

# University of Mumbai



क. वि.प्रा.स.से.(युजी)/आयसीसी/२०२४-२५/४

## परिपत्रक :-

सर्व प्राचार्य/संचालक, संलग्नित महाविद्यालये/मंस्था, विद्यापीठ शैक्षणिक विभागांचे संचालक/विभाग प्रमुख यांना कळविण्यात येते की, राष्ट्रीय शैक्षणिक धोरण २०२० च्या अमंलबजावणीच्या अनुषंगाने शैक्षणिक वर्ष २०२४-२५ पासून एक्झिट पर्याय सह पदवी व पदव्युत्तर अभ्यासक्रम विद्यापरिषदेच्या दिनांक २७ डिसेंबर, २०२३, ३ फेब्रुवारी, २०२४, २० एप्रिल, २०२४ व २४ मे, २०२४ च्या बैठकीमध्ये मंजूर झालेले सर्व अभ्यासक्रम मुंबई विद्यापीठाच्या [www.mu.ac.in](http://www.mu.ac.in) या संकेत स्थळावर NEP २०२० या टॅब वर उपलब्ध करण्यात आलेले आहेत.

मुंबई - ४०० ०३२

११ जून, २०२४

*Baliramh*

(प्रा. (डॉ.) बळीराम गायकवाड)

प्र. कुलसचिव

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7	The Deputy Registrar, PRO, Fort, (Publication Section), <a href="mailto:Pro@mu.ac.in">Pro@mu.ac.in</a>
8	The Deputy Registrar, Executive Authorities Section (EA) <a href="mailto:eau120@fort.mu.ac.in">eau120@fort.mu.ac.in</a> He is requested to treat this as action taken report on the concerned resolution adopted by the Academic Council referred to the above circular.
9	The Deputy Registrar, Research Administration & Promotion Cell (RAPC), <a href="mailto:rapc@mu.ac.in">rapc@mu.ac.in</a>
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AC – 27-12-2023

Item No. – 7.4 (N)

## AS Per NEP 2020

# University of Mumbai



### **Title of the program**

- A-** U.G. Certificate in Business Management
- B-** U.G. Diploma in Business Management
- C-** B.Com. (Business Management)
- D-** B.Com. (Hons.) in Business Management
- E-** B.Com. (Hons. with Research) in Business Management

### **Syllabus for Semester – Sem I & II**

**Ref: GR dated 20<sup>th</sup> April, 2023 for Credit Structure of UG**

**(With effect from the academic year 2024-25 Progressively)**

# University of Mumbai



(As per NEP 2020)

Sr. No.	Heading	Particulars	
1	Title of program O:CU-521A	A	U.G. Certificate in Business Management
	O: CU-521B	B	U.G. Diploma in Business Management
	O: CU-521C	C	B.Com. (Business Management)
	O: CU-521D	D	B.Com. (Hons.) in Business Management
	O: CU-521E	E	B.Com. (Hons. with Research) in Business Management
2	Eligibility O: CU-522A	A	XII passed OR Passed Equivalent Academic Level 4.0
	O: CU-522B	B	Under Graduate Certificate in Business Management OR passed equivalent Academic Level 4.5
	O: CU-522C	C	Under Graduate Diploma in Business Management OR passed equivalent Academic Level 5.0
	O: CU-522D	D	B.Com (Business Management) with minimum CGPA of 7.5 OR passed equivalent Academic Level 5.5
	O: CU-522E	E	B.Com (Business Management) with minimum CGPA of 7.5 OR passed equivalent Academic Level 5.5
3	Duration of program R: CU-551	A	One Year
		B	Two Years
		C	Three Years
		D	Four Years
		E	Four Years

