VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)

STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- I**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Principles of Business Management-I

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Principles of Business Management-I Group A & B**	Module-I Introduction, Concept, Characteristics of Management, Importance of Management, Management as an Art, Management as a Science, Management as a Profession, Management and Administration, Levels of Management.	Introduction, Concept, Characteristics of Management, Importance of Management, Management as an Art, Management as a Science, Management as a Profession, Management and Administration, Levels of Management.	……	
		Module-II **Managerial Functions, Roles, and Skills:** A- **Managerial Functions** –Functions of Management B- **Managerial Roles** - Interpersonal Roles, Informational Roles, Decisional Roles. **Managerial skills**-Technical Skill, Human Skill, Conceptual Skill , Diagnostic skills, communication skills Decision making Skill, Analytical Skill	**Module-II** **Managerial Functions, Roles, and Skills:** A- **Managerial Functions** –Functions of Management B- **Managerial Roles** - Interpersonal Roles, Informational Roles, Decisional Roles. **Managerial skills**-Technical Skill, Human Skill, Conceptual Skill , Diagnostic skills, communication skills Decision making Skill, Analytical Skill	……	

(Signature of the Teacher) **(Signature of the Head of Department)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)
STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- II**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Principles of Business Management-II

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Principles of Business Management-II Group A & B**	Module-I Development of Management Thought: **A-** Taylor's Scientific Management: Principles of Scientific Management, **B-** Fayol's Administrative Management :14 principles of management, **C-** Max weber's Bureaucratic Management:	Module-I Development of Management Thought: **D-** Taylor's Scientific Management: Principles of Scientific Management, **E-** Fayol's Administrative Management :14 principles of management, **F-** Max weber's Bureaucratic Management:		
		Module-II **Management in the Twenty-first Century:** Human Resource Management, Production Management, Marketing Management, Financial Management and Agri- Business Management	**Module-II** **Management in the Twenty-first Century:** Human Resource Management, Production Management, Marketing Management, Financial Management and Agri- Business Management		

(Signature of the Teacher) **(Signature of the Head of Department)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)

STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- V**

Name of Teacher- Mr. Sunny. S. Kale **Department-Commerce**

Subject Modern Management Practices-I

Class	Subject	Syllabus assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com III Sem-V	**Modern Management Practices Paper-I (MMP)**	Module-I: Contribution to Modern Management Practices **Contribution To Modern Management Practices:** a. **Modern Management:** Concept and Importance of Modern Management in Changing Environment. b. **Contribution of Peter Drucker:** Management By Objectives (MBO)- Concept, Characteristics, Importance, Merits and Demerits. c. **Contribution of C.K. Prahlad :** Core Competencies, Factors of affecting Core Competencies, Identifying Core Competencies, **Contribution of Michael Porter:** 5 Forces model, Competitive Advantage- Cost Leadership, Differentiation and	Module-I: Contribution to Modern Management Practices **Contribution To Modern Management Practices:** **Modern Management:** Concept and Importance of Modern Management in Changing Environment. **Contribution of Peter Drucker:** Management By Objectives (MBO)- Concept, Characteristics, Importance, Merits and Demerits. **Contribution of C.K. Prahlad :** Core Competencies, Factors of affecting Core Competencies, Identifying Core Competencies, **Contribution of Michael Porter:** 5 Forces model, Competitive Advantage- Cost Leadership, Differentiation and	……	
		Module-II: **Social Management:** Social responsibility Concept, arguments against social responsibility, Social obligation approach, Social responsibility approach, Social responsiveness approach, Social audit, Areas of social concern in current management practice. Trends & Career in social management in india.	Module-II:**Social Management:** Social responsibility Concept, arguments against social responsibility, Social obligation approach, Social responsibility approach, Social responsiveness approach, Social audit, Areas of social concern in current management practice. Trends & Career in social management in india.	……	
		Module-III: **Corporate Governance and ethics –** **A) Concept of corporate governance-** Fundamental principles of corporate governance, models of Corporate	Module-III: **Corporate Governance and ethics –** **A) Concept of corporate governance-** Fundamental principles of corporate governance, models of Corporate	……	

