

Annual Teaching Plan

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

Subject: Business Law Course Title: Business Law -I

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1. Concepts: Business Law	Concepts:- Definition of Business Law and its sources - Law of Contract -Essential elements of contract
10	-	10		
Month August			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2.Performance of contract -	Performance of contract - Discharge of contract- Remedies for breach of contract.
10	-	10		
Month September			Module/Unit:	Sub-units planned
Lectures	Practical	Total	3. Special Contract Contract of Bailment and Pledge	Contract of Bailment and Pledge - Meaning. Duties and Rights of Bailor and Bailee.
08	-	08		
Month October			Module/Unit:	Sub-units planned
Lectures	Practical	Total	4. Contract of Agency	Contract of Agency - Definition-Creation - Termination - Rights and Duties of Agent and Principal
07	-	07		

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(Dr.A.V. sawant)



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Annual Teaching Plan

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

Subject: Business Law Course Title: Business Law -II

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1.Sale of Goods Act	Meaning-Formation of contract of sale - Sale and Agreement to Sell -Condition and Warranties
08	-	08		
Month August			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2.Transfer of Property in Goods	Transfer of Property in Goods - Performance of Contract of sale - Unpaid Seller
07	-	07		
Month September			Module/Unit:	Sub-units planned
Lectures	Practical	Total	3.Consumer Protection Act:	Definition of consumer – Consumer Complaint
05	-	05		
Month October			Module/Unit:	Sub-units planned
Lectures	Practical	Total	4.Consumer Dispute	Consumer Dispute- Consumer Dispute Redressal
05	-	05		


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Annual Teaching Plan

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

Subject: Business Law Course Title: Business Law -III

Name of the teacher: Dr.Asha V Sawant.

Month December			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1 The Companies Act, 1956	Concept and Classification of Company Features of Different types of Companies - Procedure of incorporation -Memorandum of Association - Articles of Association - Prospectus - Shares-
10	-	10		
Month January			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2.Share Capital	Share Capital - Management of Companies - Qualifications and appointment of Directors - Removal of Directors - Arbitration and Compromise - Winding up of Company.
10	-	10		
Month February			Module/Unit:	Sub-units planned
Lectures	Practical	Total	3. The Securities And Exchange Board of India Act, 1992	Establishment of SEBI - Power and Functions of SEBI - Registration of Stock Brokers, Sub - Brokers –
08	-	08		
Month March			Module/Unit:	Sub-units planned
Lectures	Practical	Total	4.Recognition of Stock	Recognition of Stock Exchange - Role of Stock Exchanges - Listing of Securities - Trading of Securities
07	-	07		

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

Subject: Business Law Course Title: Business Law -IV

Name of the teacher: Dr.Asha V Sawant.

Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1.Information Technology Act, 2000	Introduction Objects - Internet Privacy Pornography - e-Commerce - Digital Signature
05	-	05		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.Cybeur Crimes	Cyber Crimes Legal Provisions relating to Cyber Crimes. (basic idea)
05	-	05		
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	3.Intellectual Property Rights	Trademarks - Patents - copyrights -Registration of Designs (Only Concepts)
08	-	08		
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	4.Right To Information Act	Right To Information Act, 2005:- Nature - Scope of RTI -Legal provisions under RTI
07	-	07		

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Annual Teaching Plan

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

Subject: Industrial management Course Title: Industrial management -I

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1 A) Introduction to Industrial Management:	Meaning nature, seepa and Importance of Industrial Management, Challenges in Industrial Management, Recent Trends in Industrial Management -Enterprise Resource Planning (ERP) -concept, ERP Software Modules, Importance, merits and demerits
08	-	08		
Month August			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1 B) Factory Location and Plant Layout	Factory Location: Meaning Factory location selection, factors affecting size of the firm, and Factors affecting Location of Factory. Plant Layout: Meaning, Objectives, Importance of Plant Layout. Factors affecting Layout,
07	-	07		
Month September			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2. A) Work-Environment	Work Environment- Meaning and Importance of Work Environment Factors Affecting Work Environment - Lighting, Ventilation, Sanitation, Noise Control and Air Conditioning.
07	-	07		
Month October			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2 B) Maintenance Management	Concept Management, Importance Objectives of Effective Maintenance System, Types of Maintenance System, Recent Trends in Plant Maintenance.,
07	-	07		