4	<b>Intake Capacity</b> R: CU-552	<b>120</b>	
5	<b>Scheme of Examination</b> R: CU-553	NEP 40% Internal 60% External, Semester End Examination Individual Passing in Internal and External Examination	
6	<b>R: CU-554 Standards of Passing</b>	40%	
7	<b>Sem. I &amp; II Credit Structure R: CU-555A CU-555B</b>	Attached herewith	
	<b>Sem. III &amp; IV Credit Structure R: CU-555C CU-555D</b>		
	<b>Sem. V &amp; VI Credit Structure R: CU-555E CU-555F</b>		
8	<b>Semesters</b>	A	Sem I & II
		B	Sem I, II, III& IV
		C	Sem I, II, III, IV, V & VI
		D	Sem I, II, III, IV, V, VI, VII & VIII
		E	Sem I, II, III, IV, V, VI, VII & VIII
9	<b>Program Academic Level</b>	A	4.5
		B	5.0
		C	5.5
		D	6.0
		E	6.0
10	<b>Pattern</b>	Semester	
11	<b>Status</b>	New	
12	<b>To be implemented from Academic Year Progressively</b>	From Academic Year: 2024-25	

**Sign of the BOS  
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Dr.(Prof.) Megha Somani  
BOS in Business  
Management**

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Management**

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Commerce &  
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# Preamble

## Introduction

Success of any business lies in its effective Management. Good management can take the business one step ahead of others. Business can earn good profits within limited resources also if they are well managed and well utilized. By applying management theories, functions and principles, business can be run smoothly. Efficient management results in optimum use of resources. Better management solves the problem, gives direction to achieve goals, motivate employees, monitors the performance, and develops team spirit. Thus, best management helps to survive in dynamic business environment.

The undergraduate program designed to equip the learners with well-developed business insights, critical thinking, and decision-making skills. The program focuses on building your business and employability skills, giving learners the confidence, knowledge and expertise required to function in a global workplace.

## 1. Aims and Objectives

1. The program aims to provide the learners a broad and in-depth knowledge on fundamentals of management and management theories for effective business management and administration.
2. The program develops business and entrepreneurial aptitude among the students.
3. The program extends requisite skills in different areas like Financial Management, Human Resource Management, Marketing Management, Portfolio Management to give a holistic understanding of a business system.
4. The program encourages IT skills in the areas of information search, word processing, office management software's, and presentation software needed to excel in business.



5. To inculcate global view of the industrial and organizational establishments and their functions for taking viable decisions in international business setting.
6. To hone the students' presentation and analytical skills and increase their knowledge on latest managerial issues.

## **2. Learning Outcomes**

PO1: Demonstrate a general knowledge framework and understanding of key functions in management as applied in practice.

PO2: Learners would be able to Identify and apply new ideas, methods, and ways of thinking.

PO3: Learners would be able to demonstrate the skill to Identify, define and analyse problems and create processes to solve them.

PO4: Learners will gain knowledge to select and use appropriate resources to collect business data and will be able to translate the information for decision making.

PO 5: Learner will demonstrate a comprehensive understanding to evaluate social, cultural, global, ethical and environmental responsibilities and issues

## **3. Any other point (if any)**

This program aims that learner will demonstrate a solid understanding of core business principles in the primary areas of Management/finance/marketing/stock market as well as the interconnectedness of these disciplines in the running of an organization. Students will be assessed in the form of strategic plans and tests that employ strategic thinking, visioning and the development of strategies intended for organisational improvement and growth in global environment.

### 5. Credit Structure of the Program (Sem I, II, III & IV)

## Under Graduate Certificate in Business Management

### Sem. I & II Credit Structure

R: _____ A										
Level	Semester	Major		Minor	OE ( 2+2)	VSC, SEC (VSEC) (2+2)	AE C, VE C, IK S	OJT FP, CEP , CC RP	Cum. Cr. / Sem.	Degree/ Cum. Cr
		Mandatory	Electives							
4.5	I	2 credit  Fundamentals of Management -I (2)  Balance (02+02) Credits from Commerce / Business Economics / Accountancy		—		Presentation skill for business managers MS-Power Point (2)	AEC :2, VEC :2, IKS: 2	CC:2	22	UG Certificate 44
	R: _____ B									
	I	2 credit  Fundamentals of Management- II (2)  Balance (02+02) Credits from Commerce / Business Economics / Accountancy		2	2+2	Data handling skills for business managers MS- Excel (02)	AEC :2, VEC :2	CC:2	22	
	Cum Cr.	4	-	2	8	4+4	4+4+2	4	44	
Exit option: Award of UG Certificate in Major with 40-44 credits and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor										