		governance – market based corporate governance, representation based corporate governance. **B) Ethics –** Concept, formation of individual ethics - family influence, peer influences, life experiences, personal values and morals, situational factors, Managerial ethics- How an organization treats its employees, how employees treat the organization	governance – market based corporate governance, representation based corporate governance. **B) Ethics –** Concept, formation of individual ethics - family influence, peer influences, life experiences, personal values and morals, situational factors, Managerial ethics- How an organization treats its employees, how employees treat the organization		
		Module-IV: **Knowledge Management and Outsourcing:** **Knowledge Management:** Concept, Process and Parameters of Knowledge Management., Knowledge Management Trends. **Outsourcing:** Concept, features, advantages, limitations, Types of outsourcing, Outsourcing Trends **a. Knowledge Process Outsourcing (KPO)** concept, advantages and process of Knowledge Process Outsourcing **b. Business process outsourcing-(BPO)** concept, benefit and risk of Business process outsourcing. **c. Legal Process Outsourcing (LPO)** concept, benefit and risk of Business process outsourcing. range of services (areas)	Module-IV: **Knowledge Management and Outsourcing:** a. **Knowledge Management:** Concept, Process and Parameters of Knowledge Management., Knowledge Management Trends. b. **Outsourcing:** Concept, features, advantages, limitations, Types of outsourcing, Outsourcing Trends **b. Knowledge Process Outsourcing (KPO)** concept, advantages and process of Knowledge Process Outsourcing **b. Business process outsourcing-(BPO)** concept, benefit and risk of Business process outsourcing. **c. Legal Process Outsourcing (LPO)** concept, benefit and risk of Business process outsourcing. range of services (areas)	……	

(Signatureof the Head of Department)

(Signature of the Teacher)

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)
STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- VI**
Name of Teacher- Mr. Sunny. S. Kale **Department-Commerce**
Subject Modern Management Practices-II

Class	Subject	Syllabus assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com-III Sem-VI	**Modern Management Practices Paper-II(MMP)**	Module-I **Total Quality Management (TQM):** a. **TQM:** Concept of Quality, Meaning of TQM. Elements of TQM,Contribution of Deming, Juran and crosby b. **Benchmarking:** Concept and Types of Benchmarking. Advantages and limitations. c. **Six sigma:** meaning, characteristics, and importance of six sigma, levels of six sigma, steps in implementing six sigma, d. **Quality Certification:** 1SO-9000 Series Meaning and Importance of ISO Quality Standards, 20 Elements of 1SO 9000 Career in quality standards	Module-I **Total Quality Management (TQM):** **e. TQM:** Concept of Quality, Meaning of TQM. Elements of TQM,Contribution of Deming, Juran and crosby **f. Benchmarking:** Concept and Types of Benchmarking. Advantages and limitations. **g.Six sigma:** meaning, characteristics, and importance of six sigma, levels of six sigma, steps in implementing six sigma, **h. Quality Certification:** 1SO-9000 Series Meaning and Importance of ISO Quality Standards, 20 Elements of 1SO 9000 Career in quality standards	……	
		Module-II **Event Management:** Concept, Types and Importance. Procedure of event management, Media Management and Public Relations-sponsorship and news release writing, the role and impact of PR in an event management Emergency Planning in Events, Trends in	Module-II **Event Management:** Concept, Types and Importance. Procedure of event management, Media Management and Public Relations-sponsorship and news release writing, the role and impact of PR in an event management Emergency Planning in Events, Trends in Event Management, career in event management	……	

		Event Management, career in event management			
		Module-III **Change Management:** Change Management: Concept, Forces of Change, Response To Change, Management of Planned Change. Lewin's Three Step Model, Managing Resistance To Change, Trends in Change Management	Module-III **Change Management:** Change Management: Concept, Forces of Change, Response To Change, Management of Planned Change. Lewin's Three Step Model, Managing Resistance To Change, Trends in Change Management	**........**	
		Module-IV **Globalization & International Management:** Globalization – Meaning, a brief history of globalization, Global Business Practices – steps in going global: exporting, licensing, franchise, joint venture, global strategic partnership. Attitudes of global managers – ethnocentric, polycentric, geocentric **Role of Multinational Companies (MNC's)-** Advantages and Challenges. Japanese Management and Theory Z, Trends in International Management	Module-IV **Globalization & International Management:** Globalization – Meaning, a brief history of globalization, Global Business Practices – steps in going global: exporting, licensing, franchise, joint venture, global strategic partnership. Attitudes of global managers – ethnocentric, polycentric, geocentric **Role of Multinational Companies (MNC's)-** Advantages and Challenges. Japanese Management and Theory Z, Trends in International Management	**.........**	

