2</b> Various Sources of Primary and Secondary Data.<br><b>5.1.3</b> Questionnaire, Interview, Case Study and Observation.<br><b>5.2 Processing of Data</b><br><b>5.2.1</b> Meaning and Importance.<br><b>5.2.2</b> Editing, Coding, Classification and Tabulation etc.<br><b>5.3 Analysis of Data</b><br><b>5.3.1</b> Meaning and Importance<br><b>5.3.2</b> Types of Analysis – Univariate Analysis and Bivariate Analysis.<br><b>5.3.3</b> Graphical Presentation of Analytical Data.<br><b>5.4 Interpretation of Data</b><br><b>5.4.1</b> Meaning and Importance.<br><b>5.4.2</b> Difference between Analysis of Data and Interpretation of Data.<br><b>5.5 Testing of Hypothesis</b><br><b>5.5.1</b> Meaning and Importance.<br><b>5.5.2</b> Logical Steps.<br><b>5.5.3</b> Introduction to Statistical Tools - Measures of Central Tendency and Dispersion, Correlation and Linear Regression Analysis etc. | <b>14</b> |  |
|                           | <b>4</b> |   |   |           |  |
| <b>November,<br/>2020</b> | <b>1</b> |   |   |           |  |
|                           |          |   |   |           |  |
|                           |          |   |   |           |  |
|                           |          |   |   |           |  |
|                           | <b>2</b> | <b>Findings/<br/>Suggestions/<br/>Conclusion of<br/>Research Study</b>          | <b>6.1</b> Findings/Observations.<br><b>6.2</b> Suggestions.<br><b>6.3</b> Limitations of the Research.<br><b>6.4</b> Scope for Further Research.<br><b>6.5</b> Conclusion.<br><b>6.6</b> Communication and Generalization of Research Results.   | <b>04</b> |  |
|                           | <b>3</b> | <b>Writing<br/>Mechanism of<br/>Research<br/>Report</b>                         | <b>7.1</b> Writing Style and Structure of Research Report.<br><b>7.2</b> Bibliography and Bibliography – Meaning, Coverage and Writing Style.   | <b>06</b> |  |
|                           | <b>4</b> |   |   |           |  |



# SYMBIOSIS COLLEGE OF ARTS & COMMERCE

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Name of the teacher: Dr. Nilesh Waghmare

Department: Costing

Subject: Case Studies in Management Accounting; Semester – 6;

TY B. Com – Costing Honours

Teaching Plan

Academic Year – 2020-21

Semester – 15<sup>th</sup> February, 2021 to 10<sup>th</sup> May, 2021

| Semester – 10 February, 2021 to 10 May, 2021 |      |                            |   |                                |   |
|--|------|----------------------------|---|--------------------------------|---|
| Month  | Week | Unit No. and Name          | Topic / Contents  | No of Lectures approved by BoS | Teaching Methodology/ Aids/Material   |
| February, 2021                               | 1    | Managerial Decision-making | Relevant Case Studies on<br>Traditional Cost Control Technique<br>Strategic Cost Management<br>Techniques<br><br>Performance Measurement and<br>Reporting | 54                             | <ul style="list-style-type: none"><li>• Use of A-V Teaching Aids</li><li>• Case Studies</li><li>• Practical Examples</li><li>• Students Group Presentations</li></ul> |
|  | 2    |                            |   |                                |   |
| March, 2021                                  | 1    | Budgeting                  |   |                                |   |
|  | 2    | Standard Costing           |   |                                |   |
|  | 3    | Responsibility Accounting  |   |                                |   |
|  | 4    | Activity Based Costing     |   |                                |   |
| April, 2021                                  | 1    |                            |   |                                |   |
|  | 2    | Transfer Pricing           |   |                                |   |
|  | 3    |                            |   |                                |   |
|  | 4    | Value Chain Analysis       |   |                                |   |
| May, 2021                                    | 1    | Target Costing             |   |                                |   |
|  | 2    | Life Cycle Costing         |   |                                |   |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. Pinki Sagar Chaugule

**Year 2020-21**

**DEPARTMENT:** Marketing

**CLASS:** TYBCom

**SUBJECT:** Indian Marketing Environment – Semester V

| MONTH  | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|--|------|-------------------|------------------|---|--|
| <b>TERM – September 2020 to January 2021</b> |      |                   |                  |   |  |
| <b>August -2020</b>                          | 1    | -                 | -                | -   | -  |
|  | 2    | -                 | -                | -   | -  |
|  | 3    | -                 | -                | -   | -  |
|  | 4    | -                 | -                | -   | -  |

|                         |   |   |   |                                   |  |
|-------------------------|---|---|---|-----------------------------------|--|
| <b>September - 2020</b> | 1 | Marketing Environment of India                    | Indian Marketing Environment during Post liberalization<br>Understanding Indian Sellers and Buyers' Market with reference to changing marketing environment | 6                                 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                         | 2 | Marketing Environment of India                    | Influence of society on business  | 2                                 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                         | 3 | Marketing Environment of India                    | Opportunities and Challenges facing today's Indian Marketing Managers.  | 2<br>= 6+2+2<br>Total 10 Lectures | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                         | 4 | Building sustainable advantage for Value Delivery | A Requisite for Delivering Superior value<br>Nature and Significance of Competitive Advantage   | 4                                 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |

|                       |   |   |  |   |  |
|-----------------------|---|---|--|---|--|
| <b>October- 2020</b>  | 1 | Building sustainable advantage for Value Delivery | Sources of Competitive Advantage<br>How do firms build Competitive Advantage   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 2 | Building sustainable advantage for Value Delivery | Can Core Competency be competitive advantage?  | 2 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       |   | Rural Marketing in India—The Changing Picture     | The Importance of Rural Market (Should all firms go Rural?)<br>The Rural Marketing Environment   | 3 |  |
|                       | 3 | Rural Marketing in India—The Changing Picture     | MNC's Exploring Indian Rural Markets<br>Contemporary Indian Rural Market... Opportunities and Challenges<br>How do companies leverage technology to serve rural markets? | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 4 | REVISION  | -  | - | -  |
| <b>November -2020</b> | 1 | Agricultural Marketing                            | Current agricultural scene in India,   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul>  |

|  |   |                        |   |   |  |
|--|---|------------------------|---|---|--|
|  |   |                        | <p>Definition of market and agricultural marketing, historical development, approaches, classification of markets, Importance of Agri Marketing</p> <p>Difference between Agri Product Marketing and Manufactured product Marketing</p> |   | <ul style="list-style-type: none"> <li>• Class Debate on Current affairs in marketing.</li> </ul>  |
|  | 2 | Agricultural Marketing | <p>Factors Affecting Demand of Agro products. Challenges facing Marketers in Agri Marketing Activities</p> <p>Regulatory farmer portals like ITC e-chaupal</p>  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|  | 3 | Digital Marketing      | <p>Understand the term Digital Marketing</p> <p>Define different elements of digital marketing like: content marketing, social media marketing, e-mail marketing, mobile marketing, affiliate marketing, and Facebook marketing.</p>    | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |

|                        |   |   |   |   |  |
|------------------------|---|---|---|---|--|
|                        | 4 | Assignment Submission   | -   | - | -  |
| <b>December - 2020</b> | 1 | Digital Marketing   | Advantages and limitations of digital marketing<br>Case studies | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                        | 2 | Revision  | -   | - | -  |
|                        | 3 | Revision  | -   | - | -  |
|                        | 4 | Revision  | -   | - | --   |
| <b>January - 2021</b>  | 1 | -   | -   | - | -  |
|                        | 2 | Open Book Exam<br>From 11 <sup>th</sup> January to 18 <sup>th</sup> January | -   | - | --   |
|                        | 3 | -   | --  | - | -  |
|                        | 4 | -   | -   | - | -  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER: Mrs. Pinki Sagar Chaugule**

