

Annual Teaching Plan

Academic Year- 2025-26

Class – B. Com- I –Group A- Div –A

Semester

Department- Commerce

Subject – Principles of Business Management paper - I

Name of teacher- Dr. Umesh Dhondiram Dabade

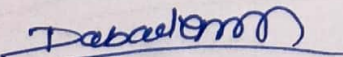
Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction to Management:	Introduction, Concept, Characteristics of Management, Importance of Management, Management as an Art, Management as a Science, Management as a Profession, Management and Administration, Levels of Management.
15	-	15		

Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Managerial Functions, Roles, and Skills:	Managerial Functions –Functions of Management 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
15	-	15		

Subject – Principles of Business Management paper -II

Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Development of Management Thought:	Taylor's Scientific Management: Principles of Scientific Management, Fayol's Administrative Management :14 principles of management, Max weber's Bureaucratic Management: Meaning and features of Bureaucracy Elton Mayo's Human Relation Management: Introduction to Hawthorne Experiment
15	-	15		

Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – IV- Management in the Twenty-first Century:	Human Resource Management, Production Management, Marketing Management, Financial Management and Agri- Business Management
15	-	15		


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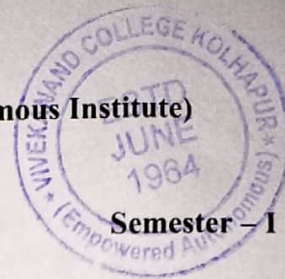
Annual Teaching Plan

Academic Year- 2025-26 Class – B. Com- I –Group B- Div –A & B

Department- Commerce

Subject – IKS-Indian Knowledge System- Indian Business Management

Name of teacher- Dr. Umesh Dhondiram Dabade

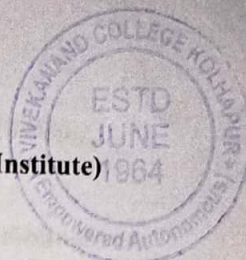


Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Indian Management:	Indian Management (a) Evolution of Indian Management, key ideas of Indian Management, Role of Values in Management, Indian Epics and Management, (b) Dimensions of Vedic Management, Bhagwad Gita, Ramayan, Buddha's Management, Kautilaya's Arthshastra
15	-	15		

Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Indian Business Models	Business Model of Tata, Business Model of Bajaj Group, Business Model of Aditya Birla Group, Business Model of Reliance Industries, Business Model of AMUL
15	-	15		

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Annual Teaching Plan

Academic Year- 2025-26

Class – B. Com- II –Group B- Div –A & B

Semester – III

Department- Commerce

Subject – Marketing Management Paper –I

Name of teacher- Dr. Umesh Dhondiram Dabade

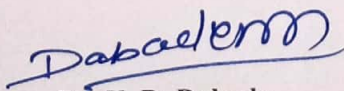
Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction of Marketing	A-Introduction of Marketing : Meaning & Definition of Marketing- Features of Marketing- Importance of Marketing, Core Concept of Marketing, Scope of Marketing B-Marketing Environment: Meaning, Features, Types and Importance of Marketing Environment
15	-	15		

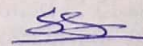
Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Consumer Behaviour	Consumer Behaviour: Meaning, and Significance of Consumer Behaviour - Factors affecting Consumer Behaviour- The Buying Decision process.
15	-	15		

Subject- Marketing Management Paper – II

Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – III- Segmentation, Targeting & Positioning	Segmentation, Targeting & Positioning: Concept and importance and Bases of market segmentation, Concept of Targeting, Concept of Positioning.
15	-	15		

Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Marketing Research and Marketing Information System	A) Marketing Research – Meaning, objectives, importance and Process of marketing research B) Marketing Information System (MIS):- Concept, Importance and components of MIS.
15	-	15		


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Annual Teaching Plan

Academic Year- 2025-26

Class – B. Com- III –Group-A- Div –A & B

Semester – V

Department- Commerce

Subject – Advanced Accountancy Paper –I

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module -I - Bank Final Accounts -	Module -I - Bank Final Accounts - (Vertical Format Only)
15	-	15		

