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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. T. P. Sawant

Course Title: Principles and Practices of Management

Class: MBA

Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Introduction to Management	Definition-Scope of management-Functions of management-Managerial skills-Levels of Management, Mintzberg's Management Roles of a manager, Functional areas of Management, Evolution of Management: Classical Approach-Scientific Management Approach-Contribution of F. W. Taylor, Henry Fayol, Peter Drucker, Max Weber- Behavioural Approach-Human Relations Approach-Contingency, Operational Approach.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Planning and Organizing	Planning and Organizing: Planning-nature, types, steps in planning, process and limitation of planning, Management by Objectives (MBO) –Definition, Meaning and Significance, MBO process. Organizing-meaning, Process, Organization structure, Types of organizational structure, Centralization and Decentralization, Departmentalization, Span of management, Concept of Authority, Responsibility and Accountability, Delegation.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Planning and Organizing	Staffing-concept, need, human resource planning, recruitment and selection. Directing-concept, need and principles of directing, Leadership styles, Types of Leadership. Controlling -Steps in Control Process Need-Types of control Method-Techniques of Controlling-Benefits
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Corporate Governance and Ethical Practices of Management	Concept, importance and role of board of directors, auditors and stakeholders in corporate governance – Characteristics of good corporate governance, measures to improve corporate governance. Benefits of corporate governance. Business Ethics – Definition and its relevance to Business, Historical Perspective of Ethics, Trusteeship Management- Gandhian Philosophy of Wealth Management. Management in 21st Century-Challenges and Opportunities



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. T. P. Sawant
Course Title: Organizational Behaviour

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Introduction to Organizational Behaviour	Definition, Concept and Importance of OB, models of OB - autocratic, custodial, supportive, collegial and SOBC, Nature and Importance, Approaches to OB Relationship between management and organisational behaviour
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Individual Behavioural Variables	Micro Perspectives of OB: Individual Behaviour: Personal factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality Personality Theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude-concept, components of attitude, formation of attitude, Values- concept, types of values, sources of values
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Group Behavioural Variables	Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z ; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process., Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioural- Managerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Change management	Organizational Culture- meaning, impact of organizational culture, Stress-Causes effect & coping strategy Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building. Concept of stress, Sources of Stress, Effect of stress, Work life balance, Concept of Change, Forces Responsible for Change, Resistance to change, Change process, Lewin's Change model.



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr V.V. Jadhav

Course Title: Statistical Methods for Business Decisions

Class: MBA

Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Descriptive Statistics	Meaning and Definitions of Statistics, Need of statistics in Management and Research; Scope, Characteristics, Limitations and Misuse of statistics; Data Collection: Primary and Secondary Data, Sources of Data, Methods of Data Collection, Sampling; Data Organization & Classification, Data Presentation: Tabular, Diagrammatic & Graphic; Use of Excel for Data Organization & Presentation
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Measures of Central Tendency	Introduction, Objectives of Statistical Average, Characteristics, Requisites of a Good Average, Arithmetic Mean: Properties, Weighted Arithmetic Mean, Merits and Demerits; Median: Properties, Merits and Demerits; Mode: Properties, Merits and Demerits; Appropriate Situations for the Use of Various Averages, Graphic Presentation of Statistical Averages; Use of Excel to Compute Statistical Averages
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Measures of Dispersion	Introduction, Requisites of a Good Measure of Dispersion, Range: Properties, Merits and Demerits; Quartile Deviation: Properties, Merits and Demerits; Mean Deviation: Properties, Merits and Demerits; Standard Deviation: Properties, Merits and Demerits; Coefficient of Variation; Use of Excel to Compute Measures of Dispersion
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Measures of Association	Simple Correlation: Definition, Importance, Types of Correlation, Scatter Diagram, Karl Pearson's coefficient of Correlation, Spearman's Rank Correlation, Partial Correlation, Multiple Correlation Regression: Regression Analysis, Simple Linear Regression, Regression Lines, Regression coefficient, Multiple Regression; Use of Excel to compute Measures of Association



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mrs. P.S. Kulkarni
Course Title: Legal Aspects of Business

