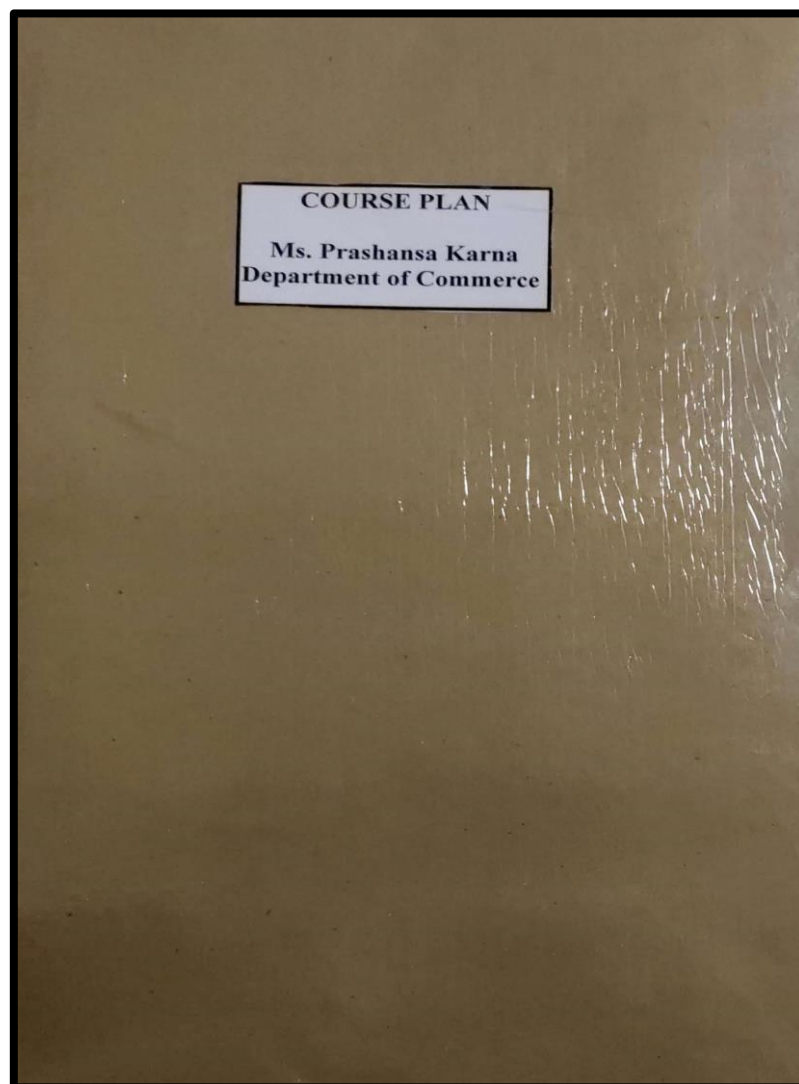




SOPHIA GIRLS' COLLEGE(AUTONOMOUS), AJMER



COURSE_PLAN_2018-19_MS_PRASHANSA_KARNA



Lesson Plan

2018 - 19

Odd semester



B.COM I (SEMESTER I)
Principles of Management (COM - 103)

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 (%)
JULY	Unit- I Nature, Principles and Importance of Management, Schools of Management Thought,	Management ,planning and decision- making	PPT	Explain the concept of management, planning, decision-making	<u>Knowledge Based</u> -Define management? - What do you mean by principle of equity?	Knowledge--60 Understanding-30 Higher Order-10
	Planning: Meaning, Importance, Types and Process					
	Decision making: process, techniques				<u>Understanding Based</u>	
AUGUST	Unit- II Organising: Importance, Types, Structure and Forms of organization,		PPT Charts	Analyse organisation structure and	-Distinguish between delegation and	



