

M.L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: Project Management

Name of the Faculty Member: Ms. Labhesh Chaudhari

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Module I Intro to Project Management & Project Initiation	Project Selection	12
Dec 25	Module II Analysing Project Feasibility	Project Analysis	12
Jan 26	Module III Budgeting, Cost, Risk Estimates	Project Planning	10
Feb 26	Module IV New Dimension in Project Management	Business Model	10
March 26	Module IV New Dimension in Project Management	Business Model	4
	Total no. of lectures		48

Ms. Labhesh Chaudhari

Dr. Mitali S

Sign of Faculty

Sign of Coordinator

M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: International Finance

Name of the Faculty Member: Rashmi Bendre

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	<p>Introduction to International Finance:</p> <p>Meaning/ Importance of International Finance, Scope of International Finance, Globalization of the World Economy, Goals of International Finance, The Emerging Challenges in International Finance b) Balance of Payment:</p> <p>Introduction to Balance of Payment, Accounting Principles in Balance of Payment, Components of Balance of Payments, Balance of Payment Identity Indian Heritage in Business, Management, Production and Consumption. c) International Monetary Systems:</p> <p>Evolution of International Monetary System, Gold Standard System , Bretton Woods System, Flexible Exchange Rate Regimes – 1973 to Present, Current Exchange Rate Arrangements, European Monetary System, Fixed & Flexible Exchange Rate System d) An introduction to Exchange Rates:</p> <p>Foreign Bank Note Market, Spot Foreign Exchange Market</p> <p>Exchange Rate Quotations ♣ Direct & Indirect Rates ♣ Cross Currency Rates ♣ Spread & Spread %</p> <p>Factors Affecting Exchange Rates</p>	Market Watch	12
Dec 25	<p>Foreign Exchange Markets:</p> <p>Introduction to Foreign Exchange Markets, Structure of Foreign Exchange Markets, Types of Transactions & Settlement Date, Exchange Rate Quotations & Arbitrage, Forward Quotations (Annualized Forward Margin) b) International Parity Relationships & Foreign Exchange Rate:</p> <p>Interest Rate Parity, Purchasing Power Parity & Fishers Parity, Forecasting Exchange Rates (Efficient Market Approach, Fundamental Approach, Technical Approach, Performance of the Forecasters), Global</p>	Group Discussions	12

	<p>Financial Markets & Interest Rates (Domestic & Offshore Markets, Money Market Instruments) c) Currency & Interest Rate Futures:</p> <p>Introduction to Currency Options (Option on Spot, Futures & Futures Style Options), Futures Contracts, Markets & the Trading Process, Hedging & Speculation with Interest Rate Futures, Currency Options in India</p>		
Jan 26	<p>Euro Currency Bond Markets: Introduction to Euro Currency Market, Origin of Euro Currency Market, Euro Bond Market (Deposit, Loan, Notes Market), Types of Euro Bonds, Innovation in the Euro Bond Markets, Competitive Advantages of Euro Banks, Control & Regulation of Euro Bond Market b) International Equity Markets & Investments:</p> <p>Introduction to International Equity Market, International Equity Market Benchmarks, Risk & Return from Foreign Equity Investments, Equity Financing in the International Markets, Depository Receipts – ADR,GDR,IDR c) International Foreign Exchange Markets:</p> <p>Meaning of International Foreign Exchange Market, FERA v/s FEMA, Scope & Significance of Foreign Exchange Markets, Role of Forex Manager, FDI v/s FPI, Role of FEDAI in Foreign Exchange Market d) International Capital Budgeting:</p> <p>Meaning of Capital Budgeting, Capital Budgeting Decisions, Incremental Cash Flows, Cash Flows at Subsidiary and Parent Company, Repatriation of Profits, Capital Budgeting Techniques – NPV</p>	Market Watch	10
Feb 26	<p>Foreign Exchange Risk Management:</p> <p>Introduction to Foreign Exchange Risk Management, Types of Risk, Trade & Exchange Risk, Portfolio Management in Foreign Assets, Arbitrage & Speculation b) International Tax Environment:</p> <p>Meaning of International Tax Environment, Objectives of Taxation, Types of Taxation, Benefits towards Parties doing Business Internationally, Tax Havens, Tax Liabilities c) International Project Appraisal:</p>	Market Watch	10
March 26	<p>Meaning of Project Appraisal, Review of Net Present Value Approach (NPV), Option Approach to Project Appraisal, Project Appraisal in the International Context, Practice of Investment Appraisal</p>	Debate	4
	Total no. of lectures		48

