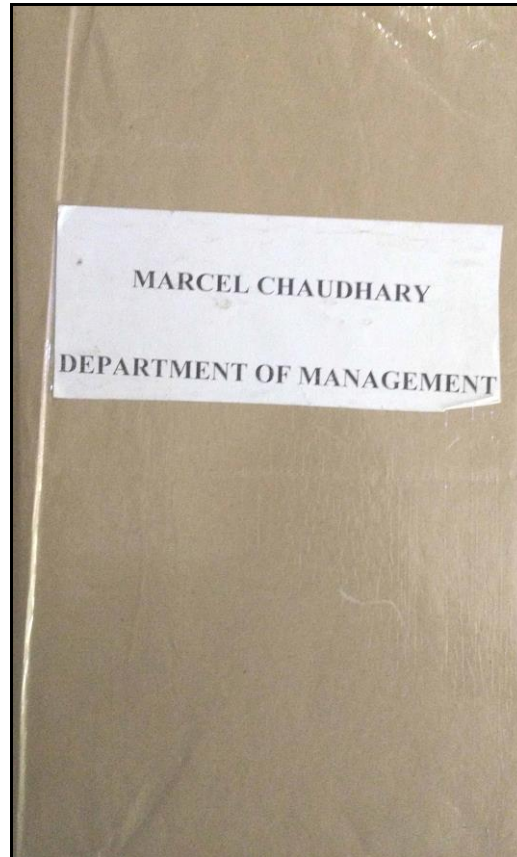




SOPHIA GIRLS' COLLEGE (AUTONOMOUS), AJMER



COURSE_PLAN_2022-23_MR_MARCEL_CHAUDHARY



COURSE PLAN

U.G Programmes

2022

SEMESTER I, V

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 AUGUST	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			
SEPTEMBER- OCTOBER	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	
	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			
OCTOBER	UNIT III	Special kind of	PPT, Case	categorize the		



- NOVEMBER	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			

Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

Pd.
Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



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

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

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 AUGUST	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			
SEPTEMB ER- OCTOBER	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			



OCTOBER - NOVEMBER	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			

[Handwritten signature]

[Handwritten signature: Sh. Pearl]
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AMER

[Handwritten signature]
Head
Department of Management
Sophia Girls' College
(Autonomous)
Ameer



B.COM (SEMESTER I)
Economic Environment in India
(B.COM- 105)

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

Credit: 04

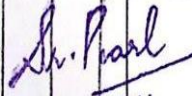
Min. Marks: 40(28 Ext;12 Int)

COURSE PLAN

SEM V Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
July- August	UNIT I - Economic Environment- meaning, factors affecting economic environment. Indian economy and its features. New economic policy and its effects.	Introducing the concept of Economic Environment and the various factors affecting it.	PPT	Assess the achievements of economic planning in India.	<u>Knowledge Based</u> 1. Define Economic Environment? 2. Discuss the factors affecting Economic Environment in India?	Knowledge-60 Understanding-30 Higher Order-10
	Economic planning- meaning, objectives and importance, achievements of planning in India, NITI Aayog	Planning in India and its achievements	PPT, Quiz		<u>Understanding Based</u> 1. What are the various problems that are related to Population in the country? 2 . Discuss the factors causing Regional	



August- Sept	UNIT II - Population- characteristics, causes, New Population policy in India. Problems relating to population, unemployment, poverty.	Population in India	PPT, Video	Analyze the effects of population explosion, unemployment & poverty on economic development.	Imbalance in the Country. <u>Higher Order</u> & <u>Thinking Skills Based</u> Summarize the measures and remedies of Industrial Sickness.
	Regional Imbalance - factors responsible & measures. Human resources and Economic development.	Factors responsible for regional imbalances	PPT,		
Sept - November	UNIT III - Industrial development & Industrial policy, Industrial sickness: causes, consequences, measures and remedies.	Industrial development and Industrial Sickness		Evaluate the role of small scale & cottage industries in developing the Indian economy. Summarize all the factors that affect economic environment of India	
	Small scale and cottage Industries-features, problems, initiatives by the Government, Youth Skill Development.	Small Scale industries in India			


 PRINCIPAL
 SOPHIA GIRLS' COLLEGE
 (AUTONOMOUS)
 AJMER


 Head
 Department of Management
 Sophia Girls' College
 (Autonomous), Ajmer



SOPHIA GIRLS' COLLEGE (AUTONOMOUS), AJMER
B.COM III (SEMESTER V)
Business Communication (COM- 504 (B))