	Unit- II Span of Control: concept, factors influencing span of control,	Organisation & forms of Organisation structure		techniques of directing	decentralisation of authority. - Analyse the advantages of decentralisation of authority.
	Delegation, Decentralisation & Centralisation of authority with respective advantages and disadvantages				
SEPTEMBER- OCTOBER	Unit-II Directing: Meaning, Importance and Techniques Unit-III Motivation: Concept, Nature, Importance, Theories- Maslow and Herzberg's two factor theory, Types of Motivation.		PPT, Assignments	outline the concept of motivation, management by objectives & management by exception	<u>Higher Order Thinking Skills Based</u> -Explain importance of motivation. -Discuss the concept of management by objectives.
	Management by objectives	Motivation, Management by exception			
	Management by exception with respective meaning and importance				

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B.Com I(SEMESTER I)
Banking and Financial Management (PAPER I)(COM-105)

(Economic Environment in India)

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

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

Credit:04

COURSE PLAN

SEMIMonth	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	MarksWeightage(%)
SEMI JULY	UNIT – I ECONOMIC ENVIRONMENT-meaning, factors affecting economic environment. Indian economy and its features.	Introduction to economic environment of India	PPT, relating the concepts with the current scenarios	Assess the achievements of planning in India	<u>Knowledge Based</u> -What is economic environment ? -Define economic planning. <u>UnderstandingBased</u> - Analyse the achievements of	Knowledge--60 Understanding-30 Higher Order-10
	New economic policy and its effects. Economic planning-meaning, importance and objectives, achievements of planning in India.	Basics of economic planning, 1-12 five year plans, their achievements and failures	PPT and lecture method			
	NITI AAYOG.	Its meaning, structure, pillars, objectives, recent initiatives	Learning based on data available			



AUGUST	UNIT II POPULATION- characteristics, causes of growth, New Population policy in India. Problems relating to population, unemployment, poverty.		General discussions and expression of different views	Analyse the effects of population explosion, unemployment and poverty on economic developemnt	new economic policy. -identify the cause of population growth. <u>Higher Order Thinking Skills Based</u> -Justify the reasons for the government taking up different steps for sick industries.
SEPTEMBER- OCTOBER	REGIONAL IMBALANCE-factors responsible & measures. Human resources and Economic development.	Cause and effect relation between human resources and environment	Conclusions based on the data		
	UNIT III Industrial development & industrial policy, industrial sickness:- causes, consequences & measures. Small scale and cottage Industries-features, problems, initiatives by the Government,	Analysis of Indian industries and their problems. Measures for industrial development	PPT presentations and discussions	Evaluate the role of small scale and cottage industries in economic development	
	Youth Skill Development.	Introduction to government measures for youth	New concept. Study through PPT and notes		

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B.Com II(SEMESTERIII)
Banking and Financial Management (PAPERI)(COM-305)

(Financial Management)

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

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

Credit: 04

COURSE PLAN

SEMIII Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	MarksWeightage(%)
JULY	UNIT – I Meaning, scope, importance & limitations , of financial management, task & responsibilities of a modern finance manager. Finance functions:investment, financing& dividend decision	Introduction to the subject and its role. Practical knowledge of the ratios	Theory though PPT.	Develop the understanding of financial analysis techniques in order to determine profitability and liquidity	<u>Knowledge Based</u> -What is financial management ? -Define wealth maximisation <u>Understa ndingBas ed</u> -Compare investment, financing& dividend decisions -identify the methods of calculating	Knowledge-50 Understanding-35 Higher Order-15
	Profit v/s wealth maximisation. Techniques of financial analysis. Ratio analysis: liquidity, activity,	Objectives of Financial Management	Practical knowledge through examples			
AUGUST	profitability & investment ratio.		Question solving			



	UNIT II Management of working capital- Meaning, concept, policies, types and methods.	Conceptual study of working capital		Review the conceptual framework of management of working capital and inventory	working capital. <u>Higher Order Thinking Skills</u> <u>Based</u> -evaluate the different sources of finance.	
SEPTEMBER- OCTOBER	Management of Inventories- Meaning, concept and methods. Management of Receivables.	Deep knowledge about management of these current assets	Practical knowledge			
	UNIT III Sources of finance - long term & short term sources.	Understanding the different sources from where finance can be arranged	PPT	Calculate the cost of capital raised from different sources		
	Cost of capital - Meaning, significance & its computation.	Concept of cost of capital from different sources	Practical question solving			