**Year 2020 - 2021**

**DEPARTMENT: Marketing**

**CLASS: TYBCom**

**SUBJECT: Global Marketing Environment – Semester VI**

| MONTH                                  | WEEK     | Unit No. and Name       | Topic / Contents   | No of Lectures approved by Board of Studies | Teaching Methodology  |
|--|----------|-------------------------|--|---|---|
| <b>TERM – January 2021 to May 2021</b> |          |                         |  |   |   |
| <b>January 2021</b>                    | <b>4</b> | The Global Market place | Global Marketing Today<br>Looking at the Global Marketing Environment                  | 4   | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
| <b>February 2021</b>                   | <b>1</b> | The Global Market place | Challenges and Opportunities facing Global Marketers<br>Principles of global marketing | 4   | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |

|                   |   |                                       |   |   |  |
|-------------------|---|---------------------------------------|---|---|--|
|                   | 2 | From Globalization to Glocalization   | Overview on the concept of Globalization, Impact of Globalization on the world economy                                    | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 3 | From Globalization to Glocalization   | Companies going Global, Impact of Global brands on the consumers<br>Glocalization: Companies moving towards Glocalization | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 4 | From Globalization to Glocalization   | Case Studies on various companies adopting Glocalization strategy<br>For going local.                                     | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
| <b>March 2021</b> | 1 | Impact of culture on Global Marketing | Meaning of cultural differences, Importance of studying cultural differences in marketing                                 | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 2 | Impact of culture on Global Marketing | Cultural differences and global marketing<br>Designing 4 p's for a Global brand   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> </ul>   |

|                   |   |                                       |  |   |   |
|-------------------|---|---------------------------------------|--|---|---|
|                   |   |                                       |  |   | <ul style="list-style-type: none"> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul>   |
|                   | 3 | Impact of culture on Global Marketing | Consumer behavior and Culture: The Global consumer culture               |   | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
|                   | 4 | Global Marketing Strategy             | Understanding the Relationships Between Business Strategy and marketing  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
| <b>April 2021</b> | 1 | Global Marketing Strategy             | Understanding innovation in marketing strategy & diffusion of Innovation | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
|                   | 2 | REVISION                              | -  | - | -   |

|                 |   |   |   |   |  |
|-----------------|---|---|---|---|--|
|                 | 3 | Global Marketing Strategy   | Balancing the Pressures for Standardization vs. Adaptation  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                 | 4 | Global Marketing Strategy   | Deciding whether to go global<br><br>Deciding which Markets to Enter,<br>Deciding how to enter the market | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
| <b>May 2021</b> | 1 | Revision  | -   | - | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                 | 2 | Assignment Submission   | -   | - | -  |
|                 | 3 | Open Book Exam from 17 <sup>th</sup> May to 24 <sup>th</sup> May 2021 | -   | - | -  |
|                 | 4 | -   | -   | - | -  |





# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. Pinki Sagar Chaugule

**Year 2020-21**

**DEPARTMENT:** Entrepreneurship

**CLASS:** TYBCom

**SUBJECT:** Dimensions of entrepreneurship

| MONTH                                   | WEEK | Unit No. and Name | Topic / Contents | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|---|------|-------------------|------------------|---|--|
| <b>TERM – December 2020 to May 2021</b> |      |                   |                  |   |  |
| <b>December -2020</b>                   | 1    | -                 | -                | -   | -  |
|   | 2    | -                 | -                | -   | -  |
|   | 3    | -                 | -                | -   | -  |
|   | 4    | -                 | -                | -   | -  |

|                       |   |                           |   |   |  |
|-----------------------|---|---------------------------|---|---|--|
| <b>January - 2021</b> | 1 | <b>Marketing Concepts</b> | 1.1 Meaning, functions and scope of marketing<br>1.2 Marketing Mix  | 6 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 2 | <b>Marketing Concepts</b> | 1.3 Extended P's of Marketing – People, Process & Physical Evidence   | 2 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 3 | <b>Marketing Concepts</b> | 1.4 Consumer buying behavior: Introduction, Characteristics, Types of Buying Decision Behavior: Consumer Buying Decision Process, Buyer Decision Process for New Products, Buying Motives, Buyer Behavior Model | 2 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 4 | <b>Marketing Concepts</b> | 1.5. Market research  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |

|                       |   |   |   |            |  |
|-----------------------|---|---|---|------------|--|
| <b>February- 2021</b> | 1 | <b><u>Title of the Topic:</u></b><br><b>Marketing Strategy for new ventures</b> | 2.1 Market segmentation<br>2.2. Target market selection<br>2.3 Strategic approaches to segmentation | 4          | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 2 | <b><u>Title of the Topic:</u></b><br><b>Marketing Strategy for new ventures</b> | 2.4 Branding concept and strategies<br>2.5 Packaging strategies                                     | 2<br><br>2 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 3 | <b><u>Title of the Topic:</u></b><br><b>Marketing Strategy for new ventures</b> | 2.6 Pricing strategies  | 4          | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                       | 4 | <b><u>Title of the Topic:</u></b><br><b>Marketing Strategy for new ventures</b> | 2.7 Sales promotion techniques  | 2          | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
| <b>March-2021</b>     | 1 | <b><u>Title of the Topic:</u></b>   | 3.1 Function of HRM<br>3.2 HR planning and recruitment and selection                                | 4          | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> </ul>   |

|                    |   |  |   |   |  |
|--------------------|---|--|---|---|--|
|                    |   | <b>Human resource management for new ventures</b>                                      |   |   | <ul style="list-style-type: none"> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul>   |
|                    | 2 | <b><u>Title of the Topic:</u></b><br><b>Human resource management for new ventures</b> | 3.3 Performance appraisal<br>3.4 salary administration  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                    | 3 | <b><u>Title of the Topic:</u></b><br><b>Human resource management for new ventures</b> | 3.5 Compensation<br>3.6 ESOPs   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>• Class Debate on Current affairs in marketing.</li> </ul> |
|                    | 4 | Assignment Submission  | -   | - | -  |
| <b>April- 2021</b> | 1 | <b><u>Title of the Topic:</u></b><br><b><u>Digital Marketing</u></b>                   | <b>5.1</b> Understand the term Digital Marketing<br><b>5.2</b> Define different elements of digital marketing like: content marketing, social media marketing, e-mail marketing, mobile | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing             |

|                   |   |  |  |   |  |
|-------------------|---|--|--|---|--|
|                   |   |  | marketing, affiliate<br>marketing, Facebook<br>marketing.  |   |  |
|                   | 2 | <b><u>Title of the Topic</u></b><br><b><u>Digital Marketing</u></b>  | <b>5.1</b> Understand the term Digital Marketing<br><b>5.2</b> Define different elements of digital marketing like: content marketing, social media marketing, e-mail marketing, mobile marketing, affiliate Facebook marketing. | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 3 | <b><u>Title of the Topic:</u></b><br><b><u>Digital Marketing</u></b> | <b>5,3</b> Advantages and limitations of digital marketing   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 4 | <b><u>Title of the Topic:</u></b><br><b><u>Digital Marketing</u></b> | Case studies   | 2 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
| <b>MAY - 2021</b> | 1 | -  | -  | - | -  |
|                   | 2 | Open Book Exam   | -  | - | --   |
|                   | 3 | -  | --   | - | -  |

|  |   |   |   |   |   |
|--|---|---|---|---|---|
|  | 4 | - | - | - | - |
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# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. Pinki Sagar Chaugule