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 The Indian Contract Act & The Negotiable Instrument Act	The Indian Contract Act (1872): Significance of Business Laws, Indian Contract Act, 1872: Introduction and classification of contracts, Essentials elements of a valid contract, Performance of a contract, Discharge of a contract, Void agreements, Breach and Remedies of a contract. The Negotiable Instrument Act (1881): Definition and characteristics of NI, kinds of Negotiable Instruments, Holder and holder in due course, Crossing of Cheque, Discharge of Negotiable Instruments.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 The Sale of Goods Act & Consumer Protection Act	The Sale of Goods Act (1930): Introduction and Essentials of contract of sale, Sale and Agreement to sell, Conditions and Warranties, Transfer of property, Performance of a contract of sale, Unpaid seller, Caveat Emptor – Exceptions Consumer Protection Act (2019): Meaning of Consumer, Service, Goods, Deficiency, Defect, Unfair Trade Practices, Rights of Consumers, Mechanism For redressal of Grievances, Remedies available to injured consumers.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Companies Act (2013)	Nature and Registration, Kinds of Companies, Memorandum of Association, Article of Association, Kinds of Shares, Company meetings and resolutions, Powers and duties of Directors, Non-Executive and Independent Directors in a company, Winding up, Corporate Fraud and Criminal Behaviour, CSR Implications and Compliances
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Information Technology Act (2008)	Information Technology Act (2008): Objectives of IT Act, Digital Signature, E Governance, Controller, Certifying authority, offences and penalties. Intellectual Property Rights (IPR) Act: WIPO, Copyright, Trade Marks, Patents, Designs, Geographical Indications, TRIPS Agreement



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mrs. S. N. Kore
Course Title: Managerial Economics

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Demand and Supply Analysis	Basic Economics Concepts, Nature and Scope of Managerial Economics, Demand: Types And Determinants Of Demand, Law of Demand, Supply: Determinants Of Supply, Law of Supply; Market equilibrium; Forces behind the demand and supply curve; Concept of Elasticity and it's types, Using Elasticity in managerial decision making: Elasticity of demand and supply; Elasticity and Revenue; Demand Estimation and forecasting: Meaning, Purpose, Quantitative and Qualitative Techniques of Demand Forecasting
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Production and Cost Analysis	Production function; Short Run And Long Run, Laws of production, Cost Concepts, Cost Function, Cost-Output Relationship and Cost Curves
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Market Structure	Introduction to Market Competition and its Nature, Different Market Structures: Perfect Imperfect Market, Perfect Competition, Monopolistic Competition, Monopoly and Oligopoly, Pricing and Out-put Strategies in Different Market Structures
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 National Income and Macro-Economic Policies	Introduction to National income, Basic Concepts, GDP, GNP, NNP; Estimation of NI, Difficulties in computing NI, Circular flow of economic activity, Measure of Economic Development In Comparison with other Indicators: Inflation, Unemployment, Economic Growth, Macroeconomic policies: Monetary and Fiscal Policies.



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. U.L. Mujawar
Course Title: Financial Accounting for Managers

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundation of Accounting	Overview of accounting as an Information System, Concepts, Conventions, and Principles of Accounting, Types of business organizations and legal-regulatory framework, Role of accountants in organizations, Branches of Accounting (Financial, Cost, and Management) and their inter-relationships, Introduction to Accounting Standards
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Accounting Process and Records	Preparation and interpretation of financial statements, Format of Schedule VI of Public Limited Companies, Introduction to International Financial Reporting Standards (IFRS). Introduction of Tally Software Package in Accounting – Hands-on experience with Tally software: Creating Companies, journal entries and ledger accounts
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Financial Reporting and Analysis	Preparation and analysis of Funds Flow Statements, Preparation and analysis of Cash Flow Statements (as per AS-3), Understanding cash and non-cash transactions, flow of cash, and differences between cash flow and fund flow
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Introduction to Cost Accounting & Control	Introduction to Cost Accounting, Elements of Cost and Cost Sheet, Use and Importance of Standard Costing, Including Variance Analysis – Materials and Labour Variances. Cost Control Techniques.