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B.Com III(SEMESTER V)
Banking and Financial Management (PAPER II)(COM-506)

(Monetary and Financial System)

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	MarksWeightage(%)
JULY	UNIT – I Money:- meaning, functions, role, type of money, Monetary Standard, Methods of note issue..	Meaning and types of money and its role	PPT and explanation	Develop an understanding of role and functions of money	<u>Knowledge Based</u> -Define money <u>Understanding Based</u> -Compare the different measures of money supply in India. -identify the different instruments of money market.	Knowledge-40 Understanding-35 Higher Order-25
	High powered money: meaning and uses; sources of change in high powered money, Alternative measures to money supply in India- Their different components. Elementary study of demand for money	Other concepts related to money	Explanation of the concept			



AUGUST	UNIT II Financial Systems meaning, Significance, Components, Financial intermediaries, Markets and Instruments and their functions.	Study of different components of financial system and detailed study of money and capital market.	Practical knowledge with discussions	Summarize the entire financial system of India.	<u>Higher Order Thinking Skills Based</u> The general price levels are rising. In your opinion, what should be done?	
	Money and capital market.					
SEPTEMBER- OCTOBER	Devaluation of money, Inflation, stagflation, Deflation and its control, Merits and Demerits.	Different types of fluctuations in prices	PPT and discussion method			
	UNIT III Credit Creation by Bank, Credit Creation process, Determination of money Supply and Total Bank Credit, Monetary Policy and Techniques of Credit Control, Fiscal Policy.	Meaning of credit and the monetary and fiscal measures	Practical knowledge of how the monetary system works	Debate on the monetary and fiscal policy of India		

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2018-19

EVEN SEM.

B.COM I (SEMESTER II)
Principles of Management (COMM-203)

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

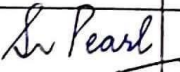


Min. Marks: 40(28 Ext;12 Int)

Credit: 04

COURSE PLAN

SEM II Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	Marks Weightage (%)
December	Unit- I Coordination: Meaning, Need and Techniques.	Management ,planning and decision- making	PPT	Analyse leadership styles & Importance of control	<u>Knowledge Based</u> -Define Coordination. - What do you mean by controlling?	Knowledge--60 Understanding-30 Higher Order-10
	Leadership: Concept, Characteristics, Importance, Styles; Leadership v/s Management				<u>Understanding Based</u> -Explain the importance of leadership. - Analyse the techniques of strategic management.	
	Controlling: Introduction, Nature, Objectives, Importance, Types, Process, Techniques					
January	Unit- II Communication: Introduction, process, types, barriers to communication and Modern techniques of communication		PPT Charts	Interpret the concepts of communication and strategic management		



	Strategic Management: Concept, Importance, Functions and Scope, Techniques	Organisation & forms of Organisation structure				
February- March	Unit-III Organisational Behaviour: Introduction, Elements and Scope, Advantages & Limitations		PPT, Assignments	Develop an understanding of organizational behaviour, E-Commerce	Higher Order Thinking Skills Based -Explain the barriers to communication. -Discuss the concept of e-commerce.	
	Management of change: Meaning, Importance, Process of Change Resistance to change: Meaning, Reasons for resistance to change on part of employees, Measures to overcome resistance to change.	Motivation, Management by exception				
	E-commerce: Introduction, Advantages of E-commerce as compared to traditional system. Revision	 PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER			 Head Department of Commerce Sophia Girls' College (Autonomous), Ajmer	



SOPHIA GIRL'S 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 DEC	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	
JAN	ECONOMY OF RAJASTHAN- basic characteristics, features of population. Agriculture, industry. power, transport and	Population Characteristics	PPT , videos	Understand the economical Characteristic s of	<u>Higher Order</u>	



	tourism sectors in Rajasthan:- characteristics , prospects, problems and challenge		PPT	Rajasthan	<u>Thinking Skills Based</u> -Critically Evaluate the role of multinational corporations in the economic development of India -Analyse the importance of multinational corporations in the development of Indian Industries	
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		
	Investment of foreign capital in India, role of multinational corporations in Indian economy.	Foreign direct investment	PPT, understanding through data analytical tables			