**Year 2020 - 2021**

**DEPARTMENT:** Marketing

**CLASS:** SYBCom

**SUBJECT:** Ethics in Marketing – Semester IV

| MONTH                                  | WEEK     | Unit No. and Name                         | Topic / Contents  | No of Lectures approved by Board of Studies | Teaching Methodology  |
|--|----------|---|---|---|---|
| <b>TERM – January 2021 to May 2021</b> |          |   |   |   |   |
| <b>January 2021</b>                    | <b>4</b> | <b><u>Ethical Issues in Marketing</u></b> | Defining Marketing Ethics,<br>Importance of Ethics in Marketing<br><br>Areas in Marketing Ethics: Beyond 4 P's    | 4   | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
| <b>February 2021</b>                   | <b>1</b> | <b><u>Ethical Issues in Marketing</u></b> | Ethics in Advertising and Promotion,<br>Unfair or Deceptive Marketing Practices<br><br>Normative Marketing Ethics | 4   | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |

|  |   |   |  |   |  |
|--|---|---|--|---|--|
|  | 2 | <b><u>Ethical Issues in Marketing</u></b>                             | Integration of Ethics in Marketing Strategies<br><br>Indian Ethical Norms and Values for Marketers   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|  | 3 | <b><u>Title of the Topic:</u></b><br><b>Consumerism and Marketing</b> | Meaning and Definition of Consumerism<br><br>Factors Affecting Consumerism   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|  | 4 | <b><u>Title of the Topic:</u></b><br><b>Consumerism and Marketing</b> | Benefits of Consumerism<br><br>Consumer Movement and Rights of Consumers<br><br>Consumer Groups in India <ul style="list-style-type: none"> <li>• Consumer Guidance Society of India (CGSI)</li> <li>• Voluntary Organization in Interest of Consumer Education (VOICE)</li> <li>• Consumer Care Society</li> <li>• Citizen consumer and Civic Action Group (CAG)</li> <li>• Consumer Guidance Society of India</li> </ul> | 6 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |

|                   |   |  |  |   |  |
|-------------------|---|--|--|---|--|
|                   |   |  | <ul style="list-style-type: none"> <li>• All India Chamber of Consumers (AICOC)</li> <li>• Consumer Unity and Trust Society (CUTS)</li> <li>• Consumer Rights Education &amp; Awareness Trust (CREAT)</li> </ul> |   |  |
| <b>March 2021</b> | 1 | <b><u>Title of the Topic:</u></b><br><b>Consumerism and Marketing</b>                  | Consumer Protection Act 2019   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 2 | <b><u>Title of the Topic:</u></b> <b>Marketing and Corporate Social Responsibility</b> | Definition- Evolution- Need for CSR; Corporate Citizenship; Scope of CSR<br><br>Strategies for CSR and Challenges  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 3 | <b><u>Title of the Topic:</u></b> <b>Marketing and Corporate Social Responsibility</b> | Role of Stakeholders in CSR<br>CSR and Corporate Philanthropy<br>Models for Implementation of CSR  | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> </ul> Class Debate on Current affairs in marketing |
|                   | 4 | <b><u>Title of the Topic:</u></b> <b>Marketing</b>                                     | Drivers of CSR and Importance of CSR in Contemporary Society   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> </ul>   |

|                   |   |  |   |   |   |
|-------------------|---|--|---|---|---|
|                   |   | <b>and Corporate Social Responsibility</b>                             | Role of Various Institution in CSR  |   | <ul style="list-style-type: none"> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul>                         |
| <b>April 2021</b> | 1 | <b><u>Title of the Topic:</u></b> Marketing Approach for Social Change | Social Marketing: Meaning and its Objectives <ul style="list-style-type: none"> <li>• Application of Social Marketing</li> <li>• Ethics in Social Marketing</li> <li>• Social Marketing v/s Commercial Marketing</li> <li>• Various Social Marketing Campaigns</li> <li>• Recent Trends in Social Marketing</li> </ul> Who does Social Marketing? Social Responsibilities of a Marketing Manager, Challenges in Social Marketing. | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
|                   | 2 | <b><u>Title of the Topic:</u></b> Marketing Approach for Social Change | Societal Marketing: <ul style="list-style-type: none"> <li>• Definition, Meaning and Objectives</li> <li>• Societal Marketing v/s Social Marketing</li> </ul>   | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |

|                 |   |  |   |   |   |
|-----------------|---|--|---|---|---|
|                 | 3 | <b><u>Title of the Topic:</u></b> Marketing Approach for Social Change | Cause Related Marketing: <ul style="list-style-type: none"> <li>• Meaning and its Objectives</li> <li>• Campaigns in India</li> </ul>                 | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
|                 | 4 | <b><u>Title of the Topic:</u></b> Marketing Approach for Social Change | How does Social Marketing differ from Societal Marketing and Cause Related Marketing?<br><br>Favorable and Unfavorable Impact of Marketing on Society | 4 | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
| <b>May 2021</b> | 1 | Revision   | -   | - | <ul style="list-style-type: none"> <li>• Black Board,</li> <li>• Power point Presentation</li> <li>• Article Review</li> <li>• Case Study Method</li> <li>Class Debate on Current affairs in marketing</li> </ul> |
|                 | 2 | Assignment Submission  | -   | - | -   |
|                 | 3 | Open Book Exam from 17 <sup>th</sup> May to 24 <sup>th</sup> May 2021  | -   | - | -   |
|                 | 4 | -  | -   | - | -   |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: **Dr. Neelofar Raina**

**YEAR :2020-21**

DEPARTMENT: **ECONOMICS & BANKING**

CLASS: TYBCOM C

SUBJECT: Indian Banking Sector Trends and Performance

| MONTH                            | WEEK | Unit No. and Name   | Topic / Contents   | No of Lectures approved by Board of Studies | Teaching Methodology  |
|----------------------------------|------|---|--|---|---|
| <b>TERM – 14/2/21 to 10/5/21</b> |      |   |  |   |   |
| <b>Feburary</b>                  | 1    |   |  |   |   |
|                                  | 2    |   |  |   |   |
|                                  | 3    | <b>Indian Banking Sector: Overview</b>                      | Indian Banking Sector at a Glance                          | 06  | <b>Discussion and Article Reviews and Data Analysis</b>               |
|                                  | 4    |   | Emerging Issues and Policy Responses                       |   |   |
| <b>March</b>                     | 1    | <b>Indian Banking Sector: Standardisation of Management</b> | Human Resource Management<br>Marketing of Banking Products | 12  | <b>Case Studies of Banking Practices and Enablers to be Discussed</b> |

