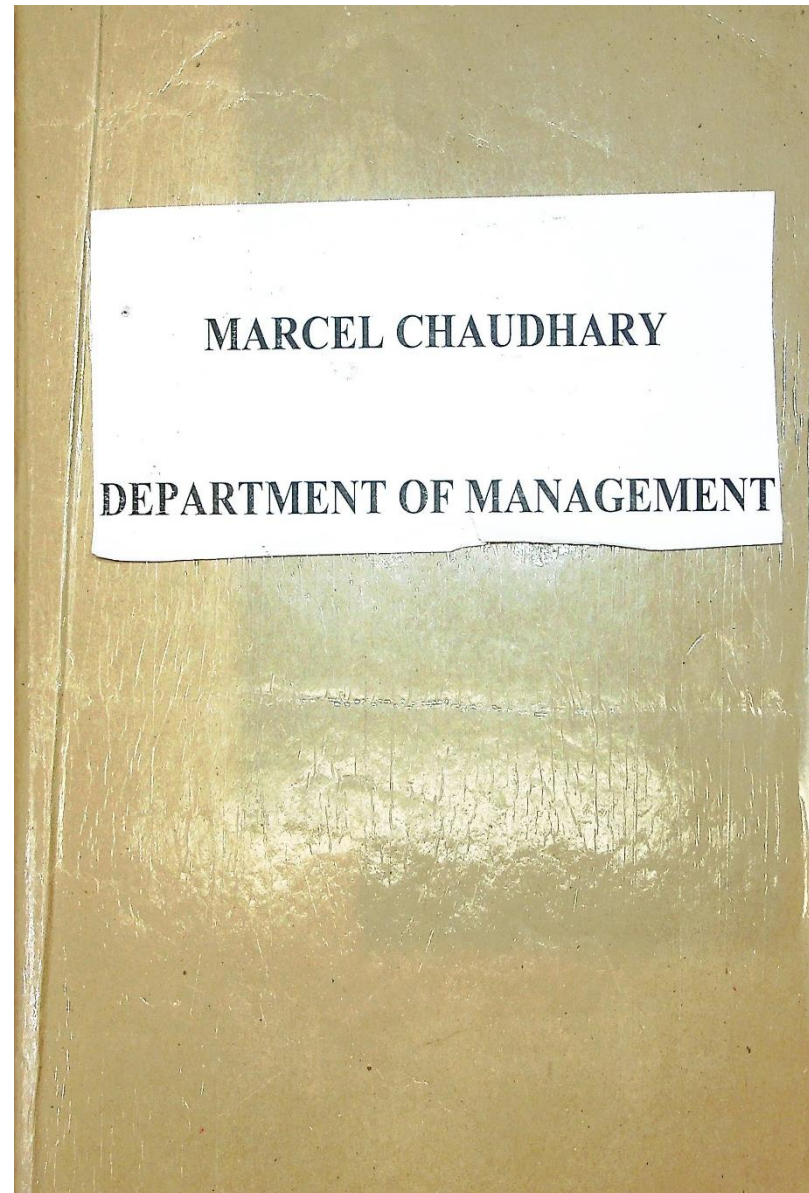




SOPHIA GIRLS' COLLEGE (AUTONOMOUS), AJMER



COURSE_PLAN_2021-22_MR_MARCEL_CHAUDHARY



COURSE PLAN

U.G Programs

SEMESTER I

2021-2022

Marcel Chaudhary
Department of Management



B.Com I (SEMESTER I) BUSINESS LAW (COMM-104)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM I Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM I SEPT - OCT	UNIT I The Indian Contract Act 1872: Introduction and General Principles of Contract	Basic Principles of Contract	PPT, Examples	interpret the legislative framework relating to Contracts as per Indian Contract Act, 1872.	<u>Knowledge Based</u> -What is a Quasi Contract -Name the essentials of a valid Contract	Knowledge--60 Understanding-30 Higher Order-10
	Classification of Contracts, Contractual Capacity	Types of Contract	PPT, Examples		<u>Understanding Based</u> -Compare the various kinds of Contracts. -In Case of Breach of Contract What remedies are available to Aggrieved party.	
	Free consent and Consideration.	Principles of Contract	PPT, Case Studies, Examples, Role-Play		<u>Higher Order Thinking Skills Based</u> -Can a minor enter into a contract. Explain the statement in light of Mohri Bibie v/s Dharmodas	
OCT - NOV	UNIT II The Indian Contract Act 1872: Void Agreement, Contingent Contract	Kinds of Contract	PPT, Case Studies, Examples	describe the essentials of a contract.		
	Performance and Discharge of Contract	Completion of Contract	PPT, Examples, Role-Play			
	Remedies for Breach of Contract, Quasi Contract.	Breach of Contract	PPT, Case Studies, Examples			
	UNIT III	Special kind of	PPT, Case	categorize the		



Nov - Dec	The Indian Contract Act 1872: Contract of Indemnity and Guarantee	Contracts.	Studies, Examples, Role-Play	different kinds of special contracts.	Case. -Mere Silence to a Contract does not result in fraud . Comment	
	Contract of Pledge and Bailment, Agency.	Special kind of Contracts.	PPT, Case Studies, Videos, Role-Play			

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B.Com H I (SEMESTER I) BUSINESS LAW (COMH-105)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM I Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM I SEPT-OCT	UNIT I The Indian Contract Act 1872: Introduction and General Principles of Contract	Basic Principles of Contract	PPT, Examples	interpret the legislative framework relating to Contracts as per Indian Contract Act, 1872.	<u>Knowledge Based</u> -What is a Quasi Contract -Name the essentials of a valid Contract	Knowledge--60 Understanding-30 Higher Order-10