(Signature of the Head of Department) **(Signature of the Teacher)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)
STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- I**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Marketing Management-I

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Marketing Management-I Group -A**	**A-Introduction of Marketing** Meaning & Definition of Marketing- Features of Marketing Importance of Marketing, Core Concepts of marketing, Scope of Marketing **B-Marketing Environment:** Meaning, Features, Types and Importance of Marketing Environment	**A-Introduction of Marketing** Meaning & Definition of Marketing- Features of Marketing Importance of Marketing, Core Concepts of marketing, Scope of Marketing **B-Marketing Environment:** Meaning, Features, Types and Importance of Marketing Environment	……	
		Consumer Behaviour: Meaning, and Significance of Consumer Behaviour - Factors affecting Consumer Behaviour, Buying Decision process. Segmentation, Targeting & Positioning: Concept and importance and Bases of market segmentation, Concept of Targeting, Concept of Positioning,	Consumer Behaviour: Meaning, and Significance of Consumer Behaviour - Factors affecting Consumer Behaviour, Buying Decision process. Segmentation, Targeting & Positioning: Concept and importance and Bases of market segmentation, Concept of Targeting, Concept of Positioning,	……	

(Signature of the Head of Department) **(Signature of the Teacher)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)
STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- I**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Marketing Management-II

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Marketing Management-II Group -A**	Marketing Mix-I A) Product –Meaning, Types of Product, packaging - Role and functions of packaging, Product life-cycle B) Price: Meaning, Importance of price in the marketing mix, factors affecting price of a product/service.	Marketing Mix-I A) Product –Meaning, Types of Product, packaging - Role and functions of packaging, Product life-cycle B) Price: Meaning, Importance of price in the marketing mix, factors affecting price of a product/service.	……	
		Marketing Mix-II A) **Place:** Meaning, types of distribution channels, factors affecting choice of a distribution channel **Promotion:** Meaning, four elements of promotion mix	**Marketing Mix-II** A) **Place:** Meaning, types of distribution channels, factors affecting choice of a distribution channel **Promotion:** Meaning, four elements of promotion mix	……	

(Signature of the Head of Department) **(Signature of the Teacher)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)

STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- I**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Fundamentals of Entrepreneurship-I

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Fundamentals of Entrepreneurship-I Group - A**	**Entrepreneur:** Concept- classification- functions- qualities of successful entrepreneurs- ***concept of Sociopreneur, Edupreneur, Ecopreneur***, Intrapreneur and Netpreneur- Obstacles to become an entrepreneur- Challenges before an entrepreneur in modern era. ***Practical:*** *Group discussion on various types of*	**Entrepreneur:** Concept- classification- functions- qualities of successful entrepreneurs- ***concept of Sociopreneur, Edupreneur, Ecopreneur***, Intrapreneur and Netpreneur- Obstacles to become an entrepreneur- Challenges before an entrepreneur in modern era. ***Practical:*** *Group discussion on various types of*	……	
		Entrepreneurship: Concept- Importance- Theories of entrepreneurship- Joseph Schumpeter's Innovation theory, Knight's risk-taking theory - Entrepreneurship in service Industry- Role of service sector in national economy- opportunities in service sector. Practical: Power point presentation on opportunities of service industry.	Entrepreneurship: Concept- Importance- Theories of entrepreneurship- Joseph Schumpeter's Innovation theory, Knight's risk-taking theory - Entrepreneurship in service Industry- Role of service sector in national economy- opportunities in service sector. *Practical: Power point presentation on opportunities of service industry.*	……	