|              |   |   |  |    |   |
|--------------|---|---|--|----|---|
| <b>March</b> |   | <b>Practices and Enablers</b>                             | ,  |    |   |
|              | 2 |   | Social Responsibility, Governance and Ethics   |    |   |
|              | 3 | <b>Indian Banking Sector: Emerging Trends</b>             | Promoting Digitization and Managing Technology   | 12 |   |
|              | 4 |   | Integrated Risk Management& Asset Growth, Cyber Security Risks                               |    | Latest Trends Discussions,Presentations,Assignments |
| <b>April</b> | 1 |   | Overview of NBFCs<br>Small Finance and Payment banks   |    |   |
|              | 2 | <b>Operations and Performance of Scheduled Commercial</b> | Balance Sheet Operations of Scheduled Commercial Banks<br>Select Banking Aggregates of SCBs  | 12 | Analysis of Financial Statements,Ratios,parameters  |
|              | 3 |   | Financial Performance of Scheduled Commercial Banks , Trends in Income & Expenditure of SCBs |    |   |

|            |   |   |   |    |   |
|------------|---|---|---|----|---|
|            | 4 |   | Soundness Indicators and Capital Adequacy, Leverage Ratio ,Non-Performing Assets              |    |   |
| <b>May</b> | 1 | <b>Trends in NPAs and Recovery through Various Channels</b> | Factors contributing to NPAs<br>Trends in Non-performing Assets – Bank Group-wise&Sector Wise | 12 | Data Analysis from Annual Report of RBI and Data analysis of Select Banks |
|            | 2 |   | Recovery of NPAs of SCBs: Various Channels  |    | Case Studies  |

### **Regular Exams**

**8/5/21 to 4/6/21**



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: Dr. Neelofar Raina

YEAR 2020-21

DEPARTMENT: DEPARTMENT OF ECONOMICS & BANKING

CLASS: TYBCOM

SUBJECT: International Economics and Trade Relations

| MONTH                             | WEEK | Unit No. and Name                      | Topic / Contents   | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|-----------------------------------|------|--|--|---|--|
| <b>TERM – 27/8/20 to 26/12/20</b> |      |  |  |   |  |
| <b>August</b>                     | 3    | Theories of International Trade        | The Theory of Absolute Cost Advantage & The Theory of Comparative Cost Advantage<br>Two-by-Two-by-Two Sector Model | 06  | Critical review is carried out regarding the assumptions, principles, limitations and comparison of the early trade theories.  |
| <b>September</b>                  | 1    | Modern Theories of International Trade | Product Cycle Theory<br>Linders Theory of Volume of Trade and Demand Pattern                                       | 10  | Assumptions, theoretical aspects, limitations and application of the modern  |

|                |   |   |  |    |  |
|----------------|---|---|--|----|--|
|                |   |   |  |    | theories in the contemporary trade scenario are discussed.           |
|                | 2 |   | Krugman's Alternative Theory of Trade<br><br>Gravity Model                                 |    |  |
|                | 3 | Terms of Trade and Determination of Exchange Rate | Concepts and Measurement Factors affecting Terms of Trade of a Country                     | 12 | Critical review, Discussion and latest data interpreted from IMF     |
|                | 4 |   | Reasons for Deterioration in Terms of trade of LDCs<br><br>Determination of Exchange Rates |    |  |
| <b>October</b> | 1 |   | Fixed and Flexible Exchange Rates<br><br>BOP Theory and PPP Theory                         |    |  |
|                | 2 | Commercial Policy – Barriers to Trade             | Free Trade vs Protection Tariffs<br>Carbon Tariffs<br><br>Quotas                           | 12 | Policy debates ,Audio visuals from wto.org.in<br>Latest Trade Report |
|                | 3 |   | Non Tariff Barriers  |    | Assignments and Discussion   |

|                 |   |   |  |    |   |
|-----------------|---|---|--|----|---|
|                 | 4 |   | Exchange Control                               |    |   |
| <b>November</b> | 1 | Balance of Payments and Trade Distortions | Equilibrium and Disequilibrium in BOP          | 14 | Discussions, Presentations and Article Reviews                              |
|                 | 2 |   | Measures to correct disequilibrium             |    |   |
|                 | 3 |   | Current and Capital Account convertibility     |    |   |
|                 | 4 |   | Protectionism in the changing world scenario   |    | Detailed Study of Present Scenario and policy Updates, E articles discussed |
| <b>December</b> | 1 |   | Role of GATT/WTO in reducing trade distortions |    |   |
|                 | 2 |   | Assessment                                     |    | Assignments   |
|                 | 3 |   | <b>Assessments</b>                             |    |   |
|                 | 4 |   | Revision                                       |    |   |
| <b>January</b>  | 1 |   | Exams  |    |   |

**4/1/21 to 4/2/21-Regular Exams**



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: Dr.N.Raina

YEAR 20-21

DEPARTMENT: **ECONOMICS & BANKING**

CLASS: TYBCOM

**SUBJECT:** Legal and Regulatory Aspects of Banking

| MONTH                                    | WEEK | Unit No. and Name               | Topic / Contents   | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|--|------|---------------------------------|--|---|--|
| <b>TERM – TERM – 27/8/20 to 26/12/20</b> |      |                                 |  |   |  |
| <b>August</b>                            | 3    | Discussion of Syllabus          |  |   |  |
|  | 4    |                                 |  |   |  |
| <b>September</b>                         | 1    | <b>Legal Aspects of Banking</b> | Evolution of Banking Laws and Regulation in India The Reserve Bank of India Act,1935 | 12  | <b>Class discussion, understanding Legal aspects of banking, latest amendments</b>   |

|                |   |                             |  |    |  |
|----------------|---|-----------------------------|--|----|--|
|                | 2 |                             | The Banking Regulation Act,1949  |    |  |
|                | 3 |                             | IBA Code for Banking Practice  |    |  |
|                | 4 |                             | Revision   |    |  |
| <b>October</b> | 1 | <b>Banking Related Laws</b> | Recovery of Debts due to Banks and Financial Institutions Act, 1993(DRT Act)                                     | 12 | Theoretical and practical insights<br>Discussing case laws |
|                | 2 |                             | Securitisation and Reconstruction of Financial Assets and Enforcement of Securities Interest Act (SARFAESI),2002 |    |  |
|                | 3 |                             | Banking Ombudsmen Scheme 2006(To Discuss Cases Handled by the Banking Ombudsman Offices)                         |    |  |
|                | 4 |                             | Payment & Settlements Systems Act, 2007(Recent Amendments)   |    |  |

|                 |   |  |  |    |  |
|-----------------|---|--|--|----|--|
| <b>November</b> | 1 | <b>Legal aspects of Banking Operations</b> | Legal aspects of a Paying Banker(Caselets to be discussed)<br><br>Legal aspects of a Collecting Banker(Caselets to be discussed) | 10 | Theoretical and practical insights and Discussion of Case lets |
|                 | 2 |  | Obligations of a Banker -<br>Precautions and Rights<br>Laws Relating to Securities and<br>Modes of creating Charge               |    |  |
|                 | 3 | <b>Insolvency and Bankruptcy Code</b>      | Salient Features of IBC, 2016<br>Bankruptcy Practices: A Cross-Country Comparison(Case Studies)                                  | 10 | Class Discussions, PPTs, Cross country Analysis                |
|                 | 4 |  | Recapitulation   |    |  |
| <b>December</b> | 1 |  | <b>Prudential Regulatory and Supervisory Policy</b>  |    |  |

|  |   |  |   |  |  |
|--|---|--|---|--|--|
|  | 2 |  | <b>Assignment Submissions and<br/>Presentations</b> |  |  |
|--|---|--|---|--|--|