Month- August 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module -II - Hire purchase system-	Hire purchase system- Meaning and Legal Position, Hire Purchase Agreement, journal Entries and Ledger Accounts in the books of Hire vendor and Hire purchaser
15	-	15		

Month- September 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module -III - Insurance Claim	Loss of Stock and Loss of Profit Policy
15	-	15		

Month- October 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module -IV - Farm Accounting	Farm Accounting- Introduction, objectives, characteristics of Farm Accounting, preparation of final account
15	-	15		

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Annual Teaching Plan

Academic Year- 2025-26

Class – M. Com- I

Semester –I

Department- Commerce

Subject – Advanced Accountancy Paper II (Management Accounting)

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction: Introduction of Management Accounting	Meaning of Management Accounting, Scope and Functions of Management Accounting, Role of Management Accountant in Decision Making, Management Accounting vs. Financial Accounting, Management Accounting vs. Cost Accounting, Tools and Techniques of Management Accounting
15	-	15		

Month- August 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module-II- Analysis of Financial Statements: Part - I	Meaning and Types of Financial Statements, Analysis of financial statements: Comparative Statement Analysis, Common-size Statement Analysis, Trend Analysis
15	-	15		

Month- September 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – III- Analysis of Financial Statements: Part - II	Ratio Analysis- Classification of Ratios, Advantages and Limitations of Accounting ratios, Calculations of ratios and interpretation
15	-	15		

Month- October 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – IV- Working Capital:	Meaning, Significance and Determinants of Working Capital, Operating Cycle, Types of Working Capital, Estimation of Working Capital Requirements
15	-	15		

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Annual Teaching Plan

Academic Year- 2025-26

Class – M. Com- I

Semester –I

Department- Commerce

Subject – Business Administration Paper -III (Marketing Management)

Name of teacher- Dr. Umesh Dhondiram Dabade

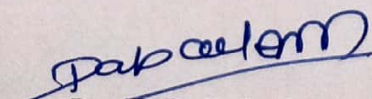


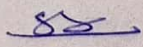
Month- July 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module – I- Introduction, Marketing Environment and Consumer Behaviour	A. Basics of Marketing: Introduction, Nature & scope of marketing, the core concepts of marketing, marketing in 21st century, Introduction to Services Marketing B. Marketing Environment: Micro and Macro marketing environment, Marketing Planning and Marketing Planning process, Differentiation between Sales and Marketing. C. Consumer Behaviour- Meaning and definition of Consumer behaviour, importance, Different buying roles, Consumer buying decision process, factors influencing consumer behaviour.

Month- August 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module- II- Market segmentation	Meaning and concept, benefits of segmentation, Bases for market segmentation consumer goods market segmentation; Market targeting- Selection of segments, Product positioning.

Month- September 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module – III- Marketing Mix-	Introduction, Meaning, Scope and importance, 4P's to 4 C's A. Product Mix: concept of product, difference between product and services, product life cycle (PLC) concept of new product development. B. Price mix: Meaning, elements, importance of price mix, Factors influencing pricing, pricing methods and recent trends in pricing. C. Place mix: meaning and concept of channel of distribution. Types of channel of distribution or intermediaries, factors influencing selection of channels, D. Promotion mix: meaning, elements of promotion mix, advertising: definition, importance, limitations, types of media, 5 M's of advertising.

Month- October 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module – IV- Branding decisions Packaging decision Digital Marketing	A. Branding decisions – concept of branding advantages and disadvantages of branding. Types of Branding. B. Packaging decision – Concept, Packaging advantages and disadvantages. Features and functions of packaging. C. Digital Marketing – Introduction, scope, nature. Tools of digital marketing. Advantages of digital marketing.