	Classification of Contracts, Contractual Capacity	Types of Contract	PPT, Examples		<u>Understanding Based</u> -Compare the various kinds of Contracts. -In Case of Breach of Contract What remedies are available to Aggrieved party.	
	Free consent and Consideration.	Principles of Contract	PPT, Case Studies, Examples, Role-Play			
OCT - NOV	UNIT II The Indian Contract Act 1872: Void Agreement, Contingent Contract	Kinds of Contract	PPT, Case Studies, Examples	describe the essentials of a contract.	<u>Higher Order Thinking Skills Based</u> -Can a minor enter into a contract. Explain the statement in light of Mohri Bibie v/s Dharmodas Case.	
	Performance and Discharge of Contract	Completion of Contract	PPT, Examples, Role-Play			
	Remedies for Breach of Contract, Quasi Contract.	Breach of Contract	PPT, Case Studies, Examples			
	Insolvency and bankruptcy Code 2016	Insolvency and bankruptcy Code 2016	PPT, Examples			



NOV - DEC	UNIT III The Indian Contract Act 1872: Contract of Indemnity and Guarantee	Special kind of Contracts.	PPT, Case Studies, Examples, Role- Play	categorize the different kinds of special contracts.	-Mere Silence to a Contract does not result in fraud . Comment	
	Contract of Pledge and Bailment, Agency.	Special kind of Contracts.	PPT, Case Studies, Videos, Role-Play			

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COURSE PLAN

U.G Programs

SEMESTER V
2021 - 2022

Marcel Chaudhary
Department of Management



B.B.A. III (SEMESTER V)
Fundamental of E-Commerce
(BBA – 501)

Max. Marks :100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEMV Month	UNIT/OPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	MarksWeightage(%)
SEPT- OCT	UNIT I - E-Commerce: Introduction, meaning and concept; Needs and advantages of e-commerce; Traditional commerce; Types of E-Commerce, Basic requirements of ECommerce.	Stimulate knowledge relating to E-commerce	PPT Online Assignment	Develop the understanding of E-commerceIdentify the need of E Commerce in today developing economy and contribution to overall economic growthof the country.	<u>Knowledge Based</u> 1. Define E - commerce? Discuss various types of e-commerce. 2. Discuss the various components of electronic data interchange. <u>UnderstandingBased</u>	Knowledge-40 Understanding-40 Higher Order-20
	Internet: Concept & evaluation, Characteristics of Internet: email, WWW. FTP, telnet, Intranet & Extranet, Limitation of internet, Hardware & Software requirement of Internet, searches Engines	Conceptual framework of Internet	PPT			