## Under Graduate Diploma in Business Management

### Sem. (III & IV) Credit Structure

**R: \_\_\_\_\_ C**

Level	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. / Sem.	Degree/ Cum. Cr.	
		Mandatory	Electives								
5.0	III	8 (4+4) Fundamentals of Entrepreneurs hip (4)  Logistics Management (4)		(4)	(2)	Vocational Skills in Business Management -Paper 1	AEC:2	FP: 2  CC:2	22	UG Diploma 88	
	R: _____ D										
	IV	8(4+4) Marketing Management (4)  Retail and Advertising Management (4)		(4)	(2)	Vocational Skills in Business Management -Paper 2	AEC:2	CEP: 2  CC:2	22		
	Cum Cr.	28		10	12	6+6	8+4+2	8+4	88		

**Exit option; Award of UG Diploma in Major and Minor with 80-88 credits and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor**

## B. Com (Business Management)

### Sem. (V & VI) Credit Structure

R: _____ E										
Level	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. / Sem.	Degree/ Cum. Cr.
		Mandatory	Electives							
5.5	<b>V</b>	10 (4+4+2) Human Resource Management (4)  Taxation Management- I (4)  Introduction to Share Market (2)	4 International Business (4)	(4)		Vocational Skills in Business Management- Paper 3		FP/C EP: 2	22	<b>UG Degree 132</b>
	R: _____ F									
	<b>VI</b>	10(4+4+2) Export Marketing Management (4)  Taxation Management- II (4)  Fundamental and Technical Analysis (2)	4 Introduction to Research Methodology	(4)		Vocational Skills in Business Management -Paper 4		OJT :4	22	
	<b>Cum Cr.</b>	48	8	18	12	8+6	8+4+2	8+6+4	132	
<b>Exit option: Award of UG Degree in Major with 132 credits OR Continue with Major and Minor</b>										

[Abbreviation - OE – Open Electives, VSC – Vocation Skill Course, SEC – Skill Enhancement Course, (VSEC), AEC – Ability Enhancement Course, VEC – Value Education Course, IKS – Indian Knowledge System, OJT – on Job Training, FP – Field Project, CEP – Continuing Education Program, CC – Co-Curricular, RP – Research Project ]

# **Semester – I**

**Major-Credit (2)**

Course	Fundamentals of Management -I (Semester 1: Level 4.5)	Credits	02
Type	Major: Mandatory	No of Teaching hours	30
Evaluation/ Assessment	50 marks- 30 marks semester end evaluation and 20 marks continuous evaluation		

<b><u>Learning objectives</u></b>	a) To enable the learners to understand the basic concepts & functions of management
	b) To familiarize the students with management theory and its practical applications.
	c) To explore and understand the changing organization structures.

<b><u>Course Outcomes</u></b>	
CO1	Learners will summarize the elementary concepts, principles and theories of management.
CO2	Learners can think critically and strategically about management theories and issues, which will enable them to develop their decision-making and analytical skills
CO3	Learners will evaluate & create a roadmap to derive concrete managerial decisions in order to lead to solutions

**Modules At Glance**

Module No.	Content	No. of Hours
1	Introduction to Management & Managerial Thoughts	15
3	Functions of Management -I	15
		30

	Content	No. of Hours
	Module No. 1	
Unit 1	<b><u>Introduction to Management &amp; Managerial Thoughts</u></b> a. Concept & Features of Management – 6M’s of Management — Need for management in business & non-business organizations b. Levels of Management – Management competencies & Skills - Management Ethics (Types, Importance) – Management vs Administration c. Indian Management Thoughts – Contribution of Kautilya & Mahatma Gandhis Principle of Trusteeship	15
	Module No. 2	
Unit 2	<b><u>Functions of Management -I</u></b> a) Planning – Meaning – Significance – Components (Strategic, Single Use & Stranding Plans) b) Decision Making – Concept – Essentials of sound decision making – Process and techniques of Decision- making in Management c) Organising – Concept Organisational Design (concept & Elements) -Types of Organization Structure -Line & Staff, Matrix Organization Structure – Features – Formal v/s Informal	15

