

Annual Teaching Plan

Academic Year: 2026-2027

Semester: V Department: Commerce

Subject: Business Analytics-I

Course Title: Business Analytics-I

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Introduction and Overview of Excel	Introduction and Overview of Excel, Basic Operations and Data Entry
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Introduction and Overview of Excel	Introduction to formatting, Introduction to Excel Formulas Excel Functions, Cut copy, Paste Special, Format Cells
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Key Excel Functions	SUM, SUMIF and SUMIFS, Count, Average, Text Mod if, Max Min VLookUP, INDEX, MATCH and their combination - the perfect substitute for VLOOKUP, Index Match Match, Rank and If error, Choose and Goal Seek, Intro to Data Tables, Pivot Tables
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Key Excel Functions	Key Excel Functions SUM, SUMIF and SUMIFS, Count, Average, Text Mod if, Max Min VLookUP, INDEX, MATCH and their combination - the perfect substitute for VLOOKUP, Index Match Match, Rank and If error, Choose and Goal Seek, Intro to Data Tables, Pivot Tables
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027

Semester: VI Department: Commerce

Subject: Business Analytics-II

Course Title: Business Analytics-II

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Module I – Advanced Data Analysis using Excel	Advanced Data Cleaning; Excel Tables; Advanced Sorting and Filtering; Conditional Formatting; Data Validation; Text-to-Columns; Flash Fill; Handling Missing Data; Data Consolidation; Advanced Logical Functions; Nested IF; IFERROR; SUMIFS, COUNTIFS and AVERAGEIFS
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Module I – Advanced Data Analysis using Excel	XLOOKUP; INDEX and MATCH; Multiple Criteria Lookup; Dynamic Array Functions – FILTER, SORT, UNIQUE; Date and Time Analysis; Text Functions; Statistical Functions; RANK, LARGE, SMALL, MEDIAN, STDEV; Descriptive Statistics using Excel
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Module II – Business Intelligence and Decision Making using Excel	Pivot Tables and Pivot Charts; Slicers and Timelines; Interactive Dashboards; What-If Analysis; Goal Seek; Scenario Manager; Data Tables; Sensitivity Analysis; Forecasting; Trend Analysis; Moving Average; Business Decision Models
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Module II – Advanced Business Analytics and Excel Project	Correlation Analysis; Regression Analysis using Excel; Interpretation of Regression Output; Sales Forecasting; Customer and Employee Analytics; Profitability Analysis; KPI Analysis; Management Dashboard; Preparation and Presentation of Excel-based Business Analytics Project
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027

Semester: V Department: Commerce

Subject: Data Analysis & interpretation for Project Course Title: Data Analysis & interpretation for Project

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Introduction to research Methodology	Meaning and Concept of Research, Research Methodology, Types of Research, Research Problem
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Introduction to research Methodology	Research Objectives and Research Questions, Research Design – Basic Concept, Overview of Research Process
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Data Analysis & interpretation	Meaning, objectives and importance of data analysis, Types of data: Qualitative and Quantitative, Data editing, coding, classification and data cleaning, Preparation of data for analysis Frequency distribution and percentage analysis Cross-tabulation, Presentation of data through tables, charts and graphs, Measures of Central Tendency: Mean, Median and Mode, Measures of Dispersion: Range, Variance and Standard Deviation, Introduction to Excel for data analysis Interpretation of descriptive statistics
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Data Analysis & interpretation	Report Writing and Presentation of Findings Presentation of tables, Writing interpretation below tables, Findings and major findings, Conclusions based on research , objectives, Suggestions/recommendations Presentation of project results
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027

Semester: V Department: Commerce

Subject: Financial Valuation & Modelling-I

Course Title: Financial Valuation & Modelling-I

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Introduction and Overview of Excel	Introduction and Overview of Excel, Basic Operations and Data Entry
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Introduction and Overview of Excel	Introduction to formatting, Introduction to Excel Formulas Excel Functions, Cut copy, Paste Special, Format Cells
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Key Excel Functions	SUM, SUMIF and SUMIFS, Count, Average, Text Mod if, Max Min VLookUP, INDEX, MATCH and their combination - the perfect substitute for VLOOKUP, Index Match Match, Rank and If error, Choose and Goal Seek, Intro to Data Tables, Pivot Tables
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Key Excel Functions	Key Excel Functions SUM, SUMIF and SUMIFS, Count, Average, Text Mod if, Max Min VLookUP, INDEX, MATCH and their combination - the perfect substitute for VLOOKUP, Index Match Match, Rank and If error, Choose and Goal Seek, Intro to Data Tables, Pivot Tables
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027