Rashmi Bendre

Sign of Faculty

Dr. Mitali S

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M.L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: BMS

Class: TYBMS

Semester: VI

Subject: INNOVATIVE FINANCIAL SERVICES

Name of the Faculty: Rahul Pandey

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 50 minutes)
Nov 25	<p>Unit 01 - Introduction to Traditional Financial Services</p> <p>Financial Services: Concept, Objectives/Functions, Characteristics, Financial Service Market, Financial Service Market Constituents, Growth of Financial Services in India, Problems in Financial Services Sector, Banking and Non-Banking Companies, Regulatory Framework</p> <p>Factoring and Forfaiting: Introduction, Types of Factoring, Theoretical Framework, Factoring Cost, Advantages and Disadvantages of Factoring, Factoring in India, Factoring v/s Forfaiting, Working of Forfaiting, Benefits and Drawbacks of Forfaiting, Practical Problems.</p> <p>Bill Discounting: Introduction, Framework, Bill Market Schemes, Factoring V/s Bill Discounting in Receivable Management</p>	ASSIGNMENT/QUIZ	14
Dec 25	<p>Unit 2 - Issue Management and Securitization</p> <p>Issue Management and Intermediaries: Introduction, Merchant Bankers/ Lead Managers, Underwriters, Bankers to an Issue, Brokers to an Issue</p> <p>Stock Broking: - Introduction, Stock Brokers, Sub-Brokers, Foreign Brokers, Trading and Clearing/Self Clearing Members, Stock Trading (Cash and Normal) Derivative Trading</p> <p>Securitization: Definition, Securitization v/s Factoring, Features of Securitization, Pass Through Certificates, Securitization Mechanism, Special Purpose Vehicle, Securitisable Assets, Benefits of Securitization, New Guidelines on Securitization</p>	ASSIGNMENT/QUIZ	16

Jan 26	<p>Unit 3 Financial Services and its Mechanism</p> <p>Lease and Hire-Purchase: • Meaning, Types of Lease - Finance Lease, Operating Lease, Advantages and Disadvantages of Leasing, Leasing in India, Legal Aspects of Leasing. • Definition of Hire Purchase, Hire Purchase and Installment Sale Characteristics, Hire Purchase and Leasing, Advantages of Hire Purchase, Problems of Hire Purchase. b) Housing Finance: • Introduction, Housing Finance Industry, Housing Finance Policy Aspect, Sources of Funds, Market of Housing Finance, Housing Finance in India- Major Issues, Housing Finance in India – Growth Factors, Housing Finance Institutions in India, National Housing Bank (NHB), Guidelines for Asset Liability Management System in HFC, Fair Trade Practice Code for HFC's, Housing Finance Agencies</p> <p>Venture Capital: Introduction, Features of Venture Capital, Types of Venture Capital Financing Stages, Disinvestment mechanisms, Venture Capital Investment process, Indian Scenario</p>	ASSIGNMENT/QUIZ	14
Feb 26	<p>Unit 4 - Consumer Finance and Credit Rating</p> <p>(a) Credit Rating: Meaning, Origin, Features, Advantages of Rating, Regulatory Framework, Credit Rating Agencies, Credit Rating Process, Credit Rating Symbols. Credit Rating Agencies in India, Limitations of Rating</p> <p>b) Plastic Money: • Growth of Plastic Money Services in India, Types of Plastic Cards- Credit card- Debit Card- Smart card- Add-on Cards, Performance of Credit Cards and Debit Cards, Benefits of Credit Cards, Dangers of Debit Cards, Prevention of Frauds and Misuse, Consumer Protection. Indian Scenario. • Smart Cards- Features, Types, Security Features and Financial Applications c) Credit Rating: • Meaning, Origin, Features, Advantages of Rating, Regulatory Framework, Credit Rating Agencies, (c) Credit Rating Process, Credit Rating Symbols. Credit Rating Agencies in India, Limitations of Rating</p>	ASSIGNMENT/QUIZ	16
	Total Lectures		48