## **Regular exams**

**4/1/21 to 4/2/21-Regular Exams**



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: **Dr. Neelofar Raina**

Year **2020-21**

DEPARTMENT: **Economics & banking**

CLASS: **TYBCOM**

SUBJECT: **INDIAN ECONOMIC ENVIRONMENT: ISSUES, PROSPECTS AND POLICY ENVIRONMENT**

| MONTH                     | WEEK | Unit No. and Name | Topic / Contents   | No of Lectures approved by Board of Studies | Teaching Methodology   |
|---------------------------|------|-------------------|--|---|--|
| TERM – 14/2/21 to 10/5/21 |      |                   |  |   |  |
| Feburary                  | 1    |                   |  |   |  |
|                           | 2    | Introduction      | State of the Economy (Assessment and Prospects)<br><br>Macro-Economic Indicators | 10  | PPTS , discussions, and analy articles<br>Discussing relevant topics from Journals and news papers |
|                           | 3    |                   | An Analytical Overview and Outlook   |   |  |

|              |   |                             |   |    |   |
|--------------|---|-----------------------------|---|----|---|
| <b>March</b> | 1 | State of Indian Agriculture | Area, Production and Yield of Agriculture   | 10 | Class Discussion, data analysis from Economic Survey of India   |
|              | 2 |                             | Food Management<br><br>Agriculture Credit and Marketing (Agriculture Produce Marketing Committee)   |    | Presentation on invitation (Regular and Sincere Students)<br><br><b>Open Forum in class</b>   |
|              | 3 |                             | Agriculture Pricing (Minimum Support Prices and Effectiveness of Minimum Support Prices)  |    |   |
|              | 4 | Industrial Sector           | Introduction (Sectoral & Use Based classification)<br>Core Industries & Corporate Sector<br><br>Initiatives for Industrial Sector (Ease of Doing Business, Startups, Make in India) | 12 | Read, understand and interpret economic aspects through – verbal, demonstrative, mathematical and graphical methods.<br><br>Case studies and Review of Policy Documents |
| <b>April</b> | 1 |                             | Industry Associations- (Federation of Indian Chambers of Commerce and industry, Associated Chambers of Commerce & Industry of India,  |    | Refer to latest Policy Documents from Various Government Portals and official websites  |

|            |    |  |  |    |   |
|------------|----|--|--|----|---|
|            |    |  | Mahratta Chamber of Commerce Industry and Agriculture)   |    |   |
|            | 2  |  | Sector wise Issues and Performance<br>Micro, Small and Medium Enterprises (Role, Performance and Recent Policy Initiatives)  |    | Data analysis, Presentations, discussions                     |
|            | 3  |  | Public Sector Enterprises(Problems, Autonomy. Corporate Governance & Professionalization and Performance)  |    | Case Studies, Assignments, Group Viva                         |
|            | 4. | Services Sector                                    | Growth of India's Services Sector E<br>FDI and Trade in India's Services Sector Major Services: Sector-wise performance and Recent Policies<br><br>merging Service Sectors | 12 | Discussion and Assignments                                    |
| <b>May</b> | 1  | Foreign Trade: Trends, Problems and Policy Measure | Trends in Composition and Direction of Trade<br><br>India's Trade Performance<br><br>Dynamic Global Context, Rules, Regulations and Bodies for Foreign Trade               | 10 | In-depth study of Latest Economic Survey<br><br>Audio Visuals |

### **Regular Exams**

**8/5/21 to 4/6/21**



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER: **Dr. Neelofar Raina**

Year **2020-21**

DEPARTMENT: **Economics & banking**

CLASS: **TYBCOM**

SUBJECT: **INDIAN ECONOMIC ENVIRONMENT: ISSUES, PROSPECTS AND POLICY ENVIRONMENT**

| MONTH                     | WEEK | Unit No. and Name | Topic / Contents   | No of Lectures approved by Board of Studies | Teaching Methodology   |
|---------------------------|------|-------------------|--|---|--|
| TERM – 14/2/21 to 10/5/21 |      |                   |  |   |  |
| Feburary                  | 1    |                   |  |   |  |
|                           | 2    | Introduction      | State of the Economy (Assessment and Prospects)<br><br>Macro-Economic Indicators | 10  | PPTS , discussions, and analy articles<br>Discussing relevant topics from Journals and news papers |
|                           | 3    |                   | An Analytical Overview and Outlook   |   |  |

|              |   |                             |   |    |   |
|--------------|---|-----------------------------|---|----|---|
| <b>March</b> | 1 | State of Indian Agriculture | Area, Production and Yield of Agriculture   | 10 | Class Discussion, data analysis from Economic Survey of India   |
|              | 2 |                             | Food Management<br><br>Agriculture Credit and Marketing (Agriculture Produce Marketing Committee)   |    | Presentation on invitation (Regular and Sincere Students)<br><br><b>Open Forum in class</b>   |
|              | 3 |                             | Agriculture Pricing (Minimum Support Prices and Effectiveness of Minimum Support Prices)  |    |   |
|              | 4 | Industrial Sector           | Introduction (Sectoral & Use Based classification)<br>Core Industries & Corporate Sector<br><br>Initiatives for Industrial Sector (Ease of Doing Business, Startups, Make in India) | 12 | Read, understand and interpret economic aspects through – verbal, demonstrative, mathematical and graphical methods.<br><br>Case studies and Review of Policy Documents |
| <b>April</b> | 1 |                             | Industry Associations- (Federation of Indian Chambers of Commerce and industry, Associated Chambers of Commerce & Industry of India,  |    | Refer to latest Policy Documents from Various Government Portals and official websites  |

|            |    |  |   |    |   |
|------------|----|--|---|----|---|
|            |    |  | Mahratta Chamber of Commerce Industry and Agriculture)  |    |   |
|            | 2  |  | Sector wise Issues and Performance Micro, Small and Medium Enterprises (Role, Performance and Recent Policy Initiatives)  |    | Data analysis, Presentations, discussions                     |
|            | 3  |  | Public Sector Enterprises(Problems, Autonomy. Corporate Governance & Professionalization and Performance)   |    | Case Studies, Assignments, Group Viva                         |
|            | 4. | Services Sector                                    | Growth of India's Services Sector E FDI and Trade in India's Services Sector Major Services: Sector-wise performance and Recent Policies<br><br>merging Service Sectors | 12 | Discussion and Assignments                                    |
| <b>May</b> | 1  | Foreign Trade: Trends, Problems and Policy Measure | Trends in Composition and Direction of Trade<br><br>India's Trade Performance<br><br>Dynamic Global Context, Rules, Regulations and Bodies for Foreign Trade            | 10 | In-depth study of Latest Economic Survey<br><br>Audio Visuals |