Semester: V Department: Commerce

Subject: Financial Valuation & Modelling-II

Course Title: Financial Valuation & Modelling-II

Name of the teacher: Mr .Sunny . S. Kale

Month December			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Module I – Financial Functions in Excel	Introduction to Financial Functions; Time Value of Money; Present Value and Future Value; PV, FV, PMT, RATE, NPER functions; Loan and EMI calculations
7	-	7		
Month January			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Module I – Financial Valuation using Excel	Bond/Debenture Valuation; Equity Share Valuation; Dividend Discount Model; NPV and IRR; Investment/Project Appraisal using Excel; What-if Analysis and Goal Seek
8	-	8		
Month February			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Module II – Financial Modeling using Excel	Introduction to Financial Modeling; Structure of a Financial Model; Assumptions and Input Data; Preparation of Projected Income Statement; Projected Balance Sheet; Projected Cash Flow Statement
7	-	7		
Month March			Module/Unit:	Sub-units planned
Lecture s	Practicals	Total	Module II – Financial Analysis and Modeling	Financial Ratio Analysis; Sensitivity Analysis; Scenario Analysis; Data Tables; Linking Financial Statements; Building a Basic Financial Model in Excel; Interpretation and Presentation of Financial Model
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027 Semester: V Department: Commerce

Subject: Modern Management Practice Course Title: Modern Management Practice -I

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Contribution of Management Thinkers:	Contribution to Modern Management Practices:- • Meaning and importance modern management in changing environment. •Contribution of Peter Drucker: - Management by Objectives (MBO) - Concept, Characteristics, merits and demerits.
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Contribution of Management Thinkers	Contribution of C. K. Pralhad: - Core competencies – Concept, features, importance and factors of core competencies. •Contribution of Michel E Portar: - Five forces model, Competitive Advantage- Concept and four generic strategies of competitive advantage.
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Emotional Intelligence & Social Intelligence:	A) Emotional Intelligence: Intelligence-Concept & Meaning, Emotions: Concept & Meaning Emotional Intelligence: Concept & Meaning, Components, Importance of Emotional Intelligence in Leadership, Advantages & Disadvantages of Emotional intelligence. Emotional Intelligence Skills, Social Skills
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Emotional Intelligence & Social Intelligence:	B)Social Intelligence: Concept & Meaning, Importance, Advantages & Disadvantages, Greenspan’s Hierarchical Model, Maslow’s Model of Social performance skills, Alberecht’s Five Part Model/ Space Model, Goleman’s Model.Test-1 Revision
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027 Semester: V Department: Commerce

Subject: Modern Management Practice Course Title: Modern Management Practice -II

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Customer Relationship Management and Supply Chain Management:-	Customer Relationship Management (CRM) :- Concept & Meaning, Features, Process, Elements, Importance, E-CRM Meaning & Advantages
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Customer Relationship Management and Supply Chain Management:-	Supply Chain Management (SCM) :- Concept & Meaning, Importance, Components, Process and Benefits of SCM
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Knowledge Management & Outsourcing: Knowledge Management:	• Knowledge Management & Outsourcing: Knowledge Management: Concept & Meaning, Process, Parameters, Trends in Knowledge Management
8	-	8		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Knowledge Management & Outsourcing: Knowledge Management:	B) Outsourcing: Concept & Meaning,, Features, Advantages, Types of Outsourcing: KPO, BPO, LPO..Test-1 Revision
7	-	7		

Annual Teaching Plan

Academic Year: 2026-2027 Semester: VI Department: Commerce

Subject: Modern Management Practice Course Title: Modern Management Practice -III