OCT-NOV	UNIT II - Electronic Payment Systems: E-Cash, e-cheque, credit cards, debit cards, smart cards, E-Banking, Manufacturing information systems	Study of different electronic payment gateways	PPT	Integrate different digital payment platforms and correlate the traditional commerce.	1. Integrate the importance of e-commerce in business strategies.
	EDI-Introduction, networking infrastructure of EDI, Functions & Components of EDI, File types of EDI	Electronic Data Interchange	PPTs		2. Discuss the security issues of e-commerce. <u>Higher Order Thinking Skills Based</u>
NOV - DEC	UNIT III - Security issues of e-commerce: Firewall, E-locking, Encryption	Security Issues in e-commerce	PPTs Group Discussion	Test the verification and validation of electronic payments with respect to building trust in customers by applying the modern security measures	Summarize the different aspects of electronic commerce from defining the theory aspects to devising a realworld robust implementation
	Cyber laws- aims, salient provisions; PKI(Public key infrastructure)	Knowledge about Cyber-laws	PPTs		

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B.COM (ABST HONS. III) (SEMESTER V)
Rural Development & Corporation (COMH-506 A)



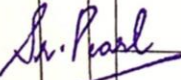
Max. Marks :100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEMV Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weight age(%)
SEPT- OCT	UNIT I - Nature and problems of rural economy, concept of Rural Economy. Rural versus urban development, Nature and causes of imbalance between rural areas and urban areas during planning period Causes of Rural backwardness, need for rural development; Significance of rural development Social significance, Economic significance, Political significance, Bharat-Nirmaan	Stimulate knowledge relating to rural economy and development	PPT	Develop the understanding of basic concepts of Rural development. Build up a broad picture of the dimensions of rural economies	<u>Knowledge Based</u> 1. Discuss the various problems faced by rural economy in India. 2. Explain the role of Panchayati Raj System in Rural Development.	Knowledge-40 Understanding -40 Higher Order-20
	Indian Agriculture-Characteristics, Importance, Drawback, Land Reforms, Irrigation, Watershed Management, Modern Technology, Green Revolution. Agriculture Policy	Indian agriculture and its policy framework	PPT, Audio Tutorials			

	OCT - NOV	UNIT II - Rural Development Strategies: Objective of Panchayati Raj. Role of Panchayati Raj System in Rural Development, Organizational pattern 73rd Amendment Act, 1992, Women empowerment with special reference of Panchayati institutions, Problems of rural unemployment, types, measures to solve the problem with special reference to employment guarantee schemes, Council for Advancement of Peoples Action & Rural Technology (CAPART)	Study of rural development strategies	PPT Group Discussion	Analyse the Panchayati Raj System.	<u>Under standing Based</u> 1. Discuss the importance of rural credit in rural economic development	 Head of Department of Management Sophia Girls' College (Autonomous), Ajmer
		Magnitude and causes of rural indebtedness, Multi agency approach to rural credit-Role of Rural Credit Institutions Cooperative and Commercial Banks, Role of Regional Rural Banks, NABARD, Micro Finance, Self Help Group (SHG).	Role of financial institutions Rural credit	PPTs		2. Critically evaluate the government policy for industrial development in rural areas under plan	
	NOV - DEC	UNIT III - Rural Tourism with special reference to Rajasthan, KVIC, Rural Industrial Development : Government Policy for Industrial Development in rural areas under Plan	Rural tourism	PPTs	Interpret role of Regional Rural Banks and NABARD	<u>Higher Order Thinking Skills Based</u> Summarize the different aspects of rural economic development	
		Rural Energy-Features, problems, Energy Development & Utilization : Conventional and non-conventional sources of energy, Windmill, Solar energy	Rural energy and its development	PPTs			
 PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER		Co-operation-Meaning, Principles of Co-operative Organization and function of co-operative societies specially towards White Revolution, Co-operative Movement in India.	Co-operation and its functions	PPTs E-content			