References:

- *Principles of Management*, Tripathi Reddy, Tata Mc Grew Hill
- *Management Text & Cases*, VSP Rao, Excel Books, Delhi
- *Management Concepts and OB*, P S Rao & N V Shah , AjabPustakalaya
- *Essentials of Management*, Koontz H & W , Mc. Grew Hill , New York
- *Principles of Management-Text and Cases* -Dr..M.SakthivelMurugan, New Age Publications
- ☐ *Management Today Principles& Practice*- Gene Burton, ManabThakur, Tata McGraw- Hill PublishingCo.Ltd.
- ☐ *Management – JamesA.F. Stoner*, Prentice Hall, Inc .U.S.A.
- ☐ *Management: Global Prospective –Heinz Weihrich& Harold Koontz*, Tata McGraw- Hill, Publishing Co.Ltd.
- ☐ *Essential of Database Management Systems* -AlexisLeon ,MathewsLeon Vijay Nicole, Imprints Pvt Ltd.
- ☐ *Management –Task ,Resp, Practices – PetaDruche* “willian Heinemann LTD.

**Paper Pattern** (Any two out of four questions are expected to be attempted by the students)

**Time: 1 Hr**

Question No	Questions	Total Marks: 30
Q1		15
Q2		15
Q3		15
Q4		15

**Note:**

- a) Equal Weightage to be given to all the modules.
- b) 15 marks questions may be subdivided into 7/8 marks each.
- c) Q1 and Q2 will be from Module 1, Q3 and Q4 will be from Module 2.
- d) Any two out of four questions are expected to be attempted by the students.



**Continuous Evaluation: Internal (20 marks)**

	<b>Assessment/ Evaluation</b>	<b>Marks</b>
1	Class Test during the lectures. (Physical/ Online mode) (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2	Participation and paper presentation in Workshop/ Conference/Seminar, Assignment & Viva. (Physical/Online mode)	10

### VSC

**Programme Name: B.Com. (Business Management) Course**  
**Name: Presentation skill for business managers MS-Power Point**

<b>Course</b>	<b>Presentation skill for Business Managers- MS Power Point (Semester 1: Level 4.5)</b>	<b>Credits</b>	<b>02</b>
<b>Type</b>	<b>VSC, SEC: (VSEC)</b>	<b>No of Teaching hours</b>	<b>30</b>
<b>Evaluation/ Assessment</b>	<b>50 marks - 30 marks semester end evaluation and 20 marks continuous evaluation</b>		

<b><u>Learning objectives</u></b>	a) To learn basic PowerPoint presentations and its role in management of business.
	b) To understand the basic concepts of creating, formatting the slides.
	c) To enable the learners to add visual tools, charts, smart arts, media.
	d) To demonstrate proficiency in navigating the PowerPoint interface.
<b><u>Course Outcomes</u></b>	
CO1	Learners will be acquainted to different applications of power point presentation in business.
CO2	Learners will develop the professional presentation skill.
CO3	Develop learners understanding of the technologies and business model presentation for effective communication to stakeholders.

### Module At Glance

	<b>Content</b>	<b>No. of Hours</b>
<b>Module No. 1</b>		
Unit 1	<b>Introduction to MS-PowerPoint for effective communication in Business</b>	15
<b>Module No 2</b>		
Unit 2	<b>Dealing to Visual and PowerPoint interface</b>	15

	Content	No. of Hours
	Module No. 1	
Unit 1	<p><b><u>Introduction to MS-PowerPoint for effective communication in Business</u></b></p> <p>a) <b>Create and Manage presentation:</b> Create a Presentation, Insert and Format Slides, Modify Slides, Handouts, and Notes, Configure and Present a Slide Show</p> <p>b) <b>Insert and Format Text, Shapes, and Images:</b> <b>Insert and Format Text</b>, Insert and Format Shapes and Text Boxes, Insert and Format Images</p>	15
	Module No. 2	
Unit 2	<p><b><u>Dealing to Visual and PowerPoint interface</u></b></p> <p>a) <b>Insert Tables, Charts, SmartArt, and Media:</b> Insert and Format Tables, Insert and Format Charts, 3 Insert and Format SmartArt graphics, Insert and Manage Media, Insert and Format SmartArt graphics</p> <p>b) <b>Apply Transitions and Animations:</b> Apply Slide Transitions, Animate Slide Content, Set Timing for Transitions and Animations</p>	15