(Signature of the Head of Department) **(Signature of the Teacher)**

VIVEKANAND COLLEGE, KOLHAPUR (AUTONOMOUS)
STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- I**

Name of teacher- Mr. Sunny.S. Kale **Department- Commerce**

Subject: Fundamentals of Entrepreneurship-II

Class	Subject	Syllabus Assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com I Sem-I	**Fundamentals of Entrepreneurship-II Group -A**	Entrepreneurship Development: Concept – Process of EDP in India - Institutional support for Entrepreneurship development - EDI, NIESBUD, MCED, DIC – Recent trends – Start up, Stand up, Skill India, Make in India- Incubation Centre- concept and importance. *Practical: Prepare wallpaper on any concept of recent trends or institutional support.*	Entrepreneurship Development: Concept – Process of EDP in India - Institutional support for Entrepreneurship development - EDI, NIESBUD, MCED, DIC – Recent trends – Start up, Stand up, Skill India, Make in India- Incubation Centre- concept and importance. *Practical: Prepare wallpaper on any concept of recent trends or institutional support.*	……	
		Stories of Successful Entrepreneurs: **Male:** ***Chitale Brothers (Chitale Dairy), Vijay Menon (Menon & Menon Ltd.),*** Hanmantrao Gaikwad (BVG), Sachin Bansal & Binny Bansal (Flipkart). **Female:** Aditi Gupta (Whisper Girl), Veena Patil (Veena World), Vandana Luthra (VLCC), ***Sima Shaha (Mohak Lassi center and dairy)*** - their entrepreneurial sketch and qualities. ***Practical:*** *Take interview of local entrepreneur and write assignment on its entrepreneurial journey.*	**Stories of Successful Entrepreneurs:** **Male:** ***Chitale Brothers (Chitale Dairy), Vijay Menon (Menon & Menon Ltd.),*** Hanmantrao Gaikwad (BVG), Sachin Bansal & Binny Bansal (Flipkart). **Female:** Aditi Gupta (Whisper Girl), Veena Patil (Veena World), Vandana Luthra (VLCC), ***Sima Shaha (Mohak Lassi center and dairy)*** -their entrepreneurial sketch and qualities. ***Practical:*** *Take interview of local entrepreneur and write assignment on its entrepreneurial journey.*	……	

(Signature of the Head of Department) **(Signature of the Teacher)**

STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- V**

Name of Teacher- Mr. Sunny. S. Kale **Department-Commerce**

Subject Auditing-I

Class	Subject	Syllabus assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com III Sem-V	**Auditing**	Module-I: **Nature and scope of Audit: Audit:-**Meaning and Nature, Scope of Audit, Objectives of Audit, Relationship of Audit with Other disciplines, Difference between Audit and Investigation, Basic Principles Governing Audit, Statutory Audit, Internal Audit, Cost Audit, Tax Audit, Management Audit, Concept of Vouching, Verification and Valuation.Focused.	Module-I: **Nature and scope of Audit: Audit:-**Meaning and Nature, Scope of Audit, Objectives of Audit, Relationship of Audit with Other disciplines, Difference between Audit and Investigation, Basic Principles Governing Audit, Statutory Audit, Internal Audit, Cost Audit, Tax Audit, Management Audit, Concept of Vouching, Verification and Valuation.	……	
		Module-II: Audit of specific Items in Financial Statements: A) Audit of sale of products & Services; Audit of Interest Income, Rental Income, Dividend Income, Net gain/loss on sale of Investments; Audit of Purchases, Depreciation, Interest Expenses, Rent, Repair to building, Repair to Machinery, Insurance, Taxes. Travelling Expenses, Miscellaneous Expenses. B) Audit of Share Capital, Reserve & Surplus, Long Term Borrowings, Trade Payables(Creditors), Provisions, Short Term Borrowings, and Other Current Liabilities, Audit of Land, Buildings, Plant & Equipment, Furniture & Fixtures, Goodwill, Brand/Trademarks, Computer Software, Audit of Loans & Advances, Trade Receivables, Inventories, Cash and	Module-II: Audit of specific Items in Financial Statements: A) Audit of sale of products & Services; Audit of Interest Income, Rental Income, Dividend Income, Net gain/loss on sale of Investments; Audit of Purchases, Depreciation, Interest Expenses, Rent, Repair to building, Repair to Machinery, Insurance, Taxes. Travelling Expenses, Miscellaneous Expenses. B) Audit of Share Capital, Reserve & Surplus, Long Term Borrowings, Trade Payables(Creditors), Provisions, Short Term Borrowings, and Other Current Liabilities, Audit of Land, Buildings, Plant & Equipment, Furniture & Fixtures, Goodwill, Brand/Trademarks, Computer Software, Audit of Loans & Advances, Trade Receivables, Inventories, Cash and Cash	……	