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mrs. S.N. Kore
Course Title: IT for Managers

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Fundamentals of IT	Introduction to IT, Importance of IT in Business, Computer Hardware and Software, Introduction to ERP, Introduction to DBMS, Computer Network
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Fundamentals of IT	Internet and Web Technologies, IT Security and Ethics, Emerging Technologies, Basic Computer Skills and Troubleshooting
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Digital Productivity Tools	Preparation and analysis of Funds Flow Statements, Preparation and analysis of Cash Flow Statements (as per AS-3
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Digital Productivity Tools) Understanding cash and non-cash transactions, flow of cash, and differences between cash flow and fund flow



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. V.V. Jadhav
Course Title: Business Communication

Class: MBA
Sem: I

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Introduction to Business Communication	Communication Meaning and definition, Nature of Business Communication, Objectives and Importance of Business Communication, Communication Process, Principles- 6 C's of Communication
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Introduction to Business Communication	Barriers to Effective Communications, Forms of Communication and Listening Skill, Verbal and Non-Verbal Communication, Listening: Meaning, Importance, Types of listening, Tips for effective listening, Influencing Techniques.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Application of Basics in Business Communication	Presentation Skills: Profile of Good Speaker, Features of good presentation, Points to remember while delivering Presentation – Stages of Effective Presentation, The use of Visual aids to support Presentation.
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Application of Basics in Business Communication	Written Communication: Format of Business Letters, Routine Letters - Enquiries, Customers' Complaints, Collection Letters – Sales Promotion Letters, Bad News and Persuading Letters, Job Application Letters



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. V.V. Jadhav
Course Title: Business Research Methods

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of Research Methodology	Meaning, Scope, and Significance of Research in Business and Management, Research Process, Characteristics of Good Research, Defining the Research Problem & Research Question, Ethical Considerations in Research, Qualities of good Researcher, Types of Research: Exploratory, Descriptive, Conceptual vs. Empirical,, Qualitative and Quantitative Research, Applied vs. Basic Research, Cross-sectional vs. Longitudinal Research.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Research Design and Sampling Techniques	Research Design: Meaning, Need, Features of Good Research Design, Types of Research Designs: Exploratory, Descriptive, Experimental, Case Study Research Design. Sampling: Definition, Need, and Importance, Concepts of Statistical Population, Sample, Sampling Frame, Sampling Error, Sample Size. Characteristics of a good sample. Census and Sample Survey, Probability Sampling – Simple Random Sampling, Systematic Sampling, Cluster Sampling, Stratified Random Sampling & Multi-stage sampling. Non-Probability Sampling – Snowball Sampling, Quota Sampling, Judgmental (Purposive) Sampling, Convenience Sampling.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Data Collection Methods & Questionnaire Design	Sources of Data: Primary Data Collection Methods: Surveys, Interviews, Observations, Focus Groups, Secondary Data Sources: Government Reports, Journals, Online Databases, Industry Reports, Designing a Questionnaire: Principles of Questionnaire Design, Types of Questions: Open-ended, Close-ended, Scaled, Ranking, Questionnaire Validation and Pilot Testing, Measurement Scales: Nominal, Ordinal, Interval, and Ratio
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Data Processing and Report Writing	Data Processing: Editing, Coding, and Classification of Data, Tabulation and Presentation of Data: Tables, Charts, And Graphs, Descriptive Data Analysis: Mean, Median, Mode, Standard Deviation, Hypothesis Testing: Constructs, Variables, Dependent Variable, Independent Variable, Null Hypothesis & Alternative Hypothesis. Research Report Writing: Layout of Research Report, Referencing, and Citations, Plagiarism and Ethical Issues in Report Writing, Use of ICT in Research Methodology.



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**Department of Management Studies****Teaching Plan 2024-25**

Name of Teacher: Mr.T.P. Sawant
Course Title: Marketing Management

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of Marketing Management	Introduction to marketing—Nature and scope of marketing, the core concepts of marketing, Company orientation towards market place, marketing environment: Micro and Macro marketing environment, Marketing Planning and Marketing Planning process, Differentiation between Sales and Marketing, Introduction to Services Marketing.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 STP and Consumer Buying Behaviour	STP – Meaning and concept, benefits of segmentation, Bases for market segmentation – consumer goods market segmentation; industrial goods market segmentation, Market targeting - Selection of segments, Product positioning. Consumer Behaviour – Meaning and definition of consumer behaviour, importance, Different buying roles, consumer buying decision process, factors influencing consumer behaviour.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Marketing Mix- Product and Pricing	Product decision and strategies – Meaning of product, Types of products, product mix decisions, product line decisions, Product life cycle concept, new product development, Branding and packaging decisions – Concept of Branding and packaging, advantages and disadvantages of branding and packaging, features and functions of packaging. Pricing decisions – Pricing objectives, pricing methods, factors influencing pricing decision, setting the price, price determination policies.
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Marketing Mix- Place and Promotion	Place mix: meaning and concept of channel of distribution. Types of channel of distribution or intermediaries, factors influencing selection of channels, types of distribution strategies, intensive, selective and extensive, recent changes in terms of logistics and supply chain management. Promotion mix: meaning, elements of promotion mix, advertising: definition, importance, limitations, types of media, 5 M's of advertising. Advertising Vs Publicity.