COURSE PLAN

UG Programmes

2021-22

SEM II, IV, VI

Mr. Marcel Chaudhary
Department of Management



B.B.A. I (SEMESTER II)
Business Regulatory Framework
(BBA- 204)

Max. Marks : 100 (70Ext; 30 Int)

Credit: 04

Min. Marks: 40(28 Ext;12 Int)

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
Feb- Mar	UNIT I - Contract Act 1872: Meaning of contract, classification, offer and acceptance,	Basic principles and types of contracts	PPT Case Study	Interpret the legislative framework relating to contracts as per Indian Contract Act,1872	<u>Knowledge Based</u> 1. Define Contract. 2. Discuss the different types of Contracts.	Knowledge-60 Understanding- 30 Higher Order-10
	Capacity of parties to contract, free consent, Consideration, Legality of object, Agreements declared void, performance of contract.	Essentials of Contracts	PPT Case Study		<u>Understan ding Based</u> 1. Differentiate between Indemnity Contracts and Guarantee Contracts. 2. Discuss the features of LLP Act.	
Mar- Apr	UNIT II - Discharge of contract, Remedies for breach of contract.	Completion of Contracts	PPT, Case Study	Categorize the different kinds of special contracts.		



	Special contracts: Indemnity, Guarantee, and pledge.	Special Contracts	PPTs		<u>Higher Order Thinking Skills Based</u> Can a Minor enter into a contract? Explain the statement in light of Mohri Bibi v/s Dharmodas Case.	
Apr- may	UNIT III - Sale of Goods Act 1930: Formation of contracts of sale, Goods and their classification, price, conditions and warranties.	Concepts of Sales of Goods Contracts	PPTs Group Discussion	Interpret the legislative framework relating to Sale of Goods as per Sale of Goods Act, 1930		
	Indian Partnership Act, 1932: Introduction to partnership, formation and Registration of partnership. LLP Act, 2008: Introduction, salient features, Difference between partnership Firm and LLP, Incorporation of LLP, Designated Partners, Advantage and disadvantage of LLP.	Partnership Act and LLP Act	PPT	Interpret the legislative framework relating to Partnership as per Partnership Act, 1932 and LLP Act, 2008		

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B.Com I (SEMESTER II) BUSINESS LAW (COM – 204)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II <i>Feb- Mar.</i>	UNIT I Sale of Goods Act 1930: Introduction of Act, Goods and their classification	Sale of Goods Act, 1930	PPT, Charts	interpret the legislative framework relating to sale of goods as per Sale of Goods Act, 1930.	<u>Knowledge Based</u> -What is Auction sale? -What are the rights of a consumer?	Knowledge--60 Understanding-30 Higher Order-10
	conditions and warranties, Doctrine of Caveat Emptor, Passing (transfer) of property (ownership) in goods	Conditions & Warranties	PPT, Case Study, videos		<u>Understanding Based</u> -Compare the various redressal agencies. -Classify the different types of goods.	
	Performance of the contract of sale	Performing the contract of Sale	PPT, Examples			
	Rights of Unpaid Seller, Auction sale.	Auction Sale	PPT, Examples, Case Study	interpret the legislative framework relating to consumer protection as per Consumer Protection Act, 1986.	<u>Higher Order Thinking Skills Based</u> -Evaluate Doctrine of Caveat Emptor.	
<i>Mar- Apr.</i>	UNIT II Consumer Protection Act 1986: Introduction of Act, Consumer Rights and Duties,	Consumer Protection Act 1986	PPT, Case Study, videos			
	Consumer Protection Councils, Redressal Agencies, Nature and scope of remedies available to	Redressal Agencies	PPT, Case Study		-Critically Evaluate the benefits of LLP over a partnership firm.	