		Cash Equivalents,, Other Current Assets, Audit of Contingent Liabilities**.**	Equivalents,, Other Current Assets, Audit of Contingent Liabilities**.**		
		Module-III: Company Audit: Eligibility, Qualifications and Disqualifications of Auditors; Appointment of auditors; removal of auditors; Remuneration of Auditors; Powers and duties of auditors; Branch audit; Joint audit; Reporting requirements under the Companies Act,2023	Module-III: Company Audit: Eligibility, Qualifications and Disqualifications of Auditors; Appointment of auditors; removal of auditors; Remuneration of Auditors; Powers and duties of auditors; Branch audit; Joint audit; Reporting requirements under the Companies Act,2023	……	
		Module-IV: **Special Audit and Audit Report:** Audit of special entities like Bank, Insurance Companies, Charitable Trust, Hotel and Hospitals, Elements of Audit Report; Types of Reports- Clean, Qualified, Adverse, Disclaimer of Opinion.	Module-IV: **Special Audit and Audit Report:** Audit of special entities like Bank, Insurance Companies, Charitable Trust, Hotel and Hospitals, Elements of Audit Report; Types of Reports- Clean, Qualified, Adverse, Disclaimer of Opinion.	……	

(Signature of the Head of Department) **(Signature of the Teacher)**

STATEMENT OF SYLLABUS COVERED

Year- 2025-26 **Term- V**

Name of Teacher- Mr. Sunny. S. Kale **Department-Commerce**

Subject Taxation

Class	Subject	Syllabus assigned	Syllabus Covered	Syllabus not to Covered	Remark
B.Com III Sem-V	**Taxation**	Module-I: **Basic Concepts:** A) Meaning of Income Tax, Basis of Charge, Rates of Tax, Concepts of Previous Year, Assessment Year, Person, Income, Assessee. Residential Status and Taxability - Meaning of Residential Status, Provisions for determination of Residential status and tax liability in respect of individual and HUF, Determination of Residential Status of Firms and Companies.	Module-I: **Basic Concepts:** A) Meaning of Income Tax, Basis of Charge, Rates of Tax, Concepts of Previous Year, Assessment Year, Person, Income, Assessee. Residential Status and Taxability - Meaning of Residential Status, Provisions for determination of Residential status and tax liability in respect of individual and HUF, Determination of Residential Status of Firms and Companies.	……	
		Module-II: Exemptions and Deductions from total income (in respect of individual only), Trade Receivables, Inventories, Cash and Cash Equivalents,, Other Current Assets, Audit of Contingent Liabilities**.**	Module-II: Exemptions and Deductions from total income (in respect of individual only)Receivables, Inventories, Cash and Cash Equivalents,, Other Current Assets, Audit of Contingent Liabilities**.**	……	
		Module-III: Heads of Income, Computation of total income and tax liability: Income from Salary, Income from House Property, Income from Business/Profession, Income from Capital Gain, Income from Other Sources, Computation of Gross Total Income and Tax Liability in respect of Individuals only	Module-III: Heads of Income, Computation of total income and tax liability: Income from Salary, Income from House Property, Income from Business/Profession, Income from Capital Gain, Income from Other Sources, Computation of Gross Total Income and Tax Liability in respect of Individuals only	……	
		Module-IV: Basics of GST: Meaning and	Module-IV: Basics of GST: Meaning and Features	……	

		Features of GST, Benefits of GST, Need of GST, Constitutional Provisions of GST, Levy and Collection of GST, Introduction to CGST, SGST, IGST, UTGST..	of GST, Benefits of GST, Need of GST, Constitutional Provisions of GST, Levy and Collection of GST, Introduction to CGST, SGST, IGST, UTGST.		

(Signature of the Head of Department) **(Signature of the Teacher)**