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mrs. S. N. Kore
Course Title: Human Resource Management

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of HRM	Meaning, Objectives, Nature, Scope, Functions, Difference between Personnel Management and HRM, Job Design, Job Analysis, Job Description and Job Specification, Job Evaluation: Meaning, Methods, Concept of Human Resource Planning and its Process
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Employee Procurement and Development	Recruitment: Definition, Sources of Recruitment - Internal and External, Process of Recruitment, Employee selection: Essential and Process, Concept of Placement and Orientation, Training and Development: Concept, Difference between training and Development, Methods and Types of Training
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Performance and Career Management	Performance Appraisal: Basic Concepts, Methods and process of Performance Appraisal, Career Planning: Meaning, Objectives and Process, Career Anchor, Career Path
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Compensation Management and Recent Trends In HRM	Place mix: meaning and concept of channel of distribution. Types of channel of distribution or intermediaries, factors influencing Compensation management: Concepts, factors to be consider for fixing compensation, Components of Compensation, Health, Safety and Welfare measures, Employee well-being and mental health. Recent trends in HRM: Gamification in HR, Virtual Organization, Flexi working, Remote working, Employee Branding, Managing Workforce Diversity, Dual Jobselection of channels, types of distribution strategies, intensive, selective and extensive, recent changes in terms of logistics and supply chain management. Promotion mix: meaning, elements of promotion mix, advertising: definition, importance, limitations, types of media, 5 M's of advertising. Advertising Vs Publicity.



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. U.L. Mujawar
Course Title: Finance Management

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of Financial Management	Finance - Nature & Scope; Function; Organisation Of The Financial Functions; Role Of Finance Manager; Financial Goal: Profit Maximisation Versus Wealth Maximization; Finance Decisions By The Firms; Interface Between Finance And Other Functions. Sources Of Finance: Long Term Sources: Equity Shares, Preference Shares, Debentures & Bonds, Retained Earnings, Short Term Sources: Trade Credit, Commercial Paper, Bank Loan, Cash Credit.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Comparative And Historical Analysis	Time Value for Money; Future value and Present Value of money; Present value of Single cash flow, an uneven cash flow and Annuity, Analysing Financial Statements – Ratio Analysis; types of ratios, uses, Meaning and significance of Funds Flow and Cash Flow Statements, preparation of FFS and CFS
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Investment Decisions	Cost of Capital: Meaning, Importance, Cost of Capital - Determining components of cost of capital: Debt, Preference capital, Equity capital; the Weighted Average Cost of capital. Capital Budgeting Decisions - Nature and type of investment decision; Investment Decision Process, Investment Evaluation Criteria – NPV, Profitability Index, Payback period, ARR, Discounted Payback Period. Capital Rationing, Risks in Capital budgeting – Sensitivity Analysis, Scenario Analysis, Simulation Analysis.
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Working Capital Management	Meaning, scope and need of Working capital, Basic concept of operating cycle; Estimation of Working Capital requirement, Receivables Management – meaning & importance; impact and components of credit policy, Cash Management – motives for holding cash, cash flow process and its relevance, collection and disbursements management; Cash Forecasting. Various Methods of Inventory Valuation



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. V.V. Jadhav
Course Title: Operations Management