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

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

Credit: 04

COURSE PLAN

SEM V Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
July-August	UNIT- I Meaning and Process of Communication, Types of Communication (verbal & Non Verbal),	Communication process, Types	PPT, Group activity	Analyze communication process and different forms of communication	<u>Knowledge Based</u> -What is communication? -Illustrate the different stages of communication process?	Knowledge--60 Understanding-30 Higher Order-10
	Importance of Communication, Different forms of Communication Barriers to Communication and management of Barriers.	Importance of communication ,Barriers to communication	Match the following, Quiz, PPT, Visual Aids		<u>Understanding Based</u> -Compare written and oral communication. -Analyse the different forms of communication?	
	Listening- importance, Barriers and Guidelines for effective Listening.	Importance and ways of effective listening	PPT, Group Activity	Interpret barriers and guidelines for effective listening	<u>Higher Order Thinking Skills Based</u> -Discuss the importance of listening.	
August-Sept	Unit – II Letter Writing, Inviting quotations, Sending	Different forms and ways of writing business letters	PPT, Assignment			



	quotations, Placing orders, Inviting tenders, Sales letters, claim & adjustment letters and social correspondence,				- Explain different barriers and guidelines for effective listening.		
	Memorandum, Inter -office Memo, Notices, Agenda, Minutes, Job application letter, preparing the Resume.	Different forms of Inter office Communication	PPT, Group Activity				
October-November	UNIT III Report Writing: Business reports: Characteristics, Importance, Types, Elements of structure, Process of writing, Order of writing, the final draft, check lists for reports.	Different Types and Process of Writing Reports	Assignment	Assess report writing procedure and concept of presentation etc.			
	Oral Communication: Meaning, Characteristics, Importance. Presentation: Concept and Types, Visual aids.	Different types of Presentation	PPT, Assignment				
	Revision		PPT				

Head
Department of Management
Sophia Girls' College,
(Autonomous), Ajmer



B.COM ABST HONS. (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

SEM V Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage(%)
July- August	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-60 Understanding-30 Higher Order-10
	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			



Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

August-Sept	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 un-employment, 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>Understanding Based</u> 1. Discuss the importance of rural credit in rural economic development 2. Critically evaluate the government policy for industrial development in rural areas under plan <u>Higher Order Thinking Skills Based</u> Summarize the different aspects of rural economic development
	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		
September-November	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	
	Rural Energy-Features, problems, Energy Development & Utilization : Conventional and non-conventional sources of energy, Windmill, Solar energy	Rural energy and its development	PPTs		
	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 <i>ap</i>		

Dr.
Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



NOVEMBER R - DECEMBER R	UNIT III Deprecation Accounting- Meaning, objective, Causes. Methods of Depreciation- Straight line method, WDV Method, Sinking Fund Method, Annuity Method.	Accounting of Depreciation	PPT, Practical Questions	report and rectify the errors in and after preparation of trial balance.		
	Change in method of Depreciation from Straight Line to WDV and WDV to straight Line with retrospective and without retrospective.	Depreciation	PPT, Practical Questions			
	Rectification of Errors- Types, Rectification of error traced before preparation of Trial Balance and After preparation of Trial Balance.	Rectification of Errors	PPT, Practical Questions			

Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer

02

SOPHIA GIRL'S COLLEGE, AJMER (AUTONOMOUS)

BBA I (SEMESTER I)

BASICS OF ACCOUNTING (BBA-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 AUGUST	UNIT I Meaning and scope of Accounting; Need, development and definition of accounting, Book Keeping and accounting, Objectives of accounting,	Accounting, Book Keeping	PPT, Chart	understand and apply the basic concepts of accounting.	<u>Knowledge Based</u> -What is Accounting -Prepare the format of Trial Balance	Knowledge--60 Understanding-30 Higher Order-10
	Accounting Transactions, Journal, ledger	Recording Transactions	Practical Questions		<u>Understanding Based</u> -Compare the various final accounts. -Classify the different accounts.	
	Trial Balance	Classifying	Practical Questions		<u>Higher Order Thinking Skills Based</u> -Rectify the given Trial Balance and also mention the kind of Error.	
SEPT.- OCTOBER	UNIT II Accounting concepts & Convention	Accounting Principles	PPT, Examples	summarize the process of accounting.	-Critically Evaluate the various accounting Principles	
	Final accounts – Trading Account, Profit and loss account,	Summarising Final accounts	Practical Questions			
	Balance Sheet, adjustment entries.	Final statement	Practical Questions			



B.B.A I (SEMESTER I)
Computers for Management
(BBA- 106)


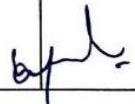

Max. Marks : 70 (50 Ext; 20Int)



