Hindi Vidya PracharSamiti's

Ramniranjan Jhunjhunwala College

of Arts, Science & Commerce

(Empowered Autonomous College)

Affiliated to

UNIVERSITY OF MUMBAI

Program: B.Com in Management Studies

Program Code: RJCUBCOMMS

(2024-2025)

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THE PREAMBLE

Why Bcom MS?

Studying management gives you all the skills you need to deal with employees in a professional and an organized manner. It will also give you the knowledge and confidence you need to direct teams successfully. However, it's important to remember that before you can manage other people, you need to know how to manage yourself. Completing a management degree will help you to learn a range of essential skills such as self-discipline, and organization which you'll also be able to use when managing others in the future.

Why Bcom MS at RJ College?

The program Bcom Management Studies was introduced in the year 2024-25 with an aim to cater the growing demand of management graduates at the job market. We at RJ college has carved a niche for ourselves in the field of management with excellent faculties who are stalwarts in the field of management. We aim to provide quality education to the learners by offering them the courses that would enhance their skills and make them job ready.

Our Curriculum, Your Strength

Our strength is our curriculum which we have designed by taking feedback from various stakeholders like the industry, peers, students and alumni. This is designed in such a way that the learner will enjoy the teaching learning process. The curriculum would enable the learners to enhance their personality and face the real business world challenges.

PROGRAM OUTCOMES OF GENERAL UNDERGRADUATE DEGREE PROGRAMS

Students of all undergraduate degree programme at the time of graduation will be benefited will be able to

Critical Thinking

Comprehend the matter they come across and be capable to take a sound viewpoint about things which will highlight their intellectual acumen as well as enable them to look at the world through multiple lenses

Effective communication

Listen, speak, read and write. They should communicate properly by conveying their thoughts. They will use technology for communication. They will be able to network with people with all available channels. They will be developing communication skills in English, Hindi and a local language would be an added advantage.

Social Interaction

Respect each other and should be able to resolve conflicts and help in reaching amicable solution. They should be able to work in diverse teams. They should be able to distinguish when and what is socially acceptable.

Responsible citizen

Contribute to Nation development through social service. Being empathetic and sympathetic to fellow beings.

Honesty and Integrity, Ethics

Recognize different values and systems and respect them. In decision making moral values should be given prime importance.

Environmental and Sustainability

Environmental issues would be considered and problem solving with sustainable development would be chosen.

Life Long learning

Enjoy learning in every situation.

Programme Specific Outcome Bcom in Management Studies

PSO1: Develop Management Skills and Knowledge

- Equip students with comprehensive knowledge of management principles, business operations, and organizational behaviour to handle complex business challenges effectively.
- Enable students to analyse, plan, and execute business strategies, making them capable of taking up managerial roles in diverse sectors.

PSO2: Enhance Analytical and Decision-Making Abilities

- Foster critical thinking, problem-solving, and decision-making skills by engaging students in case studies, simulations, and real-world business scenarios.
- Prepare students to make informed decisions using quantitative and qualitative data, enhancing their ability to manage projects and teams.

PSO3: Promote Ethical and Socially Responsible Business Practices

- Instill a sense of ethics, corporate social responsibility, and sustainability in students, preparing them to lead businesses with integrity and a focus on long-term societal impact.
- Encourage students to be mindful of ethical dilemmas and make principled choices in business settings, reflecting a commitment to ethical leadership.

Semester I

Sr No	Course Code	Subject	Credits
1	RJMAJBCOMMS111	Principles of Management	3
2	RJMAJBCOMMS112	Introduction to Financial Accounting	3
3	RJOECBCOMMS111	Quantitative Techniques in Management-I	2
4	RJOECBCOMMS112	Business Economics 1	2
5	RJVSCBCOMMS111	Introduction to Computers	2
6	RJSECBCOMMS111	Basics of Personal Finances	2
7	RJAECBCOMMS111	Business Communication	2
8	RJVECBCOMMS111	New Trends in Environmental Management	2
9	RJIKSBCOMMS111	Chanakya on Leadership	2
10	RJCCBCOMMS111	Rotaract Club and other activities	2
Total credits			**22**