	consumers.					
Apr-May	UNIT III Partnership Act 1932: Introduction, Types of Partnership and types of Partners, Rights and duties of Partners,.	Partnership Act 1932	PPT	interpret the legislative framework relating to partnership as per Partnership Act, 1932 & LLP Act, 2008.		
	Dissolution of partnership	Dissolution	PPT, Case Study			
	Limited Liability Partnership Act 2008: Meaning, Need, advantages and disadvantages. Difference between Limited liability Partnership & Partnership.	Limited Liability Partnership	PPT, Examples			

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B.Com H I (SEMESTER II) BUSINESS LAW II (COMH-206)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II Feb- Mar.	UNIT I Sale of Goods Act 1930: Introduction of Act, Goods and their classification,	Basic Principles of Sale of Goods Act, 1930	PPT, Examples	Understand the role played by Sale of Goods Act in a business	<u>Knowledge Based</u> -What is auction Sale. -Name the essentials of a valid Contract.	Knowledge--60 Understanding-30 Higher Order-10
	conditions and warranties, Doctrine of Caveat Emptor, Passing (transfer) of property (ownership) in goods,	Conditions and warranties	PPT, Examples		<u>Understanding Based</u> -Compare the various redressal agencies. -In Case of Breach of Contract What remedies are available to Unpaid Seller.	
	Performance of the contract of sale, Rights of Unpaid Seller, Auction sale.	Performance of Contract	PPT, Case Studies, Examples, Role-Play		<u>Higher Order Thinking Skills Based</u> -Justify Doctrine of Caveat Emptor. -Explain the need of LLP Act, 2008.	
Mar- Apr	UNIT II Consumer Protection Act 1986: Introduction of Act, Consumer Rights and Duties, Consumer Protection Councils, Redressal Agencies, Nature and scope of remedies available to consumers.	Kinds of Contract	PPT, Case Studies, Examples	describe the essentials of a contract.		
	Indian Trust Act, 1882: Definition-Trust, "Author of the Trust" "trustee", "beneficiary" "Trust property", "Breach of trust".	Completion of Contract	PPT, Examples, Role-Play			



	Creation of Trust: Lawful purpose, Essentials of a trust. Duties & Liabilities of the Trustees, Liability of Trustee, Rights & Powers of the trustee. Disabilities of the trustees. Rights & liabilities of the beneficiary-Doctrine of Tracing., Discharge of a Trustee, Appointment of a trustee by the court, Extinction of Trust Revocation of Trust.					
Apr-May	UNIT III Partnership Act 1932: Introduction, Types of Partnership and types of Partners, Rights and duties of Partners, Dissolution of partnership.	Basic Principles of Partnership Act, 1932	PPT, Case Studies, Examples, Role-Play	Understand the basics of the Society Registration Act and LLP		
	Limited Liability Partnership Act 2008: Meaning, Need, advantages and disadvantages. Difference between Limited liability Partnership & Partnership. Incorporation of LLP	Basic Principles of Limited Liability Partnership Act, 2008	PPT, Case Studies, Videos, Role-Play			
	Societies Registration Act, 1860: Concept of Society, Memorandum of Association, Incorporation of Society, Liability of Members, Dissolution of Society.	Basic Principles of Societies Registration Act, 1860	PPT, Case Studies, Videos, Role-Play			

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SOPHIA GIRLS' COLLEGE, AJMER (AUTONOMOUS)
B.COM (SEMESTER I)
BANKING & FINANCIAL MANAGEMENT (COM-205)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit:04

(FOREIGN TRADE & ECONOMY)

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II Feb- May	UNIT I AGRICULTURE - Importance & development, Marketing, Credit, Green Revolution, problems and remedial measures	Agricultural credit , green revolution	PPT, Videos , analysis tables	Outline the role of agricultural finance in development of agriculture	<u>Knowledge Based</u> -What is green revolution ? -Explain the remedial measures for solving the problems of agriculture	Knowledge--60 Understanding-30 Higher Order-10
	Role of RRB's in rural development- introduction, establishment and functions. WTO and Indian agriculture.	Regional rural banks , functions of WTO	PPT , videos		<u>Understanding Based</u> - Critically Evaluate the development of Air transport in Rajasthan	
Mar- Apr	ECONOMY OF RAJASTHAN- basic characteristics, features of population. Agriculture, industry, power, transport and	Population Characteristics	PPT , videos	Understand the economical Characteristic s of Rajasthan	<u>Higher Order Thinking Skills Based</u> -Critically Evaluate the role of	
	tourism sectors in Rajasthan:- characteristics , prospects, problems and challenge		PPT			



