

M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 – 26

Department: B. Com (BA)

Class: F.Y. B. Com (BA)

Semester: II

Subject: Business Law

Name of the Faculty: Kruti Vyas

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Module 1: Nature and Relation of Partner Definition of partnership partner form and forms name section 4, Elements of partnership, True test of partnership, Partnership distinguished from the other forms of organization, kinds of partnership, types of partners, relation of a partner to one another.		8
December	Partnership property section 14, personal profit earned by partners section 16, rights and duties of partners after a change in the firm. Section 17 relation of partners to 3 rd parties, Effect of admission of a partner, Section 23 effect of notice of acting partner. Section 24 liability to third party section. 25 to section 27. Rights of transfer of a partner's interest. Section 29 minor admitted to the benefits of partnership. Section 30. Legal consequences of partner coming in and going out. Section 31 to section 35, Rights of ongoing partner to carry on computing business section. 36, Right of ongoing partner in certain cases to share subsequent profit Section 37, Revocation of continuing guarantee by change in the firm section 38.		6
January	Module 2: winding up and dissolution, Nature and Relation of LLP The registration of firms, consequences of non registration. Section 69 dissolution of form. Section 39 to section 47, Consequences of dissolution of firm section 45 to section 55 Conversion of firm to LLP, conversion of unlisted	Presentations	8

	company to LLP. Conversion of private company to LLP, Registration and effect of registration, Defunct LLP, Voluntary winding up, winding up by Tribunal		
February	Salient features of LLP definitions characteristics of LLP. LLP agreement advantages of LLP disadvantages of LLP. procedure for incorporation section 11 to 21 procedure of incorporation distinguished between LLP, 2008 and partnership Act 1932 distinguished between limited liability partnership and a company. liability of a partner. Liability of the limited liability partnership holding out whistleblowing.	Presentations	8
	Total Lectures		30

Sign of Faculty

**Dr. Rashmi Bendre
Sign of Coordinator**

M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B. Com (BBA)

Class: F.Y. B. Com (BBA)

Semester: II

Subject: EVS

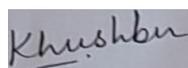
Name of the Faculty: Dr. Khushbu Shrivastav

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Population Explosion in the World and in India and arising Concerns, Demographic Transition Model, Human Population and Environment	Presentation	08
December	Environment and Human Health, Poverty and Starvation, Human Development Index, World Happiness Index	quiz	06
January	Degradation and Management of Air, Water, Soil and Forest, Global Warming, Ozone Depletion, Acid Rains	Presentation	08
February	Falling Water Levels, Environmental Migration and Social Conflicts, Name and Mark Environmentally Significant features on World Map	Map Marking	08
			30

Dr. Khushbu A Shrivastav

Dr. Rashmi Bendre

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M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B. Com (BA)

Class: F.Y. B. Com (BA)

Semester: II

Subject: IT in Business Administration

Name of the Faculty: Lekshmi Prashant

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Basics of Word Processing, Screen Layouts,, Docuemnts, Formatting text and paragraph, Bulletes and Numbered list, Spelling and grammars, Page formatting, Creating Tables	Practical, Practice questions, test, quizzes, assignments	08
December	Hyperlink, Mail merge utility, protecting and finding documents, printing documents, converting word to pdf. MS Powerpoint Basics of slide design, charts, smart arts, tables, images, transitions, animations, hypelinks for interactivity.	Practical, Practice questions, test, quizzes, assignments	06
January	MS excel creating and renaming and formatting work book, basic fucntions in Excel, filtering, sorting and data protection	Practical, Practice questions, test, quizzes, assignments	08
February	Google docs and sheets creating and editing documents, real time collaborations comments, suggestions, track changes , sharing and setting permissions in goocle drive	Practical, Practice questions, test, quizzes, assignments	08
	Total Lectures		30

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M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B. Com (B&I)

Class: F.Y. B. Com (B&I)