Semester II

Sr No	Course Code	Subject	Credits
1	RJMAJBCOMMS121	Human Resource Management	3
2	RJMAJBCOMMS122	Introduction to Cost Accounting	3
3	RJMINBCOMMS121	Principles of Marketing	2
4	RJOECBCOMMS121	Quantitative Techniques in Management-II	2
5	RJOECBCOMMS122	Business Economics II	2
6	RJVSCBCOMMS121	Basics of Business Analytics	2
7	RJSECBCOMMS121	Organisational Behaviour	2
8	RJAECBCOMMS121	Export Import Documentation & Procedures	2
9	RJVECBCOMMS121	Corporate Governance & CSR	2
10	RJCCBCOMMS121	Rotaract Club and other activities	2
Total credits			**22**

DISTRIBUTION OF TOPICS AND CREDITS

Semester I

Courses	Unit wise	Credits	Hrs
Principles of Management RJMAJBCOMMS111	1. Introduction to Management 2. Planning, Decision Making &Organizing 3. Motivation & Leadership 4. Coordination, Controlling and Change Management	3	45
Introduction to Financial Accounting RJMAJBCOMMS112	1. Fundamentals of Financial Accounting 2. Accounting Transactions –I 3. Accounting Transactions –II 4. Final Accounts	3	45
Quantitative Techniques in Management –I RJOECBCOMMS111	1. Introduction to Statistics 2. Measures of Dispersion, Co-Relation and Linear Regression 3. Time Series and Index Number 4. Probability and Decision Theory	2	30
Business Economics-I RJOECBCOMMS112	1. Introduction 2. Demand Analysis 3. Supply and Production Decisions and Cost of Production 4. Market structure: Perfect competition and Monopoly and pricing and output decision under Imperfect Competition	2	30
Introduction to Computers RJVSCBCOMMS111	1. Introduction 2. Microsoft Word 3. Microsoft Excel 4. Microsoft Power Point	2	30
Basics of Personal Finance RJSECBCOMMS111	1. Understanding Personal Finance 2. Risk Analysis & Insurance Planning 3. Retirement Planning & Employees Benefits 4. Investment Planning	2	30
Business Communication RJAECBCOMMS111	1. Theory of Communication 2. Communication in Business World 3. Business Correspondence 4. Corporate Etiquettes	2	30
New Trends in Environmental Management RJVECBCOMMS111	1. Introduction to Environmental Management 2. Introduction to Innovation 3. Global Environmental Concerns and Planning of Settlements	2	30
Chanakya on Leadership RJIKSBCOMMS111	1. Ethics and values 2. Leadership 3. Management practices by Chanakya	2	30
Co-curricular: Rotaract	Rotaract Club, DLLE, etc.	2	30

Semester II

Courses	Unit Wise	Cre	Hr

		dits	s
Human Resource Management RJMAJBCOMMS121	1. Introduction 2. Recruitment and selection 3. Performance Appraisal & Career planning 4. Talent management	3	45
Introduction to Cost Accounting RJMAJBCOMMS122	1. Introduction to Cost Accounting 2. Elements of Cost 3. Process Costing 4. Operating Costing	3	45
Principles of Marketing RJMINBCOMMS121	1. Introduction to Marketing 2. Marketing Environment, Research and Consumer Behaviour 3. Marketing Mix 4. Segmentation, Targeting and Positioning and Trends In Marketing	2	30
Quantitative Techniques in Management- II RJOECBCOMMS121	1. 1. Elementary Financial Mathematics 2. Matrices and Determinants 3. Derivatives and Applications of Derivatives Numerical Analysis [Interpolation]	2	30
Business Economics II RJOECBCOMMS122	1. Introduction to Macroeconomic Data and Theory 2. Money, Inflation and Monetary Policy 3. Constituents of Fiscal Policy 4. Open Economy: Theory and Issues of International Trade	2	30
Basics of Business Analytics RJVSCBCOMMS121	1. Introduction to Excel, Function 2. Data Handling 3. Pivot & Automation	2	30
Organisational Behaviour RJSECBCOMMS121	1. Introduction Organizational Behaviour 2. Employees Behaviour 3. Team, Conflict and Stress Management 4. Power Politics & Organisational Development	2	30
Export Import Documentation & Procedures RJAECBCOMMS121	1.Introduction to Export and Import 2. Export Import Documentation 3.Export-Import Procedure	2	30
Corporate Ethics & CSR RJVECBCOMMS121	1. Introduction to Ethics and Business Ethics 2. Ethics in Marketing, Finance and HRM 3. Corporate Governance 4. Corporate Social Responsibility (CSR)	2	30
Co-curricular	Rotaract Club, DLLE, etc.	2	30