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B.Com II(SEMESTER IV)
Banking and Financial Management (PAPER I)(COM-405)

(Financial Analysis)

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

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

Credit: 04

COURSE PLAN

SEMIV Month	UNIT/TOPIC	Concepts/facts	Teaching Pedagogy	Learning Outcomes	Questions	MarksWeightage(%)
DECEMBER - JANUARY	UNIT – I Funds flow analysis- preparation of changes in working capital and sources and uses of funds.	Meaning of funds and understanding the causes of flow of funds	Practical knowledge through examples	Develop the understanding of techniques of preparing the fund flow and cash flow statement.	<u>Knowledge Based</u> -What is working capital? -Define cash flow from investing activities.	Knowledge-50 Understanding-35 Higher Order-15
	Cash flow analysis, difference between fund flow and cash flow analysis.	Understanding the difference between fund flow and cash flow			<u>Understanding Based</u> -Compare the different theories of capital structure.	
FEBRUARY	UNIT II Capital structure - theories and determinants, essentials of optimum capital structure. Cost volume profit analysis.	Understanding of contribution, P/v Ratio and the theories of capital structure	PPT and lecture method	Calculate the break even point and the profits on given sales	<u>Higher Order</u>	



MARCH	UNIT III Dividend policies- essentials of study of dividend policy, Walter and Gordon's model.	Develop the understanding about types of dividend policies	PPT	To compare the different methods of calculation of dividend	<u>Thinking Skills Based</u> -Compute the three types of leverages.	
	Leverage - operating & financial leverage, trading on equity.	Introduction to the concept of leverage	Practical knowledge	Tell the different types of leverages		

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B.Com III(SEMESTERVI)
Banking and Financial Management (PAPERII)(COM-606)

(Banking and Financial Institutions)

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	MarksWeightage(%)
DECEMBER- JANUARY	UNIT – I Interest Rates : Various Rates (viz, Bond, Bill & Deposit Rates) with reference to India Administrated Rates and market Determined Rates, Sources of Difference in Rates of Interest, Behaviour of Average Level of Interest Rates.	Meaning and types of interest rates	Awareness of the current rates of interest applicable in India	Develop an understanding of the behaviour of different rates of interest	<u>Knowledge Based</u> -Define interest. <u>Understa ndingBas ed</u> -Compare the different types of rates of interest. -Identify the role of IMF in maintaining international liquidity.	Knowledge-40 Understanding-35 Higher Order-25
	Value of Money- Quantity Theory of Money, Fisher, Cambridge and Keynes Approach.	Different theories of money given by popular economists	Explanation of the concept		<u>Higher Order Thinking Skills Based</u> -Appraise the present credit policy of R.B.I.	



FEBRUARY	UNIT II International Financial Institutions and its affiliates, International monetary fund, International Bank for Reconstructions and Development, IDA, IFC and ADB-objectives, functions, organisation, achievement and shortcomings.	Understanding of the working of different international financial institutions.	Practical knowledge with discussions	Summarize the international financial institutions.		
MARCH	UNIT III Problems and Policies of allocations of Institutional Credit, Problems between the Government and the Commercial Sector, Inter-Sectoral and Inter-Regional problems, problems between large and small borrowers,	Institutional credit and its implications for the commercial sector and the government	PPT and discussion method	Understanding of institutional credit		
S. Pearl PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER	Banking and Financial Reforms in India, R.B.I. functions, Present Credit Policy and its limitations.	Understanding the banking and the financial sector reforms in India.	Practical knowledge of the present credit policy of R.B.I.	S. Pearl PRINCIPAL SOPHIA GIRLS' COLLEGE (AUTONOMOUS) AJMER	S. Pearl	Department of Commerce Sophia Girls' College (Autonomous), Ajmer