RAHUL PANDEY

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Dr. Mitali S

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: Strategic Financial Management

Name of the Faculty Member: Dr. Mitali Shelankar

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Dividend Decision & XBRL	Practical Case Studies	10
Dec 25	Capital Budgeting (under uncertainty) & Capital Rationing	Practical Case	10
Jan 26	Shareholder Value Creation & Corporate Governance	Case studies & Discussion	10
Feb 26	Financial Management in Banking Sector	Assignments	10
March 25	Working Capital Financing	Assignments	8
	Total no. of lectures		48

Dr. Mitali Shelankar

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Dr. Mitali Shelankar

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: HRM in Service Sector Management

Name of the Faculty Member: Priya Tiwari

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Service Sector Management- An Overview: Services - Meaning, Features, Classification of Services: End User, Degree of Tangibility, People Based Services, Expertise Required, Orientation Towards Profit, By Location Service Sector Management – Meaning, Significance of Service Sector, Reasons for Growth in Service Sector Service Organization - Importance of Layout and Design of Service Organization, Servicescape Service Culture in Organization – Meaning, Developing Service Culture in Organization Relationship Marketing – Meaning, Need and Importance in Service Sector Organizations, Six Market Model Role of Service Employee Role of Customers in Service Process– Customers as Productive Resources, Customers as Contributors to Service Quality, Customers as Competitors Service Encounter and Moment of Truth –Meaning, Nature, Elements of Service Encounter	Presentations	12
Dec 25	Managing Human Element in Service Sector: Human Element in Service Sector – Introduction, Role and Significance The Services Triangle Front Line Employees /Boundary Spanners– Meaning, Issues Faced by Front Line Employees: Person/ Role Conflicts, Organization/ Client Conflict, Inter-client Conflict Emotional Labour – Meaning, Strategies for Managing Emotional Labour Recruitment in Service Sector– Recruiting Right People, Recruitment Procedures and Criteria, Challenges in Recruitment in Service Sector Selection of Employees in Service Sector – Interviewing Techniques: Abstract Questioning, Situational Vignette, Role Playing Develop People to Deliver Service Quality Compensating Employees in Service Sector Motivating Employees for Services	Case studies	12

	Empowerment of Service Workers – Meaning, Advantages and Limitations		
Jan 26	Issues and Challenges of HR in Service Sector: Quality Issues in Services: Meaning and Dimensions of Service Quality, The Service – Gap Model, Reasons and Strategies to fill the Gaps Delivering Services through Agents and Brokers - Meaning, Advantages, Challenges, Strategies for Effective Service Delivery through Agents and Brokers HRM in Public Sector Organizations and Non – Profit Sector in India Issues and Challenges of HR in Specific Services: ♣ Business and Professional Services: Banking and Insurance, Legal, Accountancy ♣ Infrastructure: Roads, Railways, Power ♣ Public Services: Police, Defence, Disaster Management ♣ Trade Services: Wholesale and Retail, Advertising, Maintenance and Repairs ♣ Personnel Services: Education, Health Care, Hotels Social and Charitable Services	Presentations	12
Feb 26	HRP Evaluation, Attrition, Retention & Globalization: Human Resource Planning Evaluation in Service Sector – Meaning, HRP Evaluation Process, Purpose of HRP Evaluation in Service Sector, Issues Influencing HRP Evaluation in Service Sector Service Leadership – Meaning, Integrating Marketing Operation and Human Resources, Creating a Leading Service Organization, The Service – Profit Chain Model Attrition in Service Sector – Meaning, Reasons for Attrition in Service Sector, Cycle of Failure, Cycle of Mediocrity and Cycle of Success	Case studies	6
March 26	Retaining the Best People in Service Sector – Including Employees in Company’s Vision, Treat Employees as Customers, Measure and Reward String Service Performers Globalization of Services- Meaning, Reasons for Globalization of Services, Impact of Globalization on Indian Service Sector. Organisational Effectiveness, Ways to Enhance Organisational Effectiveness		6
	Total no. of lectures		48