SEM – I

OEC

SEMESTER	:	I OEC
TITLE OF THE SUBJECT /COURSE	:	Quantitative Techniques in Management –I
COURSE CODE	:	RJOECBCOMMS111
CREDITS	:	2
DURATION (Hours)	:	30

FYBMS	SEMESTER I
RJOECBCOMMS 111 Quantitative Techniques in Management –I	**Course Outcomes:** **Course Outcomes:** ● Develop the ability to critically analyze the significance and limitations of statistical applications in real-world business situations. ● Acquire practical skills in handling different types of data, presenting it effectively through graphs and tabulations. ● Understand and compute various measures of data variability (dispersion), providing insights into data spread. ● Apply correlation and linear regression concepts, and comprehend time series analysis and index numbers for business evaluation.

Course Outcome Number	On completing the course he student will be able to	PSO Addressed	Blooms Level
CO1	Learn to classify data and create meaningful graphical and tabular representations	1,2,3	1,3,4
CO2	Develop skills to calculate and compare measures of central tendency, enhancing data interpretation.	1,2,3	3,4,5
CO3	Understand the spread of data through measures of dispersion and its implications	1,2,3	2,3
CO4	Apply correlation, regression, time series analysis, and index numbers in analyzing business trends and patterns.	1,2,3	3,4,5,6

<table>
<tr><td colspan="2">SEMESTER I (PRACTICAL)</td><td>L</td><td>Cr</td></tr>
<tr><td>Subject: Quantitative Techniques in Management-I</td><td>Paper Code: RJOECBMS111</td><td>30</td><td>02</td></tr>
<tr><td colspan="2">UNIT I</td><td>7</td><td></td></tr>
<tr><td colspan="2">Introduction to Statistics</td><td></td><td></td></tr>
<tr><td colspan="2">● 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)
● Presentation Of Data: Classification – Frequency Distribution – Discrete & Continuous, Tabulation, Graph(Frequency, Bar Diagram, Pie Chart, Histogram, Ogives)
● Measures Of Central Tendency: Mea n (A.M, Weighted, Combined), Median(Calculation and graphical using Ogives), Mode(Calculation and Graphical using Histogram), Comparative analysis of all measures of Central Tendency</td><td></td><td></td></tr>
<tr><td colspan="2">UNIT II</td><td>7</td><td></td></tr>
<tr><td colspan="2">Measures of Dispersion, Co-Relation and Linear Regression</td><td></td><td></td></tr>
<tr><td colspan="2">● Measures Of Dispersion: Range with C.R(Co-Efficient Of Range), Quartiles & Quartile deviation with CQ (Co-Efficient Of Quartile), Mean Deviation from mean with CMD (Co-Efficient Of Mean Deviation), Standard deviation with CV(Co-Efficient Of Variance), Skewness& Kurtosis (Only concept)
● Co-Relation: Karl Pearson, Rank Co-Relation
● Linear Regression: Least Square Method
● Concept of Multiple correlation and regression</td><td></td><td></td></tr>
<tr><td colspan="2">UNIT III</td><td>8</td><td></td></tr>
<tr><td colspan="2">Time Series and Index Number</td><td></td><td></td></tr>
<tr><td colspan="2">● Time Series: Least Square Method, Moving Average Method, Determination of Season
● Index Number: Simple(un-weighted) 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 Numbers</td><td></td><td></td></tr>
<tr><td colspan="2">UNIT IV</td><td>8</td><td></td></tr>
<tr><td colspan="2">Probability and Decision Theory</td><td></td><td></td></tr>
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● **Probability:** Concept of Sample space, Concept of Event, Definition of Probability, Addition & Multiplication laws of Probability, Conditional Probability, Bayes' Theorem (Concept only), Expectation & Variance, Concept of Probability Distribution (Only Concept) ● **Decision Theory:** Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty, Non-Probability: Maximax, Maximin, Minimax, Regret, Laplace &Hurwicz) ● **Probabilitistics (Decision Making under risk):** EMV, EOL, EVPI & Decision Tree		