Credit: 04

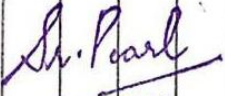
Min. Marks: 28(20 Ext; 8Int)


COURSE PLAN

SEM V Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage(%)
July- August	UNIT I - Introduction to Computer: Definition, Diagram, Characteristics, Hardware & Software. Software & its types, User Interface: Concept of CUI & GUI. MS Windows, Features of Windows, Desktop (My Computer, My Document, Recycle Bin, Network Places, Internet Explorer. Start Menus, Taskbar & its properties, Windows Explorer.	History of Computers, Different Hardware and Software. CUI and GUI	PPT, Video	Understand the difference between an operating system and an application program, and Study different tools of Microsoft Word by hands on practice.	<u>Knowledge Based</u> 1. Define Computer? What are the various characteristics? 2. Discuss the various Functions of MS Access <u>Understanding Based</u> 1. Discuss the differences between CUI and GUI. 2. Discuss the features of Windows. <u>Higher Order Thinking Skills Based</u>	Knowledge-60 Understanding-30 Higher Order-10
	MS-Word: Introduction to MS-Word, Features, Application Areas & its uses, types of views, Creating & Saving: New Document & Templates. Formatting, Editing & Printing: cut, copy, paste, paste special, clipboard, undo, redo, Fonts, Paragraphs: Indentation & Spacing, Columns & Breaks, Styles, Themes, Find, Replace & Goto. Inserting Tables, Picture, ClipArt, Shapes, Smart Art & Charts, Symbols & Equations, Hyperlink,	Microsoft Word : Features and Functions	PPT, Practical			

	Bookmark, Cross-reference. Converting Text to Table & vice versa. Header & Footer. DropCap, Textbox, WordArt, Date & Time, Footnotes & Endnotes, Captions, Watermark, Page Color, page Borders, Page background. Mail merge, Macros, Spelling & Grammar, Auto correct & Auto text. Page Setup, Size, Margins, Gutter, Orientation.				Summarize the process of creating a powerpoint presentation.	
August- Sept	UNIT II- MS-Excel: Introduction, Features, Application Areas & its uses, views & its types, formatting & its types,	MS Excel: Features and Functions	PPT, Practical	Analyze information and visualize data and information in charts, smart arts, and pivot tables.		
	Functions & Formulas (Text: char, concatenate exact, find, left, right, mid, lower, upper, proper, search, substitute, trim. Logical: if, &, or, not. Date & Time: Date, day, month, year, now, today, time, hour, minute, seconds. Math & trig: Abs, int, ceiling, floor, even, odd, fact, mod, pi, power, product, round, roman, sign, sqrt, sum total, sumif, trim. Statistical: Average, count. Information: Islogical, isnumber, ltext.) Charts : Line, bar, column, area, pie. Pivot Tables, Data management: Sort, filters, auditing & tracing, Protecting sheet & workbook.	Formulas of MS Excel			 Head Department of Management Sophia Girls' College (Autonomous), Ajmer	

 <p>pt - November</p>	UNIT III - MS-PowerPoint: Introduction to PowerPoint, Features, Application Areas & its uses, Creating Presentations through Blank Presentations, Templates, Existing Presentations, Views of PowerPoint, Formatting & Customizing Presentations: Inserting Graphics & Animations, Slide Transactions, Custom Animation, Inserting sounds & movies, Set up & Custom Slide Shows. Rehearse Timing, Record Narration & Protecting Presentations. Slide Master, Handouts, Printing Presentations.	MS Powerpoint: Features and Functions MS Access: Features and Functions	PPT, Practical	Design effective presentation by implementing different formatting styles and understand database concepts.		
	MS-Access: Introduction, Application Areas & its uses, concepts of databases, creating a database & tables, adding, editing & searching of records, queries & its types, creating forms & reports, linking, importing & exporting data.					


PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER


Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



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

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

Credit: 04

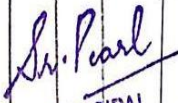
Min. Marks: 40(28 Ext;12 Int)

COURSE PLAN


SEM V Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
July- August	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-commerce Identify the need of E Commerce in today developing economy and contribution to overall economic growth of 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.	Knowledge-60 Understanding-30 Higher Order-10
	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, Video		<u>Understanding Based</u> 1. Integrate the importance of e commerce in business strategies. 2 . Discuss the security issues of e-commerce. <u>Higher Order</u>	