Priya Tiwari

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Dr. Mitali S

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: HRM in Global Perspective

Name of the Faculty Member: Dr. Reena Vora

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	<p>International HRM: Meaning and Features, Objectives, Evolution of IHRM, Reasons for Emergency of IHRM, Significance of IHRM in International Business, Scope/ Functions, Difference between International HRM and Domestic HRM. Approaches to IHRM: Ethnocentric, Polycentric, Geocentric and Regiocentric, Limitations to IHRM. Qualities of Global Managers.</p> <p>Organizational Dynamics and IHRM- Components of IHRM: Cross Cultural Management and Comparative HRM.</p> <p>Cross Cultural Management: Meaning, Features, Convergence of Cultures, Role of IHRM in Cross Culture Management, Problems of Cross, Cultural Issues in Organizations, Importance of Cultural Sensitivity to International Managers, Comparative HRM: Meaning, Importance, Difference between IHRM and Comparative HRM., Managing Diversity in Workforce, Dealing with Cultural Shock</p>	Case Studies	10
Dec 25	<p>International Recruitment and Selection: Meaning- Sources of International Labour Market, Global Staffing, Selection Criteria, Managing Global Diverse Workforce.</p> <p>International Compensation: Meaning, Objectives, Components of International Compensation Program, Approaches to International Compensation, HRM Perspectives in Training and Development: Meaning, Advantages, Cross Cultural Training, Issues in Cross Cultural Training.</p> <p>International Performance Management: Meaning, Factors Influencing Performance, Criterion used for Performance Appraisal of International Employees, Problems Faced in International Performance Management.</p>	Group Discussion	12

	Motivation and Reward System: Meaning, Benchmarking Global Practices. International Industrial Relations: Meaning, Key Issues in International Industrial Relations, Trade Unions and International IR		
Jan 26	<p>Concepts of PCNs (Parent-Country Nationals), TCNs (Third-Country Nationals) and HCNs (Host-Country Nationals).</p> <p>Expatriation: Meaning, Reasons for Expatriation, Factors in Selection of Expatriates, Advantages of Using Expatriates, Limitations of using Expatriates, Role of Family, the Role of Non-expatriates, Reasons for Expatriate Failure, Women and Expatriation, Requirements/Characteristics of Effective Expatriate Managers.</p> <p>Repatriation: Meaning, Repatriation Process, Factors affecting Repatriation Process, Role of Repatriate, Challenges faced by Repatriates</p>	Role Play	14
Feb 26	<p>Emerging Trends in IHRM, Offshoring: Meaning, Importance, Offshoring and HRM in India, International Business Ethics and IHRM: Meaning of Business Ethics, Global Values, International Corporate Code of Conduct, Criminalization of Bribery, Operationalizing Corporate Ethics of HR in Overall Corporate Ethics Programme.</p> <p>Managing International Projects and Teams: Meaning, How Projects are Managed across the World and Challenges in Managing International Projects across the World.</p>	Case Studies	6
March 26	HR in MNCs – Industrial Relations in MNCs. Role of Technology on IHRM, IHRM and Virtual Organization: Meaning and Features of Virtual Organization, Difference between Virtual Organization and Traditional Organization, Managing HR in Virtual Organization. Growth in Strategic Alliances and Cross Border Mergers and Acquisitions- Impact on IHRM, Knowledge Management and IHRM		6
	Total no. of lectures		48