References:

a. "Business Statistics" by S.P. Gupta
b. "Business Statistics" by J.K. Sharma
c. "Statistics for Management" by Richard I. Levin and David S. Rubin
d. "Business Statistics" by Norean R. Sharpe, Richard D. De Veaux, and Paul F. Velleman
e. "Statistical Methods" by S. P. Gupta

SEMESTER	:	I OEC
TITLE OF THE SUBJECT /COURSE	:	Business Economics – I
COURSE CODE	:	RJOECBCOMMS112
CREDITS	:	2
DURATION (Hours)	:	30

FYBMS	SEMESTER I
RJOECBCOMMS112 Business Economics – I	**Course Outcomes:** ● Understand production decisions, cost concepts, and how they relate to short-run and long-run scenarios. ● Gain insights into various market structures and their impact on pricing and output decisions. ● Acquire practical knowledge of different pricing methods and their applications in the business environment.

Course Outcome Number	On completing the course he student will be able to	PSO Addressed	Blooms Level
CO1	Apply economic principles to solve business-related problems and make informed decisions.	1,2,3	1,2,3,4
CO2	Analyze production and cost concepts, understanding their effects on business operations.	1,2,3	3,4,5
CO3	Evaluate the impact of different market structures on pricing and output decisions.	1,2,3	5,6
CO4	Develop proficiency in implementing various pricing methods and strategies within real-world business contexts.	1,2,3	3,4,5,6

SEMESTER I (THEORY)		L	Cr
Subject: Business Economics – I	**Paper Code:** RJOECBCOMMS112	30	02
UNIT I		06	
Introduction and Demand Analysis			
● **Scope and Importance of Business Economics** - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium ● **Demand estimation and forecasting:** Meaning and significance - methods of demand estimation : survey and statistical methods (numerical illustrations ontrend analysis and simple linear regression)			
UNIT II		06	
Supply and Production Decisions and Cost of Production			
● **Production function:** 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 ● **Cost concepts:** 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 (hypothetical numerical problems to be discussed), LAC and Learning curve - Break even analysis (with business applications)			
UNIT III		06	
Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition			
● **Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition:** 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 ● **Monopolistic competition:** Equilibrium of a firm under monopolistic competition, debate over role of advertising (topics to be taught using case studies from real life examples) ● **Oligopolistic markets:** key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)			

References:

a. "Managerial Economics" by D. N. Dwivedi
b. "Business Economics" by Andrew Gillespie
c. "Managerial Economics" by M. L. Jhingan
d. "Essentials of Business Economics" by P. N. Reddy and A. Sankara Rao
e. "Business Economics" by K. K. Dewett and M. H. Navalur

SEM – II
OEC

SEMESTER	:	II OEC
TITLE OF THE SUBJECT /COURSE	:	Quantitative Techniques in Management-II
COURSE CODE	:	RJOECBCOMMS121
CREDITS	:	2
DURATION (Hours)	:	30

FYBMS	SEMESTER II
RJOECBCOMMS121 Quantitative Techniques in Management	**Course Outcomes:** ● Develop the ability to calculate simple and compound interest, annuities, and depreciation in financial contexts. ● Compute derivatives of functions, apply rules of differentiation, and analyze real-world business scenarios. ● Understand interpolation techniques using finite differences and apply them to solve numerical problems. ● Apply mathematical concepts to analyze economic situations, make informed decisions, and solve practical problems.