### ***References***

- ☐ Microsoft Powerpoint Quick Start 2024 Guide by Jexonia Graneer
- ☐ Microsoft Powerpoint 2024 Guide For Beginners by Zecherry Wudare
- ☐ The Microsoft Office 365 Bible by Todd Finkle
- ☐ Microsoft Powerpoint Guide For Success by Kevin Pitch
- ☐ Microsoft Office 365 Bible by freddy Beverly
- ☐ Microsoft PowerPoint 365 Pro by Isaac Lemmings
- ☐ Microsoft Office 365 For Beginners 2024 by Henry C. Altoff

**Paper Pattern** (Any two out of four questions are expected to be attempted by the students.)

**Time: 1 Hr.**

Question No	Questions	Total Marks: 30
Q1		15
Q2		15
Q3		15
Q4		15

**Note:**

- a) Equal Weightage to be given to all the modules.
- b) 15 marks questions may be subdivided into 7/8 marks each.
- c) Q1 and Q2 will be from Module 1, Q3 and Q4 will be from Module 2.
- d) Any two out of four questions are expected to be attempted by the students.

**Continuous Evaluation: Internal (20 marks)**

	Assessment/ Evaluation	Marks
1	Computer lab Test	20

# **Semester – II**

**Major (2 credit)**

Course	Fundamentals of Management -II (Semester II: Level 4.5)	Credits	02
Type	Major: Mandatory	No of Teaching hours	30
Evaluation/ Assessment	50 marks- 30 marks semester end evaluation and 20 marks continuous evaluation		

<b><u>Learning objectives</u></b>	a) To enable the learners to understand the dimensions of direction & control.
	b) To familiarize and acquaint the learners with changing role of Indian business leaders.
	c) To identify the contemporary issues and challenges in Management

<b><u>Course Outcomes</u></b>	
CO1	Students will remember & understand the domains of delegation and control.
CO2	Students will apply & analyse the strategies adopted by successful business leaders.
CO3	Students will evaluate & apply evolving management opportunities & challenges in the changing business world.

**Modules At Glance**

Module No.	Content	No. of Hours
1	Functions of Management – II	15
2	Functions of Management -III	15
		30

	Content	No. of Hours
	Module No. 1	
Unit 1	<b><u>Functions of Management – II</u></b> a. Introduction & overview to PODSCORB - Delegation of Authority – Meaning – Need for Delegation – Principles of Effective Delegation- b. Co-ordination – Concept -Importance – Principles - Techniques c. Controlling – Concept – Steps - Techniques	<b>15</b>
	Module No. 2	
Unit 2	<b><u>Functions of Management -III</u></b> a. Directing and Communication– Concept – Principles of Directing, Barriers of communication b. Motivation – Concept – Factors affecting Motivation –theories of motivation c. Leadership – Concept – Styles – Attributes of a successful leader.	<b>15</b>
	<b>Total</b>	<b>30</b>

**References:**

- *Principles of Management*, Tripathi Reddy, Tata Mc Grew Hill
- *Management Text & Cases*, VSP Rao, Excel Books, Delhi
- *Management Concepts and OB*, P S Rao & N V Shah , AjabPustakalaya
- *Essentials of Management*, Koontz II & W, Mc. Grew Hill , New York
- *Principles of Management-Text and Cases* -Dr..M.SakthivelMurugan, New Age Publications
- ☐ *Management Today Principles& Practice-* Gene Burton, ManabThakur, Tata McGrawHill,PublishingCo.Ltd.
- ☐ *Management – JamesA.F.Stoner, Prentice Hall, Inc .U.S.A.*
- ☐ *Management : Global Prospective –Heinz Weihrich& Harold Koontz, Tata McGraw-Hill, Publishing Co.Ltd.*
- ☐ *Essential of Database Management Systems -AlexisLeon ,MathewsLeon Vijay Nicole, Imprints Pvt Ltd.*
- ☐ *Management –Task ,Resp, Practices – PetaDruche “willian Heinemann LTD.*
- ☐ *K. Ashwathappa, Organisation Behaviour- Text, Cases & Games, Himalaya Publishing House, 2014 Edition.*
- ☐ *Gerald Greenberg, Behaviour In Organisation, Pearson Edition (Prentice Hall India)*