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

Subject: Industrial management Course Title: Industrial management -II

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1 A) Introduction to Human Resource Management (HRM)	- Nature, Scope, Objectives, Functions of HRM, Strategic Human Resource Management, Skills and Proficiency of HR managers.
10	-	10		
Month August			Module/Unit:	Sub-units planned
Lectures	Practical	Total	1 B) Recruitment and Selection	Meaning Definition of Recruitment and Selection, Sources of Recruitment, Recruitment Process, Selection Process, Tests of Selection, Orientation and Induction Process.
10	-	10		
Month September			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2.A) Employee Training	Meaning of Training, Need for Training, Training Process, Types of Training, and Selection of Training Methods.
08	-	08		
Month October			Module/Unit:	Sub-units planned
Lectures	Practical	Total	2.B) Employee Performance Appraisal	Meaning and purpose of Employee Performance, Basis of Performance Appraisal, Performance Appraisal Process, Methods of Performance Appraisal,
07	-	07		

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Annual Teaching Plan

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

Subject: Industrial management Course Title: Industrial management -III

Name of the teacher: Dr.Asha V Sawant.

Month December			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1.A) Inventory management	Meaning, and objectives of material Inventory Management, receipts and issue of (bin card, store ledger) pricing of material issues EOQ, ABC (FIFO & LIFO) Analysis & VED Classification, Just In Time (JIT)
08	-	08		
Month January			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1B) Production, planning and control	Concept, Meaning, Objectives, Components of PPC, Importance of PPC, Routing, Scheduling, Dispatching and Follow Up, Limitations.
07	-	07		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.A) Productivity	A) Productivity Productivity: Meaning, Importance And Measurement, Factors Influencing Productivity, Methods of Improving productivity.
08	-	08		
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.B) Supply Chain and Logistic Management	Meaning, Characteristics, Importance, Components of Supply Chain. Logistic Management: Meaning, Objectives, importance, activities of logistic function- order processing, Transportation, inventory management, warehousing, Handling and Packaging.
07	-	07		


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

Subject: Industrial management Course Title: Industrial management –IV

Name of the teacher: Dr.Asha V Sawant.

Month December			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. A) Employee Discipline And Grievances	Types of Discipline, Causes of Indiscipline, Steps In Disciplinary Actions, Causes of Grievance, Effects of Grievances, Elements Required For An Effective Grievances Handling
08	-	08		
Month January			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1.B) Compensation Management	Meaning, Objectives of compensation planning, factors influencing compensation planning, types of compensation,
07	-	07		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2. A) Human Resource Accounting and Audit	Concept of Human Resource Accounting (HRA) objectives, advantages. Methods of Human Resource Accounting. Concept of HR Audit,
08	-	08		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.B) Human Resource Information System	Concept of Human Resource Information System (HRIS) objectives, advantages, limitations of HRIS, significance of HRIS.
07	-	07		

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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: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. Introduction to Management:	Meaning, Definitions, Characteristic, Significance and functions of Management, Administration and Management, Management as a Science or an Art, Professional Management: The concept, characteristics and need.
15	-	15		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2 .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
15	-	15		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	3 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: Meaning and features of Bureaucracy D- Elton Mayo's Human Relation Management: Introduction to Hawthorne Experiment
15	-	15		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	4.Management in the Twenty-first Century	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,Resistance to Change Crisis Management: Concept, Types of Crisis, Causes of Crisis, Crisis Management Plan
15	-	15		

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Annual Teaching Plan

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

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

Name of the teacher: Dr.Asha V Sawant.