Course Outcome Number	On completing the course he student will be able to	PSO Addressed	Blooms Level
CO1	Students will be able calculate interest, annuities, and depreciation, and analyze their implications for financial decisions.	1,2,3,4B	1,2,3,4,5
CO2	Perform matrix operations, compute determinants, and solve linear equations using matrices	1,2,3,4B	3,4,5
CO3	Students can utilize interpolation techniques to estimate values between known data points.	1,2,3,4B	3,4,5
CO4	Apply mathematical tools to analyze and interpret real-world business scenarios and make informed decisions.	1,2,3,4B	3,4,5,6

SEMESTER II (Theory)		L	Cr
Subject: Quantitative Techniques in Management-II	**Paper Code:** RJOECBMS121	30	2
UNIT I			
Elementary Financial Mathematics		7	
• **Simple and Compound Interest**: Interest compounded once a year, more than once a year, continuous, nominal and effective rate of interest • Annuity-Present and future value-sinking funds • **Depreciation of Assets:** Equated Monthly Installments (EMI) - using flat interest rate and reducing balance method. • **Functions:** Algebraic functions and the functions used in business and economics, Break Even and Equilibrium point. • Permutation and Combination: (Simple problems to be solved with the calculator only) • Number Systems: • Decimal system: The most commonly used number system, to understand place value and absolute value. • Binary Number system. c). Fractional Numbers. • Solving of simultaneous equations • Logarithms: To find log of some number to the base of something.			
UNIT II		8	
Matrices and Determinants			
● **Matrices:** Some important definitions and some important results. Matrix operation (Addition, scalar multiplication , matrix multiplication, transpose of a matrix) ● **Determinants of a matrix of order two or three**: properties and results of Determinants ● Solving a system of linear equations using Cramer's rule ● Inverse of a Matrix (up to order three) using ad-joint of a matrix and matrix ● inversion method ● **Case study:** Input Output Analysis			
UNIT III		7	
Derivatives and Applications of Derivatives			
● **Introduction and Concept:** Derivatives of constant function, logarithmic functions, polynomial and exponential function ● **Rules of derivatives:** addition, multiplication, quotient ● Second order derivatives ● **Application of Derivatives:** Maxima, Minima, Average Cost and Marginal Cost. Total revenue, Marginal revenue, Average revenue. Average and Marginal profit. Price elasticity of demand			
UNIT IV		8	
Numerical Analysis [Interpolation]			

● **Introduction and concept**: Finite differences – forward difference operator – Newton's forward difference formula with simple examples ● Backward Difference Operator. Newton's backward interpolation formula with simple examples		

References:

a. "Business Mathematics" by Dr. S. M. Shukla and Dr. V. A. Mirza
b. "Business Mathematics and Statistics" by Andre Francis and G. V. Shenoy
c. "Business Mathematics and Statistics" by J. K. Thukral
d. "Essentials of Business Mathematics" by Rajendra Pal and S. N. Kapoor
e. "Business Mathematics and Statistics" by N. P. Bali

SEMESTER	:	II OEC
TITLE OF THE SUBJECT /COURSE	:	Business Economics-II
COURSE CODE	:	RJOECBCOMMS122
CREDITS	:	2
DURATION (Hours)	:	30

FYBMS	SEMESTER II
RJOECBCOMMS122 Business Economics-II	**Course Outcomes:** ● Develop a strong foundation in macroeconomics and its relevance to business decision-making. ● Understand the principles of fiscal policy, taxation, public expenditure, and government debt. ● Explore international trade theories and the factors affecting foreign investment. ● Grasp the functioning of foreign exchange markets and the various exchange rate systems.