Semester: II

Subject: Business Economics

Name of the Faculty: Mr. Oberoi

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Module 1: Introduction to Macroeconomics Theory <ul style="list-style-type: none">• Macroeconomics: Meaning, Scope and Importance• The Measurement of National Product: Meaning and Importance• Conventional and Green GNP and NNP Concepts.• Trade Cycles: Features and Phases	Viva and Assignment	08
December	Module 1 (contd.): <ul style="list-style-type: none">• The Keynesian Principle of Effective Demand: Aggregate Demand and Aggregate Supply• Consumption Function, Investment Function, Investment Multiplier: Working, Leakages and Criticism.	Viva and Assignment	06
January	Module 2: Money, Inflation and Economic Policies <ul style="list-style-type: none">• Money Supply: Determinants of Money Supply• Factors influencing Velocity of Circulation of Money• Demand for Money: Classical, Keynesian Approaches and Keynes' Liquidity Preference theory of Interest.	Viva and Assignment	08
February	Module 2 (contd.): <ul style="list-style-type: none">• Inflation: Demand-Pull and Cost-Push Inflation• Effects and Types of Inflation• Monetary Policy: Meaning, Objectives and Instruments• Monetary Policy Committee, Inflation Targeting• Fiscal Policy: Meaning, Objectives and Instruments.	Viva and Assignment	08
	Total Lectures		30

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Teaching Plan: 2025 – 26

Department: B. Com (BA)

Class: F.Y. B. Com (BA)

Semester: II

Subject: Marketing Management

Name of the Faculty: Priya Tiwari

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Module 1: Introduction to Marketing <ul style="list-style-type: none">• Marketing: Definition, Features, Advantages, Scope, Functions of marketing, Evolution of Marketing Concept:-: Production concept; Product concept; selling concept and marketing concept, social relationship, Holistic marketing.• Marketing v/s Selling, Interface of Marketing with functional areas, Core Concepts of Marketing: Needs, wants and demands, transactions, transfer and exchanges.		16
December	Module 2: Marketing Environment and Consumer Behavior <ul style="list-style-type: none">• Marketing Environment: Meaning, Importance, Components of Environment- Micro and Macro, Marketing Research- Meaning, Features, Objectives, Advantages, Problems, Types of Marketing Research: Consumer Research, Product research, Sales research, Production research.• Management Information Systems – Meaning, Features, Components, Essentials of a good MIS, Importance, Consumer Behavior: Nature and Importance, Factors influencing consumer buying behavior, Consumers		12

	Buying Process.		
January	<p>Module 3: Marketing Mix</p> <ul style="list-style-type: none"> • Marketing mix: Meaning, Features, Elements of Marketing Mix, 7 P's of Marketing; Product: Levels of Product, Product Life cycle, Product Planning decisions, new product development process, Pricing: Objectives, Factors influencing pricing policy, Pricing strategy and policies. • Place (Physical Distribution): meaning – factor affecting channel selection-types of distribution channels, channel conflicts, Promotion: meaning, significance, elements of promotions, factors affecting marketing mix 	Presentations	16
February	<p>Module 4: Segmentation, Targeting and Positioning and Trends in Marketing</p> <ul style="list-style-type: none"> • Segmentation – Meaning, Importance, Basis, Essentials, Problems • Targeting – meaning, types • Positioning – meaning, importance, strategies, Service Marketing- Meaning, features of services, services marketing mix. • Recent trends in marketing – E-marketing, Internet marketing, Social Media marketing, Relationship marketing, Social Marketing, Green Marketing, Influencer Marketing, Meme Marketing, Use of AI in marketing, Ethical Marketing, Augmented and Virtual reality. 	Presentations	16
	Total Lectures		60

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M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 – 26

Department: B. Com (BA)

Class: F.Y. B. Com (BA)

Semester: II

Subject: Human Resource Management Name of the Faculty: Sneha / Dr. Reena

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Module 1: Introduction Human Resource Management & HR Procurement. • Human Resource Management: Meaning, Scope, Functions and Objectives of HRM. Traditional HRM V/S Strategic HRM, Human Resource Planning: Concept, Needs, Factors affecting HRP, Requisites for successful HRP, Changing role of HR Manager. • Job Analysis – Meaning, features, Importance, Components. Job Design - Meaning, Features, Factors Affecting Job Design & Techniques of Job design. Job Evaluation- Meaning, methods, advantages & limitations. Job Description: Concept. Job Specification: Concept		16
December	Functions of Human Resource Management I • Recruitment- Meaning, Sources, Methods. Selection- Concept, Procedure, Selection test, Psychometric tests, Interview- types, Induction and orientation- Concept, Importance, Types. role of a buddy in the induction process. • Training & Development – Meaning, Importance, Objectives, Methods of training. Promotions- Meaning & Basis, Transfers-		12