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
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 McGregor's Theory X and Y B. Leadership: Concept, Importance, Qualities of Leader, Leadership style
15	-	15		
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- C-Controlling: Concept, Importance of controlling, types of Controlling, steps in control Process, Techniques of Contro
15	-	15		

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

Subject: Marketing management Course Title: Marketing management - I

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. A-Introduction of Marketing	Meaning & Definition of Marketing-Features of Marketing Importance of Marketing, Core Concepts of marketing, Scope of Marketing
08	-	08		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1.B-Marketing Environment	Meaning, Features, Types and Importance of Marketing Environment
07	-	07		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2. A-Consumer Behaviour	Meaning, and Significance of Consumer Behaviour Factors affecting Consumer Behaviour, Buying Decision process.
08	-	08		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.B. Segmentation, Targeting & Positioning	Segmentation, Targeting & Positioning: Concept and importance and Bases of market segmentation, Concept of Targeting, Concept of Positioning.,
07	-	07		

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

Subject: Marketing management Course Title: Marketing management - II

Name of the teacher: Dr.Asha V Sawant.

Month July			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. Marketing Mix-I A) Product	A) Product-Meaning. Types of Product, packaging - Role and functions of packaging. Product life-cycle
08	-	08		
Month August			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1.B) Price	B) Price: Meaning, Importance of price in the marketing mix, factors affecting price of a product/service.
07	-	07		
Month September			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2. Marketing Mix-I	Marketing Mix-II A) Place: Meaning, types of distribution channels, factors affecting choice of a distribution channel
08	-	08		
Month October			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.B) Promotion	B) Promotion: Meaning, four elements of promotion mix
07	-	07		


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Annual Teaching Plan

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

Subject: Fundamentals of Entrepreneurship

Course Title: Fundamentals of Entrepreneurship - I

Name of the teacher: Dr.Asha V Sawant.

Month December			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. Entrepreneur	Entrepreneur: Concept- classification- functions- qualities of successful entrepreneurs-
08	-	08		
Month January			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2. concept of Sociopreneur, Edupreneur, Ecopreneur, Intrapreneur and Netpreneur	concept of Sociopreneur, Edupreneur, Ecopreneur. Intrapreneur and Netpreneur- Obstacles to become an entrepreneur- Challenges before an entrepreneur in modern era.
07	-	07		
Month february			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	3. Entrepreneurship:	Entrepreneurship: Concept- Importance- Theories of entrepreneurship- Joseph Schumpeter's Innovation theory, Knight's risk-taking theory
08	-	08		
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	4. Entrepreneurship in service Industry	Entrepreneurship in service Industry- Role of service sector in national economy- opportunities in service sector.
07	-	07		


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

Subject: Fundamentals of Entrepreneurship

Course Title: Fundamentals of Entrepreneurship - II

Name of the teacher: Dr.Asha V Sawant.

Month December			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	1. Entrepreneurship Development	Entrepreneurship Development: Concept – Process of EDP in India - Institutional support for Entrepreneurship development - EDI, NIESBUD, MCED, DIC
08	-	08		
Month January			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	2.Recent trends	Recent trends – Start up, Stand up, Skill India, Make in India-Incubation Centre-concept and importance.
07	-	07		
Month February			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	3. Stories of Successful Entrepreneurs:	Stories of Successful Entrepreneurs: Male: Chitale Brothers (Chitale Dairy), Vijay Menon (Menon & Menon Ltd.), Hanmantrao Gaikwad (BVG), Sachin Bansal & Binny Bansal (Flipkart).
08	-	08		
Month March			Module/Unit:	Sub-units planned
Lectures	Practicals	Total	4. Stories of Successful female Entrepreneurs:	Female: Aditi Gupta (Whisper Girl), Veena Patil (Veena World), Vandana Luthra (VLCC), Sima Shaha (Mohak Lassi center and dairy) - their entrepreneurial sketch and qualities.
07	-	07		


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