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of Operations Management	Introduction, Evolution of Production & Operations Management, Concept of Production Management, Types of Production System, Concept of Operations, Operations Management, Distinction between Service & Manufacturing Operations, Objectives and Scope of Operations Management, Decisions in Operations Management, Operations Strategy, Recent Trends in Operations Management.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Operations System Design	Facility Location: Importance, Factors Affecting Location Decision, Procedure of Finalizing Location Decisions. Facility Layout: Objectives, Importance, Types, Factors Influencing Plant Layout. Material Handling: Objectives, Scope, Principles of Material Handling, Classification of MH Equipment, Selection of MH Equipment.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Materials Management	Purchasing: Objectives, Functions, Importance. Stores Management: Meaning, Functions, Types of Stores. Make or Buy Decision. Inventory Management: Meaning, Types, Cost of Inventory, Objectives of Inventory Management, Selective Inventory Control Techniques: EOQ, ABC, HML, FSN, VED, SOS, GOLF (Numerical Treatment on Basic EOQ Model, ABC)
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Supply Chain Management	Transportation: Importance, Modes of Transportation. Logistics: Importance, Logistics Activities, Service Logistics (3PL, 4PL). Warehousing: Importance, Functions, Types. Supply Chain Management: Importance, Evolution of SCM, Functions and Activities of SCM, Logistics Vs SC



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. A. M. Alavekar

Class: MBA

Course Title: Business Analytics

Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 1 Foundations of Business Analytics	Definitions of Business Intelligence, Analytics, Business Analytics. Data, Information & Knowledge. Use of data in business, types of Data & Sources, Difference between Business Analysis & Business Analytics, Difference between Business Analytics & Data Analytics, Use of analytics for business, Skills required for business Analytics.
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 2 Analytics Techniques and Processes	Types of analytics: Descriptive, Diagnostic, Predictive, Prescriptive. Phases of analytics: Data collection, Data Cleaning & modification, Dash board making & visualization, data analysis, Presentation & insights. Data Collection methods, Data mining in analytics.
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 3 Introduction to Tools for Business Analytics	Data Analysis Tools: MS-Excel, R, Python Data Visualization Tools: SQL, Power BI, Tableau, Orange. Introduction to Social Media Analytics Tools, AI in analytics.
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
12	NA	12	Unit 4 Business Analytics Applications and Case Studies	Application of Analytics in different Business functions. HR Analytics, Marketing Analytics, Financial Analytics, Operations Analytics - Definition, key components, Applications, Benefits. Business Analytics Case Studies. Performing Analytics Using MS-Excel, Dashboard making & insights generation of dummy data set with MS-Excel



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ज्ञान, विज्ञान आणि सुसंस्कार यांसाठी शिक्षण प्रसार - शिक्षणमहर्षी डॉ. बापूजी साळुंखे

Shri Swami VivekanandShikshanSanstha, Kolhapur.

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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. S. N. Kore
Course Title: Advanced Excel

Class: MBA
Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Advanced Functions and Data Processing	Data Management: Data Validation & Data Cleaning, Advanced Sorting and Filtering, Advance Find and Replace
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Advanced Functions and Data Processing	Advance Formula and Functions: Logical Functions, Lookup Functions, Text Functions, Statistical Functions
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Data Analysis and Visualization	Pivot tables and Pivot Charts, Advanced Conditional Formatting,
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Data Analysis and Visualization	EXCEL dashboards, Slicers and Charts



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Department of Management Studies

Teaching Plan 2024-25

Name of Teacher: Mr. T. P .Sawant

Course Title: Employability Skills

Class: MBA

Sem: II

Month: October			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Communication & Professional Etiquette	Importance of Employability Skills for MBA Graduates, Industry Expectations and Soft Skills vs. Hard Skills, Verbal and Non-Verbal Communication, Body Language, Gestures, and Eye Contact, Email and Business Writing Etiquette,
Month: November			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 1 Communication & Professional Etiquette	Public Speaking & Presentation Skills, Structuring and Delivering Effective Presentations, Professional Etiquette & Business Networking, Corporate Grooming & Workplace Manners
Month: December			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Interview & Job Readiness Skills	Resume and Cover Letter Writing: Resume Building, Cover Letter, LinkedIn Profile Building. Group Discussions (GD): GD Strategies: Do's and Don'ts. Personal Interviews (HR & Technical): Common Interview Questions and Answering Techniques
Month: January			Module/ Unit	Sub-units Planned
Lect.	Pract.	Total		
NA	12	12	Unit 2 Interview & Job Readiness Skills	Emotional Intelligence & Workplace Adaptability, Managing Workplace Stress & Conflict Resolution, Adaptability and Growth Mindset, Time Management & Productivity Hacks, Managing Work-Life Balance



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