**Paper Pattern** (Any two out of four questions are expected to be attempted by the students.)

**Time: 1 Hr.**

Question No	Questions	Total Marks: 30
Q1		15
Q2		15
Q3		15
Q4		15

**Note:**

- a) Equal Weightage to be given to all the modules.
- b) 15 marks questions may be subdivided into 7/8 marks each.
- c) Q1 and Q2 will be from Module 1, Q3 and Q4 will be from Module 2.
- d) Any two out of four questions are expected to be attempted by the students.



**Continuous Evaluation: Internal (20 marks)**

	<b>Assessment/ Evaluation</b>	<b>Marks</b>
1	Class Test during the lectures. (Physical/ Online mode) (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2	Participation and paper presentation in Workshop/ Conference/Seminar, Assignment & Viva. (Physical/Online mode)	10

**VSC**

**Programme Name: B.Com. (Business Management) Course**

**Name: Data handling skills for business Managers MS-Excel**

<b>Course</b>	<b><u>Data handling skills</u></b>	<b>Credits</b>	<b>02</b>
	<b>for MS-Excel (Semester II: Level 4.5)</b>		
<b>Type</b>	<b>VSC, SEC: (VSEC)</b>	<b>No of Teaching hours</b>	<b>30</b>
<b>Evaluation/ Assessment</b>	<b>50 marks - 30 marks semester end evaluation and 20 marks continuous evaluation</b>		

<b><u>Learning objectives</u></b>	To describe the user interface for Excel and its effective use in data management.
	To understand the basic concepts of creating, formatting workbooks and worksheets
	To practice calculations, formulas, charts, tables and graphs.
	To explore shortcut keys and functions for data analysis.
<b><u>Course Outcomes</u></b>	
CO1	Learners will be able to analyze large data of business in compact form..
CO2	Learners will develop data handling skills.
CO3	Assist Learners to accelerate the workflow through fast data processing

**Module At Glance**

	<b>Content</b>	<b>No. of Hours</b>
<b>Module No.1</b>		
Unit 1	Create and Format Workbooks and Worksheets	15
<b>Module No 2</b>		
Unit 2	Excel operations with formulas and functions for analyzing data	15

	Content	No. of Hours
	Module No. 1	
Unit 1	<b><u>Introduction to MS-Excel for handling data of Business</u></b> a) <b>Create and Format Workbooks and Worksheets :</b> Create a workbook, Add a worksheet, copy and move worksheet, search for data within a workbook, navigate to a named cell, range, insert and remove hyperlinks b) <b>Format Worksheets:</b> Data entry, Insert and delete rows and columns, adjust row height and column width, change worksheet tab colour, change workbook themes, insert header and footer, hide and unhide columns and rows, hide and unhide worksheets	15
	Module No. 2	
Unit 2	<b><u>Excel operations with formulas and functions for analyzing data</u></b> a) <b>Insert Tables and Charts:</b> Create tables, add or remove table rows and columns, sort and filter data, create and format charts, add or modify chart elements, charts layout and styles, Insert shapes and images and smart art b) <b>Perform calculations and Application of Basic functions:</b> Create and reuse formulas, perform basic calculations, Insert and edit functions, Apply basic functions like SUM, MIN, MAX, COUNT, AVERAGE, IF, SUMIF	15

