



**Vivekanand Education Society's College
of Arts, Science and Commerce (Autonomous)**

NAAC Re-Accredited A grade (3rd cycle)
Best College Award- Urban Area, University of Mumbai (2012-15)
Recipient of FIST Grant (DST) and STAR college Grant (DBT)

**Affiliated to the
University of Mumbai**

Program: B.Com

Course: S.Y.B. Com. Semester III & IV Choice Based Credit System (CBCS)

with effect from the Academic year 2023-24

Program Outcomes (PO)

A learner completing B.Com. will be able to:

PO-1 Understand the role of business , commerce, management, accounting and economics and it's implications on society.

PO-2 Acquire conceptual knowledge of accounting and skills of maintaining financial statements, their components and how information from business transactions flow into these statements.

PO-3 Acquire entrepreneurial, administrative, legal and managerial skills.

PO-4 Develop the skills and techniques of communication and creative ability.

PO-5 Improve competency to make eligible and employable in the job market.

PO- 6 Recognize different value systems and ethics and develop a sense of social service.

PO-7 Become a responsible and dutiful citizen

Program Specific Outcomes (PSO's)

On completion of B.COM program, learners will be enriched with knowledge and be able to:

PSO-1 Understand and comprehend the problems, policies and prospects of the Indian Economy and gain insights into reforms and measures

PSO-2 Appreciate the interdependence of economies and understand international trade theories, Balance of Payments, Commercial Policy and Foreign Exchange Market.

PSO-3 Acquire conceptual knowledge of accounting and skills of maintaining financial statements, their components and how information from business transactions flow into these statements.

PSO-4 Develop the skills in the cost assessment of all facets of a business, including the cost of products, processes and contracts.

PSO-5 Understand computation of Income Tax of individuals and registration and level of Goods and Service Tax.

PSO-6 Understand the concepts of Business, Entrepreneurship, Service Sector, Management, Finance and Business Law and apply in current business scenario.

PSO-7 Acquire knowledge about Marketing, Human Resource Management and International business exploring different career opportunities in the field of Commerce.

Course details

Program: B.Com. (2023-24)		Semester: III		Course: COMMERCE –III MANAGEMENT: FUNCTIONS AND CHALLENGES		Course Code: VESUCCO301	
Teaching Scheme				Evaluation pattern			
Lecture (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Internal Assessment		Semester End Examination	
3	Nil	Nil	3	Marks 25		Marks 75	

Learning objectives:

- 1. To make the learners aware about conceptual knowledge and evolution of Management.**
- 2. To familiarize the learners with the functions of Management.**

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Understand concept and principles of management

CO2: Have knowledge of various theories in management

CO3: Aware about different aspects of functions of management

CO4: Understand the importance of motivation and leadership

Syllabus with details module wise and number of lectures

Sr. No.	Modules	No. of Lectures
1	Introduction to Management	12
2	Planning & Decision Making	10
3	Organising	13
4	Directing and Controlling	10
Total		45

Sr.No.	Modules
1	<p>Introduction to Management (12)</p> <ul style="list-style-type: none"> ● Management-Concept, Nature, Functions, Managerial Skills & Competencies ● Evolution of Management Thoughts Classical Approach: Scientific Management – F.W. Taylor’s Contribution Classical Organisation Theory: Henri Fayol’s Principles Neoclassical: Human Relations Approach – Elton Mayo’s Hawthorne experiments ● Modern Management Approach - Peter Drucker’s Dimensions of Management, Indian Management Thoughts: Origin & Significance of Indian Ethos to Management,
2	<p>Planning & Decision Making (10)</p>

	<ul style="list-style-type: none"> ● Planning - Steps, Importance, Components, Coordination – Importance ● M.B.O -Process, Advantages, Management By Exception- Advantages; Management Information System- Concept, Components ● Decision Making - Techniques, Essentials of a Sound Decision Making, Impact of Technology on Decision Making.
3	Organising (13)
	<ul style="list-style-type: none"> ● Organising- Steps, Organisation Structures – Features, Types- Line, Line & Staff Organisation, Matrix Organisation, Virtual Organisation, Formal v/s Informal Organisation ● Departmentation - Meaning, Bases, Span of Management - Factors Influencing Span of Management, Tall and Flat Organisation. ● Delegation of Authority- Process, Barriers to Delegation, Principles of Effective Delegation. Decentralisation: Factors Influencing Decentralisation, Centralization v/s Decentralisation
4	Directing and Controlling (10)
	<ul style="list-style-type: none"> ● Motivation – Concept, Importance, Influencing factors. ● Leadership- Concept, Functions, Styles, Qualities of a good leader. ● Controlling – Concept, Steps, Essentials of a good control system, Techniques of Controlling - PERT, CPM, Budgetary Control, Management Audit.

Course details

Program: B.Com. (2023-24)		Semester: IV		Course: Commerce – IV (Management: Production & Finance)		Course Code: VESUCCO401	
Teaching Scheme				Evaluation pattern			
Lecture (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Internal Assessment		Semester End Examination	
3	Nil	Nil	3	Marks 25		Marks 75	

Learning objectives:

1. To acquaint the learners with the basic concepts of Production Management, Inventory Management & Quality Management.
2. To provide basic knowledge about Indian Financial Systems.
3. To update the learners with the recent trends in Finance.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Gain knowledge about Planning of production, Production Management, Quality Control.