	Meaning & Types		
January	<p>Module 3: Functions of Human Resource Management II</p> <ul style="list-style-type: none"> • Performance Appraisal -Meaning, Importance, Methods, Advantages and Limitations of Appraisal, Career Planning – Concept, Importance, Succession Planning – Concept & Importance, Mentoring & Counselling- Concept, Needs. Employee Welfare – Meaning, Importance. • Compensation: Meaning, Salary & Wages- factors and essentials, Incentives- Meaning, Incentives tools (ESOPs, RSUs, phantom stock, etc.), Fringe Benefits- Concept. VRS, CRS- Concepts. Workers Participation Management (Overview) 	Presentations	16
February	<p>Module 4: Recent Trends in Human Resource Management.</p> <ul style="list-style-type: none"> • HRM in changing environment- Concept and Reasons, Learning organizations- Concept. Innovation culture- Concept, Need., Creating an innovative organization, Importance. Human resource Information System (HRIS) – Concept, Importance. • Employee Empowerment- concept, Work life Balance- concept, methods. Domestic and International HR Practices, Challenges before HR manager, Sexual Harassment at work place and importance of POSH. Competency Mapping, Feedback and negotiation skills. 	Presentations	16
	Total Lectures		60

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Department: B. Com (BA)

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Semester: II

Subject: Cost and Management Accounting Name of the Faculty: Urvasi Bhagat

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	<p>Module 1: Introduction to Management Accounting</p> <ul style="list-style-type: none">• Meaning, Features, Scope, Importance, Functions, Role of Management Accounting• Management Accounting Framework, Tools, Relationship with Financial Accounting• Vertical form of Balance Sheet and Profit & Loss Account• Ratio Analysis: Meaning, Classification, Advantages and Limitations<ul style="list-style-type: none">→ Balance Sheet Ratios: Current Ratio, Liquid Ratio, Working Capital Ratio, Proprietary Ratio, Debt Equity Ratio, Capital Gearing Ratio→ Revenue Ratios: Gross Profit, Expenses, Operating, Net Profit, Stock Turnover Ratios→ Combined Ratios: Return on Capital Employed, Proprietor's Fund, Equity, Dividend Payout, Debt Service Coverage, Debtors & Creditors Turnover Ratios	Case analysis on interpretation of ratios and management decisions	16
December	<p>Module 2: Introduction to Cost Accounting</p> <ul style="list-style-type: none">• Meaning, Scope, Objectives, Techniques of Costing• Advantages and Limitations• Elements of Cost and Preparation of Cost Sheet (Simple Problems)	Numerical practice on cost sheet preparation	12

January	<p>Module 3: Standard Costing and Marginal Costing</p> <ul style="list-style-type: none"> • Standard Costing: Meaning, Features, Advantages, Limitations • Computation of Material, Labour, and Overhead Variances • Marginal Costing: Meaning, Features, Advantages, Limitations • Cost-Volume-Profit Analysis, PV Ratio, BEP, Margin of Safety (Problems) 	Practice session on variance computation and CVP analysis	16
February	<p>Module 4: Budget and Budgetary Control</p> <ul style="list-style-type: none"> • Meaning, Steps in Budgetary Control • Types of Budgets: Sales, Production, Material Purchase, Labour, Overhead, Cash and Master Budgets • Fixed and Flexible Budgets, Zero-Based Budgeting 	Preparation of master and flexible budgets in group activity	16
	Total Lectures		60

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Semester: II

Subject:

Name of the Faculty:

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 60 minutes)
November	Concept of Corporation Communication, Types, Channels of Corporate Communication, Business Presentation, Public Speaking	Practice of public speaking with games	08
December	Business etiquettes, Email, RTI, Sales Letter, Consumer Grievance Letter, Adjustment Letter, Promotional Leaflet	Practicing writing of different letters.	06
January	Thank You, Permission, Invitation letter, conflict management, Negotiation skills, Leadership Communication, Influencing and Motivating team members, Organisational vision, goal, strategies.	Games for team building	08
February	Team Communication, Collaborative decision making and Problem Solving, Team Leadership and Crisis Management	Giving mock crisis situation to the students and developing crisis management and Team Leadership	08
	Total Lectures		30

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