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Annual Teaching Plan

Academic Year- 2025-26

Class – M. Com- I –

Semester – I

Department- Commerce

Subject – Business Administration Paper -IV (management Information System)

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July-August- 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction to Information Systems:	Introduction to Information Systems: Basic Concepts of Information System, Role of data and information, Organization structures, Business Process, Systems Approach and introduction to Information Systems. IS Resources and components of Information System, Decision making process, Types of Decisions , Phases in decision making
15	-	15		

Month- Sept-Oct 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Types of Information Systems:	Types of Information Systems: Introduction to TPS,OAS,KWS and its significance MIS- Introduction, need, objectives characteristics and significance DSS- Introduction, need, objectives characteristics and significance ESS- Introduction, need, objectives characteristics and significance
15	-	15		

Annual Teaching Plan

Academic Year- 2025-26

Class – M. Com- II

Semester – III

Department- Commerce

Subject – Business Administration Paper -IX (International Business)

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- International Business :-	Introduction, Scope, Reasons for International Trade, Theories of International Trade (Only Concept, Features, Limitations), Non-Tariff Barriers, Balance of Payment, Disequilibrium of Balance of Payment and its Remedial Measures, Balance of Trade, Orientation in Overseas Business, India's New Foreign Trade Policy.
15	-	15		

Month- August 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module- II- International Business Environment :-	Introduction, Components Of International Business Environment, Opportunities and threats of Indian Companies in International Market, Different Modes of Entry in International Market, Ethical Issues in International Business, Foreign Direct Investment (FDI)- Concept, Recent Trends of Foreign Direct Investment In India.
15	-	15		

Month- September 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – III- Strategy Development in International Business :	Introduction, Global Expansions Plans, Value Chain analysis – Concept, Porter's Value Chain Framework, Green Field Investment – Concept, Advantages, Disadvantages, Strategic Alliance- Concept, Advantages, Disadvantages, Use of Computers in Management Applications- MIS
15	-	15		

Month- October 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – IV- International Economics Institutions and Integrations	Economic Integration – Meaning, Levels of Economic Integrations, ASEAN, SAARC, NAFTA, IFC World Trade Organisation (WTO)- Principles, Agreements, TRIPs (Trade Related intellectual Property Rights) , Indian Patent Law (Only Meaning), Indian Patent Act (Only Meaning)
15	-	15		

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Annual Teaching Plan

Academic Year- 2025-26

Class – M. Com- II

Semester – III

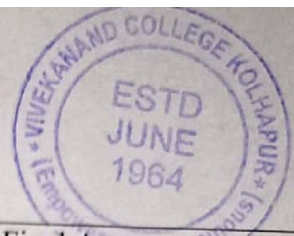
Department- Commerce

Subject – Business Administration Paper -X (Accounting for Management)

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Accounting as an information system	(a) Business activity: concept and classification of accounting, (b) Financial Accounting- Need for Accounting, Internal and External users of accounting information. Business transactions; Nature of accounting transactions. (c) Double entry system, Accounting equation, Branches of Accounts and Types of Accounts .Golden rules of accounting. Accounting Fundamentals (a) Accounting Principles, Concepts and Conventions (b) Capital and Revenue transactions - capital and revenue expenditures, capital and revenue receipts, (c) Double entry system (d) Journal, Ledger, Accounting cycle
15	-	15		

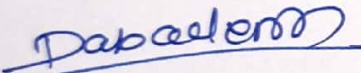
Month- August 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module- II- Accounting Equation	Accounting Equation (a) Definition of balance sheet (b) components of balance sheet (c) Assets, Liabilities, Stockholders equity, (d) Companies Wealth Trial Balance and Final Accounts- (a) Preparation of
15	-	15		




				trial balance, (b) Preparation of Final Accounts for Sole Proprietors, (c) Final Accounts of Partnership Firms
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Month- September 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module – III- Subsidiary Books:	(a) All subsidiary books: Sales books, sales return book, purchase book, purchase return book, bills receivable book, bills payable book, (b) Cash book (Single column double column, and three column cash book), petty cash book and journal proper. Depreciation Accounting – Brief of various Methods, Computation and Accounting Treatment of Depreciation (Straight line and Diminishing Balance Method); Change in Depreciation Methods

Month- October 2025			Module	Sub-Unit Planned
Lectures	Practical's	Total		
15	-	15	Module – IV-	Computerized accounting:(a) Concept, features, importance, components of Computerized Accounting Software , (b) Overview of Tally ERP 9: Features of Tally ERP 9, Advanced Accounting & Inventory Features, F11 Features, F 12 Features, (c) Functions with Tally ERP 9: Recording Transactions, Adv. Accounting Vouchers, Adv. Inventory Vouchers, Cost Categories (d) Introduction to GST, Objectives of GST


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