Apr-May	UNIT III FOREIGN TRADE IN INDIA- volume, composition & direction, export promotion, export and import policy of government.	Export Import policy of government	PPT & videos	Evaluate the role of foreign capital and multinational corporations in India	multinational corporations in the economic development of India -Analyse the importance of multinational corporations in the development of Indian Industries	
	Investment of foreign capital in India, role of multi- national corporations in Indian economy.	Foreign direct investment	PPT, understanding through data analytical tables			

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BCA I (SEMESTER II)
MANAGEMENT AND ACCOUNTING (BCA-203)

Max. Marks : 100 (70Ext; 30 Int)

Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II Feb- Mar.	UNIT I Introduction to Management Meaning, Definition, Nature, Characteristics, Principles (Fayol's), Functions, skills of a manager. Overview of Management functions,	Management	PPT, Videos, Examples.	Interpret the concept of management, leadership and motivation	<u>Knowledge Based</u> -What is Management? -Name the various styles of Leadership. <u>Understanding Based</u> -Compare Maslow's and Herzberg theory of motivation. -Classify the various kinds of plans. <u>Higher Order Thinking Skills Based</u> - Critically Evaluate the various	Knowledge--60 Understanding-30 Higher Order-10
	Planning: meaning, features, process, advantages & disadvantages, types of plans.	Planning	PPT, Videos, Examples.			
	Leadership (Meaning, Importance, Nature, Styles (Motivational, Power Centered, Supervisory Style), Qualities of a Successful Leader	Leadership	PPT, Videos, Examples.			
Mar- Apr.	UNIT II Motivation: meaning, nature, importance, Theories of motivation: Maslow's	Motivation	PPT	understand and apply the basic concepts of accounting.		



	need hierarchy, Herzberg's two factor, MC Gregor's theory.				accounting Principles.	
	Accounting: Definition, concepts, standards, basic accounting, entries, ledger, Trial Balance	Accounting	PPT, Numerically		-Comment on the utility of Maslow's need hierarchy theory in present scenario.	
Apr-May	UNIT III Understanding of final accounts:- Trading, P&CAL Balance sheet with Adjustment entries	Final Accounts	Numerically	summarize the process of accounting		
	Financial statements, ratio analysis (Liquidity and Activity)	Financial Statement Analysis	Numerically			
	Cost accounting – CVP analysis, BEP and P/V graph	Cost Accounting	Numerically			

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BBA II (SEMESTER IV) QUALITY MANAGEMENT (BBA-404)

Max. Marks : 100 (70Ext; 30 Int)


Min. Marks: 40(28 Ext;12 Int)


Credit: 04

COURSE PLAN

SEM IV Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM IV <i>Feb-Mar</i>	UNIT I Quality Management: meaning, concept, importance and evolution	Quality Management	PPTs	Understand the Concept of Quality and Different Approaches of Quality management .	<u>Knowledge Based</u> -What is Quality Management? -Name the various Gurus of Quality Management.	Knowledge--50 Understanding-35 Higher Order-15
	Gurus and Their Approaches: Japanese (Taguchi, Ishikawa), Early American (Juran, Deming), Modern (Crosby)	Gurus and Their Approaches	PPT			
	Cost of Quality: Meaning, Categories of Cost of Quality	Cost of Quality	PPT, Videos, Examples.		<u>Understanding Based</u> -Compare the approaches of various gurus. -Classify the various kinds of cost of quality.	
<i>Mar-Apr</i>	UNIT II Tools and Techniques: Kaizen, , DEMAC, PDSA, MUDA/MURI, BPR(Business Process Reengineering) : Definition, Implementation, Approaches, Methodology.	Tools of Quality Management	PPT, Case Studies.	Assess the Different methods of Quality Management .	<u>Higher Order Thinking Skills Based</u> -“Company has to bear a cost for maintaining the quality”	
	JIT(Just in Time) : Introduction, Prerequisites, Components, Benefits, Kanban System.	Just in time	PPT, Examples			