August- Sept	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, Video	Integrate different digital payment platforms and correlate the traditional commerce.	<u>Thinking Skills Based</u> Summarize the different aspects of electronic commerce from defining the theory aspects to devising a real world robust implementation
	EDI- Introduction, networking infrastructure of EDI, Functions & Components of EDI, File types of EDI	Electronic Data Interchange	PPTs		
Sept - November	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	
	Cyber laws- aims, salient provisions; PKI (Public key infrastructure)	Knowledge about Cyber-laws	PPTs		



PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER



Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer

Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

Bz
Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



COURSE PLAN

U.G Programs

2022-23 (II, IV, VI Semester)

Marcel Chaudhary
Department of Commerce and Management



SOPHIA GIRLS' COLLEGE, AJMER (AUTONOMOUS)
BBA (SEMESTER II)
(BBA-205)

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

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

Credit:04

(BUSINESS REGULATORY FRAMEWORK)

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II DEC	UNIT I Contract Act 1872: Meaning of contract, classification, offer and acceptance, Capacity of parties to contract, free consent	Concept of Business Laws, Competency of parties	PPT, Videos,	Identify the concepts of contract, free consent, capacity of contract	<u>Knowledge Based</u> What is an Agreement? Define Minor.	Knowledge--60 Understanding-30 Higher Order-10
	Consideration, Legality of object, Agreements declared void, performance of contract.	Various types of agreements that are void	PPT, videos		<u>Understanding Based</u>	



 PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER	JAN	UNIT II Discharge of contract, Remedies for breach of contract.	Various modes of discharge of contract		Illustrate the Types of Goods and deliveries	Compare the different types of Goods. <i>Higher Order Thinking Skills Based</i>
		Special contracts: Indemnity, Guarantee, and pledge.		PPT		Justify the Need of LLP
	FEB- MARCH	UNIT III Sale of Goods Act 1930: Formation of contracts of sale, Goods and their classification, price, conditions and warranties.	Concept of Sale and Agreement of Sale, Types of Deliveries Types of Goods	PPT & videos	Illustrate the Types of Goods and deliveries.	Critically evaluate the concepts of partnership firm and its registration
		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.	Concept of Partnership and partners, types of partners, registration of Partners, Concept of LLP and advantage over company, Incorporation of LLP	PPT,	Formulate a partnership firm and LLP	

Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



BBA II (SEMESTER IV) QUALITY MANAGEMNT (COMM-303)

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 DEC	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>	
JAN	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 .	-Compare the approaches of various gurus. -Classify the various kinds of cost of quality. <u>Higher Order Thinking Skills Based</u>	
	JIT(Just in Time) : Introduction, Prerequisites,	Just in time	PPT, Examples			




	Components, Benefits, Kanban System.				-“Company has to bear a cost for maintaining the quality” Comment. -Comment on the utility of Quality system standards.	
	Six Sigma : Introduction, DMAIC Process, Advantages, Zero Defect. Benchmarking: Rationale, Approach, Process, Prerequisites, Benefits and obstacles.	Six Sigma	PPT, Case Studies.			
FEB-MARCH	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 .		
	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			

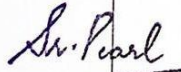


Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer





Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer


 PRINCIPAL
 SOPHIA GIRLS' COLLEGE
 (AUTONOMOUS)
 AJMER


 Head

Head
 Department of Management
 Sophia Girls' College
 (Autonomous), Ajmer



SOPHIA GIRL'S COLLEGE, AJMER (AUTONOMOUS)

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 DEC.	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			
JAN.	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. -Critically Evaluate the benefits of LLP over a partnership firm.	
	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 consumers.	Redressal Agencies	PPT, Case Study			



FEB- MARCH	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	

Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

Heidi
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



SOPHIA GIRLS' COLLEGE, AJMER (AUTONOMOUS)
B.COM HONOURS (SEMESTER VI)
(COMH-605)

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

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

Credit:04




(BUSINESS ETHICS AND GOVERNANCE)

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II DEC	UNIT I Overview of Corporate Governance & Responsibility, Social Responsibility, Ethics and Ethical Dimensions; Scope of Governance, Agency Relationships and Theories; Different Approaches to Corporate Governance.	Introduction to the concept of Corporate Governance, Different Theories	PPT	Understand the significance and relevance of values and ethical conduct in governance.	<u>Knowledge Based</u> What is Corporate Governance?	Knowledge--60 Understanding-30 Higher Order-10
	Board of Directors (BoD) Major players in Corporate Governance, Role of BoD, Legal aspects and liabilities; The Board of Directors, Board Committees, Directors' Remuneration. Duties of the BoD, Committees of the Board-	Major players involved in Corporate Governance	PPT, Video	Highlight the concept of corporate social responsibility, ethics in governance and	<u>Understanding Based</u>	