Dr. Reena Vora

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: T.Y.B.M.S.-B

Semester: VI

Subject: INDIAN ETHOS IN MANAGEMENT

Name of the Faculty Member: Ms. Sneha Chavan

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Unit 1: Indian Ethos – An Overview a) Indian Ethos Meaning, Features, Need, History, Relevance, Principles Practiced by Indian Companies, Requisites, Elements, Role of Indian Ethos in Managerial Practices b) Management Lessons from Scriptures: Management Lessons from Vedas, Management Lessons from Mahabharata, Management Lessons from Bible, Management Lessons from Quran, Management Lessons from Kautilya’s Arthashastra Indian Heritage in Business, Management, Production and Consumption. Ethics v/s Ethos Indian Management v/s Western Management	Case Study Discussion	12
Dec 25	Unit 2: Work Ethos and Values a) Work Ethos: Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos. b) Values: Meaning, Features, Values for Indian Managers, Relevance of Value Based Management in Global Change, Impact of Values on Stakeholders: Employees, Customers, Government, Competitors and Society., Values for Managers, Trans-Cultural Human Values in Management and Management Education, Secular v/s Spiritual Values in Management, Importance of Value System in Work Culture	- Case study discussion - Quiz - Group PPT Presentations by students	12
Jan 26	Unit 3: Stress Management a) Stress Management: Meaning, Types of Stress at Work, Causes of Stress, Consequences of Stress b) Stress Management Techniques: Meditation : Meaning, Techniques, Advantages, Mental Health and its Importance in Management, Brain Storming, Brain Stilling, Yoga: Meaning, Significance	- Group PPT Presentations by students - Case study discussions	14

	c) Leadership: Meaning, Contemporary Approaches to Leadership, Joint Hindu Family Business – Leadership Qualities of Karta d) Motivation: Meaning, Indian Approach to Motivation, Techniques		
Feb 26	Unit 4: Indian Systems of Learning a) Learning: Meaning, Mechanisms Gurukul System of Learning: Meaning, Features, Advantages, Disadvantages Modern System of Learning: Meanings, Features, Advantages, Disadvantages Karma: Meaning, Importance of Karma to Managers, Nishkama Karm	-Case study discussion	4
March 26	Laws of Karma: The Great Law, Law of Creation, Law of Humility, Law of Growth, Law of Responsibility, Law of Connection Corporate Karma: Meaning, Methodology, Guidelines for good Corporate Karma, Self-Management: Personal growth and Lessons from Ancient Indian Education System Personality Development: Meaning, Determinants, Indian Ethos and Personality Development	Group PPT Presentations by students	4
	Total No. of lectures		48

Sneha Chavan

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TY BMS

Semester: VI

Subject: Organizational Development.

Name of the Faculty Member: Mrunmayi Vengurlekar

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Organization Development, meaning, features, Relevance, OD Practitioner, Emerging trends, OD Global setting. Principle, process and Importance of OD	Case study	10
Dec 25	Organizational Diagnosis, Organizational Renewal, Organizational Change, Change agents, OD Leadership development.	Discussions	12
Jan 26	OD Interventions, Types of Interventions, Techniques of OD Intervention, Strategic Interventions, Traditional, Modern, Evaluation of OD Interventions,	Case study	12
Feb 26	Issues faced in OD, Values in OD, Ethics in OD, Organizational Effectiveness.	Case study	10
March 26	Approach, Goal, parameters, process, strategic approach,	Quiz	4
	Total no. of lectures		48

Mrunmayi Vengurlekar

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: Brand Management

Name of the Faculty Member: Mrunmayi V

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Introduction to Brand Management: Meaning of Brand, Branding, Brand Management, Importance of Branding to Consumers, Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities, Strategic Brand Management Process, Customer Based Brand Equity model (CBBE), Sources of Brand Equity, Steps of Brand Building including Brand Building Blocks, Brand Positioning: Meaning, Importance, Basis	Presentations	12
Dec 25	Planning and Implementing Brand Marketing Programs: Brand Elements: Meaning, Criteria for choosing Brand Elements, Types of Brand Elements Integrating Marketing Programs and Activities Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing Product Strategy: Perceived Quality and Relationship Marketing Pricing Strategy: Setting Prices to Build Brand Equity Channel Strategy: Direct, Indirect Channels Promotion Strategy: Developing Integrated Marketing Communication Programs Leveraging Secondary Brand Associations to Build Brand Equity: Companies, Countries, Channel of Distribution, Co-branding, Characters, Events	Case studies	12
Jan 26	The Brand Value Chain b) Measuring Sources of Brand Equity: Qualitative Research Techniques: Projective Techniques: Completion, Comparison, Brand Personality	Presentations	10