### **Regular Exams**

**8/5/21 to 4/6/21**



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Dr. Sunyani Parchure

**YEAR** 2020-21

**DEPARTMENT: ECONOMICS AND BANKING**

**CLASS:** TYBCOM

**SUBJECT:** INTERNATIONAL FINANCE: ISSUES AND POLICY PERSPECTIVES

| MONTH   | WEEK | Unit No. and Name                              | Topic / Contents                                | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|---|------|--|---|---|--|
| <b>TERM – June 2020 to November 2020 (HOWEVER DUE TO COVID-19 PANDEMIC LECTURES WOULD START LATE)</b> |      |  |   |   |  |
| <b>JUNE-2020</b>  | 1    |  |   |   |  |
|   | 2    |  |   |   |  |
|   | 3    |  |   |   |  |
|   | 4    |  |   |   |  |
| <b>JULY - 2020</b>  | 1    | Unit 1- Introduction to International Finance. | 1.1 Segments of International financial systems | Total no of lectures-8                          | Learning about International Finance   |

|                     |   |  |  |                   |  |
|---------------------|---|--|--|-------------------|--|
|                     | 2 |  | 1.2 Growth of International financial systems and linkages with trade  |                   | and its various segments.  |
|                     | 3 |  | 1.3 International financial systems and linkages Economic development  |                   |  |
|                     | 4 | Unit 2- Global Banking Developments                          | 2.1 Macro financial environment- An Overview   | No of lectures-6  | Participative learning on the Global Banking Developmental Aspect.   |
| <b>AUGUST- 2020</b> | 1 |  | 2.2 Key Financial Soundness indicators - Credit growth, rate of return on assets and capital adequacy ratios and Financial Market Indicators | No of lectures-10 | Taught about the indicators of financial soundness through various examples and the students learnt about the global policy responses. |
|                     | 2 |  | 2.3 Global banking developments: Selected countries<br><br>2.4 Global policy response  |                   |  |
|                     | 3 | Unit 3- The Balance of Payments and Foreign Exchange markets | 3.1 BOP and International capital flows- Global trends   | No. of lectures-4 | Introduced the BOP and Forex markets with some real life examples and case studies.  |
|                     | 4 |  | 3.2 FII and its impact on capital flows  |                   |  |

|                       |   |   |  |                    |  |
|-----------------------|---|---|--|--------------------|--|
| <b>SEPTEMBER-2020</b> | 1 |   | 3.3 Foreign Exchange Markets- Transactions and the International financial systems   | No. of lectures-8  |  |
|                       | 2 |   | 3.4 Exchange rate management- RBI's Role in management of exchange rate (A regulators perspective based on book reviews)                                   |                    |  |
|                       | 3 | Unit 4 -International Financial Markets and Instruments | 4.1 International Money Market Instruments   |                    | With this unit the students learnt about the Int. Money and Capital market and did some experiential learning. |
|                       | 4 |   | 4.2 International Capital Market Instruments   |                    |  |
| <b>OCTOBER – 2020</b> | 1 |   | 4.3 Eurocurrency Markets<br>4.4 Debt Securitization  | No of lectures-6   |  |
|                       | 2 | Unit 5- Currency, Debt and Financial crises             | 5.1 Meaning and causes.<br>5.2 Case studies<br>5.3 Policy and Regulatory<br>5.4 RBI response to crisis responses- Role of IMF in stabilizing economies. (A | No. of lectures-10 | The unit five was covered with the help of videos and case studies with participative learning.                |

|                      |   |  |  |  |                                  |
|----------------------|---|--|--|--|----------------------------------|
|                      |   |  | regulators perspective based on<br>book reviews) |  |                                  |
|                      | 3 |  |  |  |                                  |
|                      | 4 |  |  |  |                                  |
| <b>NOVEMBER 2020</b> | 1 |  | Exams and Assignment<br>submissions              |  | MCQs, Presentations and<br>Vivas |
|                      | 2 |  |  |  |                                  |
|                      | 3 |  |  |  |                                  |
|                      | 4 |  |  |  |                                  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER:

**MS. VIDHI KALRA**

**YEAR 2020-21**

**DEPARTMENT: BANKING AND ECONOMICS**

**CLASS: TYBCOM**

**SUBJECT: Indian Monetary and Financial System: Some Contemporary Issues**

| MONTH  | WEEK | Unit No. and Name  | Topic / Contents   | No of Lectures approved by Board of Studies | Teaching Methodology   |
|--|------|--|--|---|--|
| TERM – November 2020 to 30 <sup>th</sup> April 2021 (HOWEVER DUE TO COVID-19 PANDEMIC SCHEDULE MAY VARY) |      |  |  |   |  |
| November-2020  | 4    | <b>Unit 1- Relationship between Economic growth and Financial System</b> | 1.1 The financial system and the economy   | No. of lectures- 12                         | Through this unit the financial system was introduced in an explicit manner and participative learning took place. |
| DECEMBER-2020  | 1    |  | 1.2 Role of financial system in an economy – National income accounts & Flow of funds accounts |   |  |

|              |   |   |   |                          |  |
|--------------|---|---|---|--------------------------|--|
|              | 2 |   | 1.3 Indicators of financial development and other financial indicators in India – An Analysis |                          |  |
|              | 3 |   | 1.4 Analysis of savings and investments in India  |                          |  |
|              | 4 |   |   |                          |  |
| JANUARY-2021 | 1 | <b>Unit 2- Monetary Policy in India</b> | 2.1 A critical analysis of Monetary Policy in India –Case studies from selected countries     | Total no. of lectures- 8 | Through experiential learning and through Rbi journals the monetary policy of the Rbi was taught in this unit with a focus on inflation targeting and monetary transmission mechanism. |
|              | 2 |   | 2.2 Monetary Policy Review Committee (MPC )   |                          |  |
|              | 3 |   | 2.3 Inflation Targeting in India<br>2.4 Monetary Transmission Mechanism in India              |                          |  |
|              | 4 | <b>Unit 3- Risk Management in</b>       | 3.1 Types of Risks in Banks – Meaning, Types-Liquidity risk, Interest rate risk,              |                          | Types of risks were covered in this unit and with the help of  |

|               |   |   |   |                    |  |
|---------------|---|---|---|--------------------|--|
|               |   | <b>Banks and role of RBI</b>  | Market risks, Credit default ,Operational Risks   |                    | various examples they were taught. Focus was also given on CAMELS in this particular unit.   |
| FEBRUARY-2021 | 1 |   | 3.2 Evolution of role of RBI in Risk Management in Banks-Capital Adequacy ,Asset Quality Management, Management, Earning Quality ,Liquidity, Sensitivity to markets (CAMELS ) |                    |  |
|               | 2 | <b>Unit 4-Financial Inclusion as a Means of Social Banking and Inclusive Growth</b> | 4.1 Meaning of Financial Inclusion, Status and Progress, Extent of Financial inclusion  | No of lectures- 16 | This unit introduced an array of topics covered under financial inclusion. How has it shown progress in our country and we covered the various schemes and case studies of MSMEs as well here. |
|               | 3 |   | 4.2 Forms and Models of Financial Inclusion in India, Post Offices and its role in Financial inclusion<br><br>4.3 Evaluation of Financial Inclusion initiatives               |                    |  |
|               | 4 |   | 4.4 Case studies from select countries Micro, Small and Medium Enterprises  |                    |  |

|            |   |  |   |                    |  |
|------------|---|--|---|--------------------|--|
|            |   |  | (MSME) and fund raising avenues for MSME –Significance of MSME in process of Financial inclusion. |                    |  |
| MARCH-2021 | 1 | <b>Unit 5-Financial Inclusion in India: An interstate Analysis and the concept of Financial Index.</b> | 5.1 Meaning of Financial Index  | No. of lectures- 8 | This unit was an extension to the previous unit explaining the financial index in depth using participative learning we also did case studies and comparison of inter-state index. |
|            | 2 |  | 5.2 An interstate comparison of Financial Inclusion using the Financial Index.                    |                    |  |
|            | 3 |  | <b>Assignment Submission</b>  |                    | Presentations, Vivas and Journal submission.   |
|            | 4 |  | Examinations  |                    |  |
| APRIL-2021 | 1 |  |   |                    |  |
|            | 2 |  |   |                    |  |
|            | 3 |  |   |                    |  |
|            | 4 |  |   |                    |  |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:** Mrs. SWATI CHINEY