	Cadbury Report, Green bury report, CII's recommendation, etc.			performance evaluation of Board of Directors along with evaluation and control.	Compare the different Ethical Dimensions	
JAN	UNIT II Code of Corporate Governance What is a Code, Why a Code, and Value of a Code in Indian Environment, Governance: Reporting and Disclosure, Public Sector Governance, Internal Control and Review.	Concept of Code and its necessity. Reporting and Disclosure in Governance	PPT, Quiz	Understanding the relevant committees and their recommendations in respect of effective governance.	<u>Higher Order Thinking Skills Based</u> Justify the Need of Conflict Resolution	
	Corporate Governance - A question of Ethics Understanding values, Values and organization, Conveyance of values, Ethics and Ethos, Values and Corporate Governance, Economic, Legal and ethical Analysis Professional values, ethics and social responsibility, Ethical theories, Different approaches to ethics and social responsibility.	Values in an Organisation. Approaches to Ethics and Responsibility	PPT, Video		Critically evaluate the suggestions of CII	

	FEB- MARCH	UNIT III Ethical Concerns Professions and the public interest, Professional practice and codes of ethics, Conflicts of interest and the consequences of unethical behavior, Ethical characteristics of professionalism, Social and environmental issues in the conduct of business and of ethical behavior	Professional Ethics and Code. Conflict and resolution	PPT	Understanding the various factors affecting professional ethics Learning about the various methods of resolving conflicts in an Organisation and different methods of assessing and evaluating risks	Recommendations	
		Evaluation - A tool for Improved Corporate Governance Evaluation & feed-back cycle in a Board, Conducting Boards performance evaluation Internal control and reporting, Management information in audit and internal control, Identifying and assessing risk, Risk and the risk management process, Categories of risk, Identification, assessment and measurement of risk, Controlling risk, Targeting and monitoring risk, Methods of controlling and reducing risk, Risk avoidance, retention and modeling.	Methods of Evaluation of Governance. Risk Management	PPT, Videos 			 Head Department of Management Sophia Girls' College (Autonomous), Ajmer


 PRINCIPAL
 SOPHIA GIRLS' COLLEGE
 (AUTONOMOUS)
 AJMER


 Head
 Department of Management
 Sophia Girls' College
 (Autonomous), Ajmer



SOPHIA GIRLS' COLLEGE, AJMER (AUTONOMOUS)

B.COM (SEMESTER II)

(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 DEC	UNIT I AGRICULTURE - Importance & development, Marketing, Credit, Green Revolution, problems and remedial measures	Agricultural credit , green revolution	PPT, Videos ,	Outline the role of agricultural finance in developme nt 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</u>	



	Impact of Covid on Indian Agriculture, eNAM Portal				<u>Based</u> - How is FDI different from FPI and Foreign Aid
JAN	UNIT II Foreign exchange rate- fixed and flexible rate, Foreign Direct Investment- Meaning, advantages, limitations, Foreign Indirect Investment: meaning and its role in economic development	Foreign Exchange, FDI & FPI	PPT, Quiz	Understand the various types of investments and the concept of Foreign exchange.	<u>Higher Order Thinking Skills Based</u> -Critically Evaluate the role of multinational corporations in the economic development of India
	Foreign Aid: meaning, types, role of foreign aid in economic development, factors determining the amount of foreign aid for economic development	Foreign aid and determination of the amount required for economic development	PPT		
FEB- MARCH	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	-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		

Sr. Pearl
PRINCIPAL
SOPHIA GIRLS' COLLEGE
(AUTONOMOUS)
AJMER

Pt
Head
Department of Management
Sophia Girls' College
(Autonomous), Ajmer



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

Credit: 04

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

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

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
SEM II DEC	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,	Conditions and warranties	PPT, Examples		<u>Understanding</u>	



	Passing (transfer) of property (ownership) in goods,				<u>Based</u> -Compare the various redressal agencies. -In Case of Breach of Contract What remedies are available to Unpaid Seller. <u>Higher Order Thinking Skills Based</u> -Justify Doctrine of Caveat Emptor. -Explain the need of LLP Act, 2008.	
	Performance of the contract of sale, Rights of Unpaid Seller, Auction sale.	Performance of Contract	PPT, Case Studies, Examples, Role-Play			
JAN	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". 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-Docctrine of Tracing., Discharge of a Trustee, Appointment of a trustee by the court,	Completion of Contract	PPT, Examples, Role-Play			



	Extinction of Trust Revocation of Trust.					
FEB- MARCH	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			
<i>Sr. Pearl</i> PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER	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 <i>Verma</i>		<i>Dr.</i> Head Department of Management Sophia Girls' College (Autonomous), Ajmer	