	and Values: The Big Five, Free Association Quantitative Research Techniques: Brand Awareness: Recognition, Recall, Brand Image, Brand Responses c) Young and Rubicam's Brand Asset Valuator d) Measuring Outcomes of Brand Equity Comparative Methods: Brand based Comparative Approaches, Marketing Based Comparative Approaches, Conjoint Analysis Holistic Methods: Residual Approaches, Valuation Approaches: Historical Perspectives and Interbrand's Brand Valuation Methodology		
Feb 26	Designing & Implementing Branding Strategies: Brand Architecture: Meaning of Brand Architecture, The Brand-Product Matri, Breadth of a Branding Strategy, Depth of a Branding Strategy Brand Hierarchy: Meaning of Brand Hierarchy, Building Equity at Different Hierarchy Levels Cause Marketing to Build Brand Equity: Meaning of Cause Marketing, Advantages, Green Marketing	Case studies	10
March 26	b) Brand Extensions: Meaning, Advantages, Disadvantages, Brand Extension and Brand Equity c) Managing Brands over Time: Reinforcing Brands, Revatilising Brands d) Building Global Customer Based Brand Equity	Quiz	4
	Total no. of lectures		48

Mrunmayi Vengurlekar

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Dr. Mitali S

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M.L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Class: TYBMS

Semester: VI

Subject: International Marketing

Name of the Faculty Member: Dr. Reena Vora

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 50 minutes)
Nov 25	Introduction to international marketing and trade.	Presentations	12
Dec 25	Introduction to international marketing and trade, international marketing environment and marketing research.	Case studies	12
Jan 26	International marketing environment and marketing research, international marketing mix.	Presentations	10
Feb 26	International marketing mix	Case studies	10
March 26	Developments in international marketing	Quiz	4
	Total Lectures		48

Dr. Reena Vora

Dr. Mitali S

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TY BMS

Semester: VI

Subject: Media Planning and Management

Name of the Faculty Member: Priya Tiwari

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Meaning Features of Media. Role of media, Objectives and scope, Role of a media planner, Media Research, ABC, Press audits, TRPs, National Television Study.Org structure of Media Company. Challenges in Media planning.	Presentations	12
Dec 25	Media Mix, types of Media Mix, Media Vehicles, Media Choices, Print, Television Radio, Out of Home, Emerging Media, Media strategy, Media scheduling	Case studies	12
Jan 26	Media Budget, Methods of setting Media Budget, Buying Brief, Media scheduling, Factors affecting scheduling, Scheduling patterns, scheduling strategies.	Presentations	10
Feb 26	Media Measurements, Basic Metrics, Print Metrics, evaluating media Buying, Plan metrics,	Case studies	10
March 26	Benchmarking Metrics, evaluating print Media Buying.	Quiz	4
			48

Priya Tiwari

Dr Mitali S

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: T.Y.B.M.S

Semester: VI

Subject: Retail Management

Name of the Faculty Member: Sneha Chavan

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Unit 1: Retail Management- An Overview a) Retail Management: - Introduction and Meaning, Significance, Factors Influencing Retail Management, Scope of Retail Management b) Retail Formats: Concept of Organized Retailing: Factors Responsible for the Growth of Organized Retail in India, Multichannel Retailing: Meaning and Types, E-tailing: Meaning, Advantages and Limitations c) Emerging Trends in Retailing - Impact of Globalization on Retailing I.T in Retail: Importance, Advantages and Limitations, Applications of I.T. in Retail: EDI, Bar Coding, RFID Tags, Electronic Surveillance, Electronic Shelf Labels	Case Study Discussion	12
Dec 25	FDI in Retailing: Meaning, Need for FDI in Indian Retail Scenario Franchising: Meaning, Types, Advantages and Limitations, Franchising in India Green Retailing, Airport Retailing Unit 2: Retail Consumer and Retail Strategy Retail Consumer/Shoppper: Meaning of Retail Shoppper, Factors Influencing Retail Shoppers, Changing Profile of Retail	Case study discussion Quiz Group PPT Presentations by students	12