**YEAR: 2020-21**

**DEPARTMENT:** BUSINESS LAWS

**CLASS:** TYBCom (Semester V)

**SUBJECT:** FOUNDATION OF MERCANTILE LAW – I

| MONTH   | WEEK | Unit No. and Name | Topic / Contents   | No of Lectures approved by the Board of Studies | <i>list the teaching pedagogy, student centric methods, such as experiential learning, participative learning and problem solving methodologies used by you for enhancing learning experiences</i> |
|---|------|-------------------|--|---|--|
| <b>TERM – 15<sup>th</sup> June 2020 to November 2020 (HOWEVER DUE TO COVID-19 PANDEMIC LECTURES WOULD START LATE)</b> |      |                   |  |   |  |
| <b>JUNE-2020</b>  | 1    |                   |  |   |  |
|   | 2    |                   |  |   |  |
|   | 3    |                   | <b>ONLINE TEACHING TRAINING IN JUNE, JULY &amp; AUGUST</b> |   |  |
|   | 4    |                   |  |   |  |
| <b>JULY - 2020</b>  | 1    |                   |  |   |  |
|   | 2    |                   |  |   |  |

|                       |   |  |   |    |  |
|-----------------------|---|--|---|----|--|
|                       | 3 |  |   |    |  |
|                       | 4 |  |   |    |  |
| <b>AUGUST- 2020</b>   | 1 |  |   |    |  |
|                       | 2 |  | <b>ONLINE TEACHING TO BEGIN<br/>FROM LAST WEEK OF AUGUST</b>  |    |  |
|                       | 3 |  |   |    |  |
|                       | 4 | Unit 1 – Indian Contract Act, 1872: Introduction       | 1.1 to 1.5 Syllabus, books, Introduction, scope of Mercantile law, Law and Act, Introduction of ICA, 1872 | 02 | Online lectures through Microsoft Teams<br>Ppt presentations   |
|                       |   |  |   |    |  |
| <b>SEPTEMBER-2020</b> | 1 | Unit 2 – Proposal, Acceptance, Consideration           | 2.1 Proposal<br>2.2 Acceptance  | 08 | White board facility on Teams app to be used for blended learning  |
|                       | 2 |  | 2.3 Consideration<br>2.4 No consideration – no contract<br>2.5 Case-laws                                  |    | Videos on You-tube to be shown for understanding case-laws. Problem solving methods  |
|                       | 3 | Unit 3 – Definitions & types of Agreements & Contracts | 3.1 – Important definitions<br>3.2 – Types of agreement<br>3.3 – Types of contracts                       | 02 | Explanation through interactive sessions online. Participative methods.  |
|                       | 4 | Unit 4 – Formation of a Contract (Sections 10 to 30)   | 4.1 – Essentials for a contract<br>4.2 – Competent parties<br><b>Online Assignment-Quiz</b>               | 14 | Simplifying complex legal language<br><b>Online-Quiz through Microsoft Teams platform</b>                                      |
|                       |   |  |   |    |  |
| <b>OCTOBER - 2020</b> | 1 |  | 4.3 – Free consent – coercion, undue influence, fraud, misrepresentation, mistake                         |    | Few examples of contracts caused by unfree consent by Giving Bollywood movies Examples for better understanding of this topic. |

|                      |   |   |  |    |   |
|----------------------|---|---|--|----|---|
|                      |   |   |  |    |   |
|                      | 2 |   | 4.4 – Lawful consideration and objectives<br>4.5 – Void agreements   |    |   |
|                      | 3 | Unit 5 – Contingent Contracts & Quasi-Contracts | 5.1 to 5.3 – Contingent contracts<br>5.4 to 5.8 – Quasi contracts<br><b>Online Assignment</b>                    | 04 | Drawings and charts used for explaining complicated law provisions. |
|                      | 4 | Unit 6 – Discharge of Contract                  | 6.1 to 6.3 – Meaning and methods of discharge, types of breach   | 05 |   |
| <b>NOVEMBER 2020</b> | 1 |   | 6.4 to 6.7 – Frustration of contract, by mutual consent, remission and waiver of contract, accord & satisfaction |    | Explaining through diagrams on whiteboard of MS.Teams app.          |
|                      | 2 | Unit 7 – Legal Remedies for Breach of Contract  | 7.1 to 7.4 – suit for rescission, specific performance of contract, suit for an injunction                       | 05 |   |
|                      | 3 |   | 7.5 to 7.7 – Suit on 'Quantum meruit' principle, suit for damages, types for damages                             |    |   |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

**NAME OF THE TEACHER:**

CA UMESH KULKARNI

YEAR 2020-21

CA HEMANT GODBOLE

**DEPARTMENT:**

BUSINESS LAWS

**CLASS:**

TYBCom (Semester VI)

**SUBJECT:**

Indirect taxes Paper 2

| MONTH                                      | WEEK | Unit No. and Name   | Topic / Contents  | No of Lectures approved by Board of Studies | Teaching Methodology   |
|--|------|---|---|---|--|
| TERM – 14th February 2021 to 31st May 2021 |      |   |   |   |  |
| FEBRUARY-2021                              | 3    | Sem VI Online Lectures begin<br>Unit 1 – Constitutional Background of Indirect Taxes in India | a) Powers of Various Governments to Levy and Collect Taxes<br>b) Constitutional amendment for bringing GST in force<br>c) Schedule 7 of Constitution (List 1,2,3)                                     | 02  | Simplifying complex legal language using PPT   |
|  | 4    | Unit 2 – Customs Duty   | 2.1 to 2.3 : Basic Concepts, Important Definitions, Appointment of Customs Port and Airport, Prohibition on Importation and exportation of goods, prevention or detention of illegal export of goods, | 16  | Participative Learning through Discussions, Presentations, Use of online resources, references to actual |

|                   |   |                               |  |    |  |
|-------------------|---|-------------------------------|--|----|--|
|                   |   |                               | Classification of Goods, Applicability of HSN  |    | methodologies and government websites  |
| <b>MARCH-2021</b> | 1 |                               | 2.5 to 2.7 : Levy of and exemptions from customs duty, Dutiable goods, Types of Customs Duty, Importation, Exportation and transportation of goods, Warehousing, |    | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 2 |                               | 2.4, 2.8 and 2.9 : Valuation under Customs Act 1962, Duty Drawback, Numerical sums on valuation, calculation of customs duty and duty drawback                   |    | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 3 | Unit 3 – Good and Service Tax | 3.1 to 3.3 : Introduction to GST, Levy and Collection of Tax, Time and Value of Supply   | 36 | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 4 |                               | 3.3 and 3.4 : Time and Value of Supply, Input Tax Credit   |    | Participative Learning through Discussions, Presentations, Use of online resources, references to actual                                       |