CO2: Understand the aspects of Service Quality Management

CO3: Have an understanding of Indian Financial System

CO4: Well aware about recent trends in finance

Sr. No.	Modules	No. of Lectures
1	Production & Inventory Management	11
2	Quality Management	10
3	Indian Financial System	12
4	Recent Trends In Finance	12
Total		45

Sr. No.	Modules
1	PRODUCTION & INVENTORY MANAGEMENT(11)
	<ul style="list-style-type: none"> ● Production Management: Objectives, Scope Production Planning & Control: Steps, Importance ● Production Systems: Concept, Types - Continuous and Intermittent. Productivity: Concept, Factors Influencing Productivity, Measures for improving Productivity. ● Inventory Management- Objectives, Inventory Control - Techniques.
2	QUALITY MANAGEMENT(10)
	<ul style="list-style-type: none"> ● Introduction to Quality: Dimensions of Quality, Cost of Quality: Types, Internal Failure Cost, External Failure Cost, Appraisal Cost, Prevention Cost, ● Quality Management Tools: <ul style="list-style-type: none"> ○ TQM – Importance, ○ Six Sigma – Process, ○ ISO 9000 Certification Procedure, ○ Kaizen – Process ○ Quality Circle: Features

	<ul style="list-style-type: none"> ● Service Quality Management: Importance, SERVQUAL Model, Measures to improve service quality.
3	INDIAN FINANCIAL SYSTEM (12)
	<ul style="list-style-type: none"> ● Indian Financial Market: Structure Primary Market – IPO Procedure Dematerialisation - Concept, Requirements for Demat A/c, Depositories – Role, NSDL and CDSL, Depository Participants ● SEBI - Functions of SEBI, Investors protection measures of SEBI. Stock Exchange – Functions, Speculators – Concept & Types ● Credit Rating: Advantages, Credit Rating Agencies in India - CRISIL, CARE, and ICRA.
4	RECENT TRENDS IN FINANCE (12)
	<ul style="list-style-type: none"> ● Personal Finance – Concept, Investment options under personal finance ● Mutual Funds - Advantages and Limitations, Types, Factors responsible for growth of mutual funds, Systematic Investment Plan (SIP). ● Commodity Market: Categories ● Derivatives Market: Types, Participants, Types of Derivative Instruments. ● Start-up Ventures – Concept, Sources of Funding, Venture Capital: Concept, Features

Evaluation Pattern .

The performance of the learner will be evaluated in two components. The first component will be Internal Assessment with a weightage of 25% of total marks per course. The second component will be a Semester end Examination with a weightage of 75% of the total marks per course.

Paper Pattern

COMMERCE PAPER III & IV SEMESTER – III & IV

Total Marks: 75

Time: 2½ hours

Q.1 Multiple Choice Questions (15)

(A) Select the most appropriate answer from the option given below

(B) State whether the following statements are True or False

(C) Match the following

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I (15)

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II (15)

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III (15)

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV (15)

a.

b.

c.

Suggested Readings and References

SEMESTER – III REFERENCE BOOKS:

REFERENCES

1. Management Today Principles & Practice- Gene Burton, Manab Thakur, Tata McGraw-Hill Publishing Co. Ltd.
2. Management – James A. F. Stoner, Prentice Hall, Inc .U.S.A.
3. Management : Global Prospective – Heinz Wehrich & Harold Koontz, Tata McGraw- Hill, Publishing Co.Ltd.
4. Essential of Database Management Systems -Alexis Leon, Mathews Leon Vijay Nicole, Imprints Pvt Ltd.
5. Management –Task ,Resp, Practices – Peta Druche “Willian Heinemann LTD.

SEMESTER – IV REFERENCE BOOKS:

REFERENCES

1. Production and Operations Management –Prof L.C. Jhamb, Event Publishing House.
2. Production Planning & Control- Prof L.C. Jhamb, Event Publishing House
3. Production & Operation Management (Text & Cases)- K.Ashwathappa & G. Sudeshana Reddy, Himalaya Publication.
4. Launching New Ventures : An Entrepreneurial Approach- KathleenR. Allen, Cengage Learning
5. Essentials of Inventory Management-MaxMuller, Amacon Publishers
6. Indian Financial System—Bharathi Pathiak, Pearson Publication
7. Financial Institutions and Markets : Structure Growth& Innovations – L.M.Bhole , Jitendra Mahakad, Tata McGraw Hill.
8. The Indian Financial System and Financial Market Operator-Vasant Desai, Himalaya Publishing
9. Indian Financial System – M.Y.Khan, Tata McGraw –Hill
10. Production and Operations Management –Anandkumar Sharma, Anmol Publication
11. Mutual Funds in India: Emerging Issues-Nalini Prava Tripathy, Excel Books New Delhi.
12. Start up Stand up: A step by step guide to Growing your Business, Nandini Vaidyanathan, Jaico Publishing House, Mumbai
13. A Trades Guide to Indian Commodities Market-Vijay L. Bhambwani, Network 18 Publication Ltd.