	<p>Shoppers, Market Research as a Tool for Understanding Retail Markets and Shoppers</p> <p>CRM in Retail: Meaning, Objectives, Customer Retention Approaches: Frequent Shopper Programme, Special Customer Services, Personalization, Community</p> <p>Retail Strategy: -Meaning, Steps in Developing Retail Strategy, Retail Value Chain</p> <p>Store Location Selection: Meaning, Types of Retail Locations, Factors Influencing Store Location</p>		
Jan 26	<p>HRM in Retail:-Meaning, Significance, Functions, Organization Structure in Retail: Meaning, Factors Influencing Designing Organization Structure, Organization Structure for Small Stores/Single Stores/Independent Retailers and Retail Store Chain/Department Store</p> <p>Unit 3: Merchandise Management and Pricing-</p> <p>Merchandise Management- Concept, Types of Merchandise, Principles of Merchandising. Merchandise Planning- Meaning and Process, Merchandise Category – Meaning, Importance, Components, Role of Category Captain, Merchandise Procurement/Sourcing- Meaning, Process, Sources for Merchandise</p> <p>Buying Function: - Meaning, Buying Cycle, Factors Affecting Buying Functions, Functions of Buying for Different Types of Organizations Young and Rubicam’s Brand Asset Valuator- Independent Store, Retail Chain, Non-store Retailer</p> <p>Concept of Lifestyle Merchandising- Private Label-Meaning, Need and Importance, Private Labels in India.</p> <p>Retail Pricing- Meaning, Considerations in</p>	<p>- Group PPT Presentations by students</p> <p>- Case study discussions</p>	12

	<p>Setting Retail Pricing Pricing Strategies: High/ Low Pricing: Meaning, Benefits, Everyday Low Pricing: Meaning, Benefits, Market Skimming, Market Penetration, Leader Pricing, Odd Pricing, Single Pricing, Multiple Pricing, Anchor Pricing, Variable Pricing and Price Discrimination- Meaning Types: Individualized Variable Pricing/First Degree Price, Self-Selected Variable Pricing/ Second Degree Price Discrimination, Clearance and Promotional Markdowns, Coupons, Price Bundling, Multiple – Unit Pricing, Variable Pricing by Market Segment/ Third Degree Price Discrimination</p>		
Feb 26	<p>Unit 4: Managing and Sustaining Retail Retail Store Operations: Meaning, Responsibilities of Store Manager, The 5 S's of Retail Operations (Systems, Standards, Stock, Space, Staff) Store Design and Layout: Store Design-Meaning, Objectives, Principles, Elements of Exterior and Interior Store Design, Store Atmospherics and Aesthetics</p>	<p>- Case study discussion - Group PPT Presentations by students. - Quizzes</p>	6
March 26	<p>Store Layout- Meaning, Types: Grid, Racetrack, Free Form, Signage and Graphics: Meaning, Significance, Concept Feature Areas: Meaning, Types: Windows, Entrances, Freestanding Displays, End Caps, Promotional Aisles, Walls, Dressing Rooms, Cash Wraps of Digital Signage</p>		6
	Total no. of lectures		48

Sneha Chavan

Dr. Mitali Shelankar

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M. L. Dahanukar College of Commerce

Teaching Plan: 2025-26

Department: Bachelor of Management Studies

Class: TYBMS

Semester: VI

Subject: Operations Research

Name of the Faculty Member: Manisha Warekar

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
Nov 25	Introduction to OR UNIT 2: Chapters: Assignment problems and Transportation problems	Assignments	12
Dec 25	UNIT 1: LPP – Introduction, formulation LPP graphical method and simplex method	Assignments	12
Jan 26	UNIT 3: Network analysis: Floats, slacks, Crashing, PERT	Assignments	12
Feb 26	UNIT 4: Job sequencing	Assignments	8
March 26	UNIT 4: Gaming theory Revision of all modules	Assignments	4
	TOTAL NUMBER OF LECTURES		48

Manisha Warekar

Ms Mitali S

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