

**M. L. Dahanukar College of Commerce**

**Teaching Plan: 2022-23**

**Department: Bachelor of Management Studies**

**Class: FYBMS**

**Semester: I**

**Subject: Business Communication**

**Name of the Faculty Member: Dr. Sudha S**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
September	Concept of communication Channels and objectives of communication Methods and Modes of communication	Brain Storming	15
October	Barriers in communication Listening Introduction to Business Ethics	Presentation Listening Skills	15
November	Theory of Business Letter Writing Personal Correspondence	Writing Skills	15
December	Commercial Terms used in Business Communication Paragraph Writing	Speaking skills Reading Comprehension	15
	<b>Total no. of lectures</b>		<b>60</b>

**M. L. Dahanukar College of Commerce**

**Teaching Plan: 2022-23**

**Department: Bachelor of Management Studies**

**Class: FYBMS DIV A & B**

**Semester: I**

**Subject: Business Economics**

**Name of the Faculty Member: Neetu Saad**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
August			
September	<b>Module :2 Demand Analysis</b> <b>Demand Function</b> - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)- relationship between elasticity of demand and revenue concepts <b>Demand estimation and forecasting:</b> Meaning and significance - methods of demand estimation : survey and statistical methods ( <i>numerical illustrations on trend analysis and simple linear regression</i> )	1 Assignment 1 Online Exam	15 Lecture
October	<b>Module : 3 Supply and Production Decisions and Cost of Production</b> <b>Production function:</b> short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale	1 Assignment 1 Online Exam	15 Lecture

	<p>- Expansion path - Economies and diseconomies of Scale.</p> <p><b>Cost concepts:</b> Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (<i>hypothetical numerical problems to be discussed</i>), LAC and Learning curve - Break even analysis (<i>with business applications</i>)</p>		
November	<p><b>Module 4 : Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition</b></p> <p>Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long- run equilibrium of a firm under Monopoly</p> <p><b>Monopolistic competition:</b> Equilibrium of a firm under monopolistic competition, debate over role of advertising (<i>topics to be taught using case studies from real life examples</i>)</p> <p><b>Oligopolistic markets:</b> key attributes of oligopoly - Collusive and non-collusive oligopoly market - Price rigidity - Cartels and price leadership models</p>	<p>1 Assignment</p> <p>1 Online Exam</p>	<p>15 Lecture</p>
December	<p><b>Module 1: Scope and Importance of Business Economics</b> - basic tools- Opportunity Cost Principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium</p> <p><b>Module 5: Pricing Practices</b> Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing,</p>	<p>1 Assignment</p> <p>1 Online Exam</p>	<p>15 Lecture</p>

	Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing		
	<b>Total no. of lectures</b>		<b>60</b>

**M. L. Dahanukar College of Commerce**

**Teaching Plan: 2022-23**

**Department: Bachelor of Management Studies**

**Class: FYBMS**

**Semester: 1**

**Subject: BUSINESS LAW**

**Name of the Faculty Member: ADV.ASHWINI DESAI**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
August			
September	Law of contract essential elements consideration ,free consent, object, unpaid seller SOGA introduction		17
October	The consumer protection act introduction to IP act		15
November	Warranty condition formation Companies act		14

December	Prospectus ,meeting ,trade mark, patent revision	MOOT COURT	14
	<b>Total no. of lectures</b>		<b>60</b>

**M. L. Dahanukar College of Commerce**

**Teaching Plan: 2022-23**

**Department: Bachelor of Management Studies**

**Class: FYBMS**

**Semester: 1**

**Subject: Foundation Course**

**Name of the Faculty Member: Mrunmayi Vengurlekar**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
August			
September	Multi-Cultural Diversity,Caste System,Linguistic Diversity,Regional Variations .	Assignments on rural urban divide .	18

October	Social inequality, Violence against Women, Disability.	Presentations on given topics .	17
November	Casteism, Communalism, Effects of Regionalism.	Interactive session on topics given in class .	15
December	Structure of Constitution, Duties of Indian Citizens, Party system in Indian Politics .	Assignments on women in Politics .	10
	<b>Total no. of lectures</b>		<b>60</b>

**M.L.Dahanukar College of Commerce**

**Teaching Plan: 2022-23**

**Department: Bachelor of Management Studies**

**Class: FYBMS**

**Semester: I**

**Subject: Foundation of Human Skills**

**Name of the Faculty Member: Siddhi Kadam**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
August	Understanding of Human Nature Individual Behaviour Personality and attitude:	Case studies	16

	<ul style="list-style-type: none"> <li>• Thinking, learning and perceptions</li> </ul>		
September	<p>Introduction to Group Behaviour</p> <p>Group Dynamics</p> <p>Team effectiveness: Organizational processes and system.</p> <p>Organizational conflicts and resolution:</p> <p>Power and politics</p>	Presentations	16
October	<p>Organizational Culture and Motivation at workplace</p> <p>Organizational Culture:</p> <ul style="list-style-type: none"> <li>♣ Characteristics of organizational culture.</li> <li>♣ Types, functions and barriers of organizational culture</li> <li>♣ Ways of creating and maintaining effective organization culture</li> </ul>	Case studies	20
November	<p>Motivation at workplace: Concept of motivation</p> <p>Theories of motivation in an organisational set up.</p> <ul style="list-style-type: none"> <li>♣ A.Maslow Need Heirachy</li> <li>♣ F.Hertzberg Dual Factor</li> <li>♣ Mc.Gregor theory X and theory Y.</li> </ul> <p>Waysofmotivating through carrot (positive reinforcement) and stick (negative reinforcement) at workplace.</p>	Case studies	04
December	<p>Organisational Change, Creativity and</p>	Presentations	04

	Development and Work Stress • Organisational change and creativity Organisational Development and work stress		
	<b>Total no. of lectures</b>		<b>60</b>





**M. L. Dahanukar College of Commerce**

**Teaching Plan: 2020 - 21**

**Department: Bachelor of Management Studies**

**Class: FYBMS**

**Semester: I**

**Subject: Introduction to Financial Accounts**

**Name of the Faculty Member: Rakhi Pitkar**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Additional Activities planned / done</b>	<b>Number of Lectures</b>
September	Introduction to Accounting	Topic related Video shown	16
October	Accounting transactions		16
November	Depreciation, Trial Balance		16
December	Final Accounts		12
	<b>Total no. of lectures</b>		<b>60</b>

**Class: FYBMS**

**Semester: I**

**Subject: .Business Statistics**

**Name of the Faculty: Neha Joshi**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Internal assessment</b>	<b>Number of lectures</b>
June	Introduction to Statistics  • Introduction: Functions/Scope, Importance, Limitations • Data: Relevance of Data(Current Scenario), Type of data(Primary & Secondary), Primary(Census vs Samples, Method of Collection (In Brief), Secondary(Merits, Limitations, Sources) (In Brief)	Introduction to Statistics  • Introduction: Functions/Scope, Importance, Limitations • Data: Relevance of Data(Current Scenario), Type of data(Primary & Secondary), Primary(Census vs Samples, Method of Collection (In Brief), Secondary(Merits, Limitations, Sources) (In Brief)	12
July	Measures of Dispersion, Co-Relation and Linear Regression	Secondary(Merits, Limitations, Sources) (In Brief)	16
August	Time Series and Index Number  Index Number: Simple(unweighted) Aggregate Method, Weighted Aggregate Method, Simple Average of Price Relatives, Weighted Average of Price Relatives, Chain Base Index Numbers, Base Shifting, Splicing and Deflating, Cost of Living Index Number		14
September	Probability and Decision Theory		16