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|-------------------|---|--|---|--|--|
|                   |   |  |   |  | methodologies and government websites  |
| <b>APRIL-2021</b> | 1 |  | 3.4 and 3.5 : ITC , Registration<br><b>Online Assignment / MCQ Exam</b>   |  | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 2 |  | 3.6 and 3.7 : Tax Invoice, Credit and Debit Notes, Returns  |  | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 3 |  | 3.8 and 3.9 : Payment of Tax, Numerical Sums on Calculation of Tax  |  | Participative Learning through Discussions, Presentations, Use of online resources, references to actual methodologies and government websites |
|                   | 4 |  | 3.9 and 3.10 : Numerical sums on calculation of GST, Introduction to concept of Advance Rulings, few important rulings and their impact |  | Participative Learning through Discussions, Presentations, Use of online resources, references to actual                                       |

|                  |   |  |  |  |                                       |
|------------------|---|--|--|--|---------------------------------------|
|                  |   |  |  |  | methodologies and government websites |
| <b>MAY-2021</b>  | 1 |  | Revision of GST Law and some important concepts in conjunction with Customs Law<br><b>Online Assignment / MCQ Exam</b> |  |                                       |
|                  | 2 |  | Semester-end Sem VI and Backlog Sem V Question paper setting   |  |                                       |
|                  | 3 |  | <b>Semester-end Exam Sem VI Regular &amp; Backlog – Online Open Book exam through Google Classroom</b>                 |  |                                       |
|                  | 4 |  | <b>Backlog Exam Sem V - Online Open Book exam through Google Classroom</b>   |  |                                       |
| <b>JUNE-2021</b> | 1 |  | <b>Backlog Internal 1 &amp; 2 Online assignments<br/>Paper checking</b>  |  |                                       |
|                  | 2 |  | <b>Mark-lists emailing to Exam section</b>   |  |                                       |



# SYMBIOSIS COLLEGE OF ARTS AND COMMERCE

(AN AUTONOMOUS COLLEGE UNDER SAVITRIBAI PHULE PUNE UNIVERSITY)

NAME OF THE TEACHER:

MRS. SWATI CHINEY

YEAR 2020-21

DEPARTMENT:

BUSINESS LAWS

CLASS:

TYBCom (Semester VI)

SUBJECT:

ALLIED CONCEPTS IN MERCANTILE LAW - II

| MONTH  | WEEK | Unit No. and Name          | Topic / Contents                                     | No of Lectures approved by Board of Studies | Teaching Methodology   |
|--|------|----------------------------|--|---|--|
| TERM – November 2020 to 30 <sup>th</sup> April 2021 (HOWEVER DUE TO COVID-19 PANDEMIC SCHEDULE MAY VARY) |      |                            |  |   |  |
| November 2020  | 4    | Unit 8 – Special Contracts | 8.1 – Special contracts<br>8.2 – Indemnity contract  | 14  | Teaching students how to read and understand legal language                        |
| DECEMBER-2020  | 1    |                            | 8.3 – Guarantee contract<br><b>Online Assignment</b> |   | Giving day to day examples of guarantee contract                                   |
|  | 2    |                            | 8.4 – Bailment contract                              |   | Experiential learning – asking students to give examples based on their experience |
|  | 3    |                            | 8.5 – Pledge contract                                |   | Simplifying complex legal language   |
|  | 4    |                            | 8.6 – Agency contract                                |   | Developing the legal communication skills of students                              |
| JANUARY-2021   | 1    |                            | Question paper setting for Sem-end                   |   |  |

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|                      | 2 |   | <b>Semester-end Exam Sem V Regular &amp; Backlog – Online Open Book exam through Google Classroom</b>                |    | OBE exams through Google Classroom platform   |
|                      | 3 |   | <b>Backlog Exam Sem VI - Online Open Book exam through Google Classroom</b>  |    |   |
|                      | 4 |   | <b>Online paper checking</b>   |    |   |
| <b>FEBRUARY-2021</b> | 1 |   | <b>Backlog Internal 1 &amp; 2 Online Assignments<br/>Mark-lists emailing to Exam Cell</b>                            |    | Developing the legal drafting skills of students                                    |
|                      | 2 | <b>Sem VI – Online lectures</b><br>Unit 1 – Sale of Goods Act, 1930 | 1.1 to 1.4 – Contract of sale, Agreement to sell, Sale, Conditions & Warranties, Express & Implied                   | 10 | Participative learning by asking them to give examples of contracts they enter into |
|                      | 3 |   | 1.5 to 1.7 – Transfer of property in goods, Unpaid Seller & Rights, Auction Sale                                     |    | Simplifying complex legal language  |
|                      | 4 | Unit 2 – Negotiable Instruments Act, 1881                           | 2.1 to 2.5 – N.I., Order & Bearer, Negotiation & Indorsement, Holder & Holder in due course, Promissory note         | 10 | Importance and usage of negotiable instruments, by giving day to day examples.      |
| <b>MARCH-2021</b>    | 1 |   | 2.6 to 2.11 – Bill of exchange, Cheque, Presentment and Dishonourment, Notice of dishonour, Section 138 legal remedy |    | Interactive sessions. Sharing of personal experiences about dishonourment.          |
|                      | 2 | Unit 3 – Consumer   | 3.1 to 3.5 – History, objectives, features of consumer law, important  | 10 | Explaining the objective of a social legislation.                                   |

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|                   |   | Protection Law in India                                     | definitions, Consumer Authority, Consumer Councils<br><b>Online Assignment</b>  |    |  |
|                   | 3 |   | 3.6 to 3.10 – Consumer Commissions, Mediation Cell, Product liability action, differences between old and new laws, case-laws   |    | Encouraging students to share their experiences for better understanding of this topic.  |
|                   | 4 | Unit 4 – Introduction to Intellectual Property Rights       | 4.1 to 4.5 – Meaning, origin, importance, types of IPR, WIPO, TRIP, Patent, Trademark   | 10 | Encouraging students to do research and survey on this topic   |
| <b>APRIL-2021</b> | 1 |   | 4.6 to 4.10 – Industrial designs, Copyright, Geographical Indication, Traditional Knowledge, case-laws  |    | Showing Indian Govt. Website for IPR during online class   |
|                   | 2 | Unit 5 – Introduction to Cyber Laws                         | 5.1 to 5.5 – E-commerce, E-contracts & its significance, IT Act, 2000, E-record, E-governance, E-signature<br><b>Online Assignment</b>  | 10 | Simplifying complex legal language   |
|                   | 3 |   | 5.6 to 5.10 – Legal issues in cyber contracts, adjudication, cyber-crimes, offences & penalties, cases  |    | Encouraging students to do presentations on this topic for assignments.  |
|                   | 4 | Unit 6 – Introduction to Insolvency & Bankruptcy Code, 2016 | 6.1 to 6.5 – History, objective of the Code, Highlighting features of the Code, Summary procedures, Importance of the Code, cases.<br><b>Workshop / Guest lecture by a Professional</b> | 04 | To organise a Workshop / guest lecture of professionals, to give the students the procedural inputs about the legal concept of IBC |
| <b>MAY-2021</b>   | 1 |   | <b>Online Assignment</b><br>Semester-end Sem VI Question paper setting  |    | Interactive session - encouraging the students to do a career in law or allied areas   |

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|                  | 2 |  | Backlog Sem V Question paper setting   |  |  |
|                  | 3 |  | <b>Semester-end Exam Sem VI Regular &amp; Backlog – Online Open Book exam through Google Classroom</b> |  |  |
|                  | 4 |  | <b>Backlog Exam Sem V - Online Open Book exam through Google Classroom</b>                             |  |  |
| <b>JUNE-2021</b> | 1 |  | <b>Backlog Internal 1 &amp; 2 Online assignments<br/>Paper checking</b>                                |  |  |
|                  | 2 |  | <b>Mark-lists emailing to Exam section</b>   |  |  |