	Six Sigma : Introduction, DMAIC Process, Advantages, Zero Defect. Benchmarking: Rationale, Approach, Process, Prerequisites, Benefits and obstacles.	Six Sigma	PPT, Case Studies.		Comment. -Comment on the utility of Quality system standards.
Apr-May	UNIT III Statistical Process Control: Introduction, seven QC tools-Checks Sheet, Pareto chart, Cause and Effect Diagram, Control chart, Histogram, Scatter Dig., Run Chart.	Statistical Process Control	PPT, Charts	Interpret the concept of Quality control and Environmental Management Standards procedure .	
Pearl PRINCIPAL GIRLS' COLLEGE AUTONOMOUS AJMER	Quality system Standards- ISO 9001:2000: Scope, Normative Reference, Quality Management System, Management Responsibility, Resource Management, Product Realization, Measurement, Analysis and Improvement Environmental Management Standards: ISO 14000- concepts, requirements and benefits.	Quality system Standards	PPT, Examples 		


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B.B.A. III (SEMESTER VI)
Insurance Management
(BBA- 6022)

Max. Marks : 100 (70Ext; 30 Int)

Credit: 04

Min. Marks: 40(28 Ext;12 Int)

COURSE PLAN

SEM VI Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
Feb- Mar.	UNIT I - Meaning of Life Insurance – The Evolution and Growth of Life Insurance – Basic Principles of Insurance –Life Insurance Organizations in India– Competition and Regulation of Life Insurance.	Introducing the Concept of Life Insurance	PPT Online Assignment	Understanding the concept of insurance and its needs.	<u>Knowledge Based</u> 1. Define the meaning of Life Insurance. 2. Discuss the different types of Life Insurance Policies.	Knowledge-60 Understanding-30 Higher Order-10
	Types of Life Insurance Policies – Term Life Insurance – Whole Life insurance – Endowment Life Insurance – Unit Linked Policies with or without Profit Policies – Customer Evaluation – Policy Evaluation – Cost and Benefit – Group and Pension Insurance Policies – Special features of Group Insurance / Super Annuation Schemes – Group Gratuity Schemes – Super Annuation schemes.	Differentiating the types of Life Insurance Policies	PPT, Video		<u>Understanding Based</u> 1. Integrate the various factors affecting the computation of	



Mar-Apr.	UNIT II - Computation of Premiums and Settlement of claims: Premium defined – Premium Calculation Including Rebates – Mode of Rebates – Large sum assured Rebates – Premium Loading – Rider Premiums – Computation of Benefits – Surrender value – Paid up value – Settlement of claims: Intimation procedure, documents and settlement procedures.	Premium types and computations	PPT, Video	Assessing the various methods of computing Premiums and the various factors affecting the computation.	Premiums 2. Discuss the process of Underwriting. <u>Higher Order Thinking Skills Based</u>
	Underwriting: The need for underwriting – Guiding principles of Underwriting – Factors affecting Insurability – Methods of Life Classification – Laws affecting Underwriting.	Understanding the process of Underwriting	PPTs		Summarize the different types of Insurance policies and the benefits for different types of individuals
Apr-May	UNIT III - Nomination and Assignment, Riders and Taxation Benefit Under Insurance policy. Life Insurance Agents: Concept, scope and functions. Financial Planning and taxation: Savings – Insurance vis-à-vis- Investment in the Mutual Funds, Capital Markets – Life Insurance in Individual Financial Planning – Implications in IT.treatment. IRDA Act 1999– Objectives, Powers & Functions.	Life Insurance as an Investment	PPTs Group Discussion	Understanding the role of IRDA and the role of insurance as Investment.	

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