### ***References***

- ☐ Excel Quick Start Guide from Beginner to Expert by William Fischer
- ☐ Excel 2016 Bible by John Walkenbach
- ☐ Excel with Microsoft Excel: Comprehensive and Easy Guide to Learn Advanced MS Excel by Naveen Mishra
- ☐ Excel 2016 for Dummies by Greg Harvey
- ☐ Excel 2016 from Scratch by Peter Kalmstrom

**Paper Pattern** (Any two out of four questions are expected to be attempted by the students.)

**Time: 1 Hr.**

Question No	Questions	Total Marks: 30
Q1		15
Q2		15
Q3		15
Q4		15

**Note:**

- a) Equal Weightage to be given to all the modules.
- b) 15 marks questions may be subdivided into 7/8 marks each.
- c) Q1 and Q2 will be from Module 1, Q3 and Q4 will be from Module 2.
- d) Any two out of four questions are expected to be attempted by the students.





**Continuous Evaluation: Internal (20 marks)**

	Assessment/ Evaluation	Marks
1	Computer lab Test	20

**Letter Grades and Grade Points:**

<b>Semester GPA/ Programme CGPA Semester/ Programme</b>	<b>% of Marks</b>	<b>Alpha-Sign/ Letter Grade Result</b>	<b>Grading Point</b>
9.00 - 10.00	90.0 - 100	O (Outstanding)	10
8.00 - < 9.00	80.0 - < 90.0	A+ (Excellent)	9
7.00 - < 8.00	70.0 - < 80.0	A (Very Good)	8
6.00 - < 7.00	60.0 - < 70.0	B+ (Good)	7
5.50 - < 6.00	55.0 - < 60.0	B (Above Average)	6
5.00 - < 5.50	50.0 - < 55.0	C (Average)	5
4.00 - < 5.00	40.0 - < 50.0	P (Pass)	4
Below 4.00	Below 40.0	F (Fail)	0
Ab (Absent)	-	Ab (Absent)	0

**Team for Creation of Syllabus** ( kindly add you name and college name)

Name	College Name	Sign
Dr.(Prof.) Megha Somani	Smt. MMK College of Com& Eco	
Dr. Rucha Khavanekar	DBJ College, Chiplun	
Dr. Seema Shashikant Kadam	Gogate Joglekar College, Ratnairi	
Dr. Sachin Deshmukh	Sh. Pancham Kemraj Mahavidyalaya, Sawantwadi, Sindhidurg	



#### Sign of HOD

Name of the Head

Department of Business Management

#### Sign of Dean

Name of the Dean

Faculty of Commerce

**Appendix B****Justification for B.Com. (Business Management)**

1.	Necessity for starting the course:	<b>Yes</b> Program equips the learners with well-developed business insights, critical thinking, and decision-making skills. The program focuses on building your business and employability skills.
2.	Whether the UGC has recommended the course	<b>Yes</b>
3.	Whether all the courses have commenced from the academic year 2024-25	<b>Yes</b> This course is an old course and in existence and it is now restructured as per NEP guidelines, 2020. It is to be commenced from the year 2024-25.
4.	The courses started by the University are self-financed, whether adequate number of eligible permanent faculties are available?:	Aided courses <b>Yes</b>
5.	To give details regarding the duration of the Course and is it possible to compress the course?	<b>No</b> As it needs detail study in business management to acquire accomplished skill to employability.
6.	The intake capacity of each course and no. of admissions given in the current academic year:	<b>120</b>
7.	Opportunities of Employability / Employment available after undertaking these courses	<b>Yes</b> The program extends requisite skills in different areas like Financial Management, Human Resource Management, Marketing Management, Logistics Management, Portfolio Management to give a holistic understanding and skill to venture their own business or to seek the job in the market.

**Sign of the BOS  
Chairperson  
Dr.(Prof.) Megha Somani  
BOS in Business  
Management**

**Sign of the  
Offg. Associate Dean  
Dr. Ravikant  
Balkrishna Sangurde  
Faculty of Commerce**

**Sign of the  
Offg. Associate  
Dean  
Prin. Kishori Bhagat  
Faculty of  
Management**

**Sign of the  
Offg. Dean  
Prof. Kavita Laghate  
Faculty of  
Commerce &  
Management**