Course Outcome Number	On completing the course he student will be able to	PSO Addressed	Blooms Level
CO1	Demonstrate a clear understanding of macroeconomic concepts and their implications for businesses.	1,2,3	1,2,3
CO2	Analyze economic models and their impact on income, expenditure, and economic cycles.	1,2,3	3,4,5,6
CO3	Analyze international trade theories and their relevance to global economic interactions.	1,2,3	4,5,6
CO4	Understand the functioning of foreign exchange markets and exchange rate systems in international trade.	1,2,3	2,3,4

SEMESTER II (THEORY)		L	Cr
Subject: Business Economics-II	**Paper Code:** RJOECBCOMMS122	30	2
UNIT I		08	
Introduction to Macroeconomic Data and Theory			
● **Macroeconomics:** Meaning, Scope and Importance. ● **Circular flow of aggregate income and expenditure:** closed and open economy models ● **The Measurement of national product**: Meaning and Importance - conventional and Green GNP and NNP concepts - Relationship between National Income and Economic Welfare. ● **Short run economic fluctuations:** Features and Phases of Trade Cycles ● **The Keynesian Principle of Effective Demand:** Aggregate Demand and Aggregate Supply - Consumption Function - Investment function - effects of Investment Multiplier on Changes in Income and Output			
UNIT II		07	
Money, Inflation and Monetary Policy			
● **Money Supply:** Determinants of Money Supply - Factors influencing Velocity of Circulation of Money ● **Demand for Money:** Classical and Keynesian approaches and Keynes' liquidity preference theory of interest ● **Money and prices:** Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach ● **Inflation:** Demand Pull Inflation and Cost Push Inflation - Effects of Inflation- Nature of inflation in a developing economy. ● **Monetary policy:**Meaning, objectives and instruments, inflation targeting			
UNIT III		07	
Constituents of Fiscal Policy			
• Role of a Government to provide Public goods- Principles of Sound and Functional Finance • Fiscal Policy: Meaning, Objectives - Contra cyclical Fiscal Policy and Discretionary Fiscal Policy • Instruments of Fiscal policy : Canons of taxation - Factors influencing incidence of taxation - Effects of taxation Significance of Public Expenditure - Social security contributions- Low Income Support and Social Insurance Programmes - Public Debt - Types, Public Debt and Fiscal Solvency, Burden of debt finance • Union budget -Structure- Deficit concepts-Fiscal Responsibility and Budget Management Act.			
UNIT IV		08	
Open Economy : Theory and Issues of International Trade			

• **The basis of international trade:** Ricardo's Theory of comparative cost advantage - The Heckscher – Ohlin theory of factor endowments- terms of trade - meaning and types, Factors determining terms of trade - Gains from trade - Free trade versus protection • **Foreign Investment :** Foreign Portfolio investment- Benefits of Portfolio capitalflows-Foreign Direct Investment - Merits of Foreign Direct Investment - Role of Multinational corporations • **Balance of Payments:** Structure -Types of Disequilibrium - Measures to correct disequilibrium in BOP. • **Foreign Exchange and foreign exchange market :** Spot and Forward rate of Exchange - Hedging, Speculation and Arbitrage -Fixed and Flexible exchange rates-Managed flexibility		

References:

a. "Managerial Economics" by D. N. Dwivedi
b. "Business Economics" by Andrew Gillespie
c. "Managerial Economics: Economic Tools for Today's Decision Makers" by Paul G. Keat and Philip K. Y. Young
d. "Business Economics" by K. K. Dewett and M. H. Navalur
e. "Managerial Economics: Analysis, Problems, Cases" by Truett and Truett

EVALUATION AND ASSESSMENT

MODE OF EVALUATION

Courses	Credits	Type	Marks	Internal Assessment	Sem End
Principles of Management	3	Major/DSC	75	25(20MPresentation +5 M Attendance)	50
Introduction to Financial Accounting	3	Major/DSC	75	25(20MWritten+5 MAttendance)	50
Quantitative Techniques in Management -I	2	Open elective	50	20(20MWritten)	30
Business Economics1	2	Open elective	50	20(20MWritten)	30
Introduction to Computers	2	VSEC/SEC	50	20(20MPractical)	30
Basics of Personal Finances	2	VSEC/SEC	50	20(20MPresentation)	30
Business Communication	2	AEC	50	20(20MAssignment)	30
New Trends in Environmental Management	2	VEC	50	20(20MAssignment)	30
Chanakya on Leadership	2	IKS	50	20(20MAssignment)	30
Co-curricular Course	2	CC	50	--	