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Total Quality Management (TQM) and Quality Standards:-	Total Quality Management (TQM) Total Quality Management: - Concept, Principles, Elements of TQM, Benefits and Disadvantages of TQM.
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Total Quality Management (TQM) and Quality Standards:-	Quality Standards:- Benchmarking- Concept and types of Benchmarking. Six Sigma- Concept and levels of Six sigma. ISO 9000- Meaning and Importance of ISO 9000 quality standards, Elements of ISO - 9000
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Event Management and Performance Management:-	Event Management: - Concept and importance of Event management, Procedure of Event Management, Types of Events, Benefits of Event Management.
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Event Management and Performance Management:-	Performance Management: - Concept and Evolution of Performance Management, Need of Performance Management, Process of Performance Management. Test-1 Revision
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027 Semester: VI Department: Commerce

Subject: Modern Management Practice Course Title: Modern Management Practice -IV

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Time Management and Stress Management:-	- Time Management: - Concept and Importance of Time Management, Techniques of Time Management.
7	-	7		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Time Management and Stress Management:-	Stress Management: - Meaning and types of stress, Causes of stress, Techniques of Stress Management.
8	-	8		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Globalization and International Management :-	- Globalization of Business:- Meaning, Brief history of Globalization, Globalization and Competitiveness, Globalization and Role of MNE, Impact of MNEs on Host and Home Countries, Global Business Practices.
7	-	7		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Globalization and International Management :-	Multinational Companies (MNCs):- Advantages and Challenges, Japanese Management and Theory Z, Role of Global Managers.
8	-	8		

Annual Teaching Plan

Academic Year: 2026-2027 Semester: I Department: Commerce

Subject: Principles of Business Management Course Title: Principles of Business Management -I

Name of the teacher: Mr .Sunny . S. Kale

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. Introduction to 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.
15	-	15		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Managerial Functions, Roles, and Skills:	A- Managerial Functions -Functions of Management B- Managerial Roles - Interpersonal Roles, Informational Roles, Decisional Roles,) C- Managerial skills- Technical Skill , Human Skill, Conceptual Skill , Diagnostic skills, communication skills Decision making Skill, Analytical Skill Test-1 Revision
15	-	15		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	Development of Management Thought:	A- Taylor's Scientific Management: Principles of Scientific Management, B- Fayol's Administrative Management :14
15	-	15		

				principles of management, C- Max weber's Bureaucratic Management: Meaning and features of Bureaucracy Elton Mayo's Human Relation Management: Introduction to Hawthorne Experiment
Month October				
Lectures	Practicals	Total	Module/Unit:	Sub-units planned
15	-	15	A-Management in the Twenty-first Century B- Recent trends in Management	A-Management in the Twenty-first Century: Areas of the 21st century management- Human Resource Management, Production Management, Marketing Management, Financial Management and Agri-Business Management, B- Recent trends in Management Change Management: Concept, Need for Change, Types of Change, Test-2 Revision

Name and Signature of Teacher

Name and Signature of HoD

Annual Teaching Plan

Academic Year: 2019-2020 Semester: II Department: Commerce

Subject: Principles of Business Management Course Title: Principles of Business Management-II

Name of the teacher: Mr .Sunny . S. Kale

Month December			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1 Planning and Decision Making	A-Planning -Concept, importance, steps in planning process , types of planning B-Decision Making Concept, techniques for decision making and Process of Decision Making
15	-	15		
Month January			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2. Organizing and Staffing	A-Organizing: Organizing: Concept, Steps in organizing. Centralization and Decentralization (Merit and Demerit) Delegation of Authority (Meaning and Elements) B- Staffing: Concept, Importance of staffing, Sources of Recruitment, Scientific Selection Process Test-1 Revision
15	-	15		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	3. Motivation and Leadership	A. Motivation: Concept, Financial and Non -Financial Motivation, Theories of Motivation: Maslow's Need-Hierarchy Theory, Douglas
15	-	15		

				McGregor's Theory X and Y Leadership: Concept, Importance, Qualities of Leader, Leadership style,
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	4. Directing, Co-ordination and Controlling	A- Directing – Concept and techniques of directing B- B-Co-ordination: Concept, Need, Types of Co-ordination C- Controlling: Concept , Importance of controlling, types of Controlling, steps in control Process, Techniques of Control
15	-	15		

Name and Signature of Teacher

Name and Signature of HoD