Courses	Credits	Type	Marks	Internal Assessment	Sem End
Human Resource Management	3	Major/DSC	75	25(20MPresentation +5 M Attendance)	50
Introduction to Cost Accounting	3	Major/DSC	75	25(20MWritten+5 MAttendance)	50
Principles of Marketing	2	Minor	50	20(20MPresentation)	30
Quantitative Techniques in Management -II	2	OEC	50	20(20MWritten)	30
Business Economics II	2	OEC	50	20(20MPresentation)	30
Advance Excel	2	VSC	50	20(20MPractical)	30
Organizational Behaviour	2	SEC	50	20(20MPresentation)	30
Artificial Intelligence in Management	2	AEC	50	20(20MAssignment)	30
Corporate Ethics & CSR	2	VEC	50	20(20MPresentation)	30
Co-curricular Course	2	CC	50	--	

EVALUATION METHOD

Internal Assessment

1. Major Courses: 25 Marks & all other Courses except Co-Curricular Course: 20 Marks
2. **Mode of Evaluation:**
   - Presentation (Group wise 10 min each group; criteria for marking: On the basis of Presentation skills, Communication, PPT file, Attire, Report)
   - Written (Duration: 30 Min)
   - Lab Practical (Duration: 30 Min)
   - Assignment(Hand Written/Typed)

Written Question Paper Pattern
Internal Assessment

Marks: 20 **Duration: 30 min**

Q.1) Multiple choice questions. (1 marks each) (05 Marks)
1.
2.
3.
4.
5.

Q.2) Explain the following concepts. (1 marks each) (05 Marks)
1.
2.
3.
4.
5.

Q.3) Answer the questions. (Any TWO) (10 Marks)
1.
2.
3.

Semester End Exam

Marks: 30 **Duration: 1 Hr**

Q.1) Answer the question. (10 Marks)

OR

Q.1) Answer the question. (10 Marks)

Q.2) Answer the question. (10 Marks)

OR

Q.2) Answer the question. (10 Marks)

Q.3) Answer the question. (10 Marks)

OR

Q.3) Answer the question. (10 Marks)

Semester End Exam

Marks: 50 **Duration: 1.5 Hrs**

Q.1) Answer the question. (10 Marks)

OR

Q.1) Answer the question. (10 Marks)

Q.2) Answer the question. (10 Marks)

OR

Q.2) Answer the question. (10 Marks)

Q.3) Answer the question. (10 Marks)

OR

Q.3) Answer the question. (10 Marks)

Q.4) Answer the question. (10 Marks)

OR

Q.4) Answer the question. (10 Marks)

Q.5) Answer the question. (10 Marks)

OR

Q.5) Answer the question. (10 Marks)

RULES AND REGULATIONS REGARDING ASSESSMENT AND EVALUATION

FOR FY UNDER NEP FROM A.Y. 2023-2024 ONWARDS-

1. A learner appearing for first year examination under NEP will have **maximum of 22 credits** and examinations will be of **maximum 550 marks.**

2. Courses having **2 credits, 3 credits and 4 credits** will have examinations of **50, 75, 100 marks** respectively.

3. With regard to Major Course, Minor Course and OEC:
Continuous evaluation of 40-60 adopted under autonomy (2018) shall continue for all the courses; for the courses with 2 credits and 50 marks, Internal is of 20 marks (only one IA) and External 30 marks (SEE); while the courses with 3 credits and 75 marks, it is 25 marks (only one IA) and 50 marks (SEE). In case of courses of 100 marks, the break up of marks will be 40 marks (IA) and 60 marks (SEE).

4. With regard to IKS, VSEC (VSC and SEC), AEC, VEC:
These will be of 2 Credits each and of 50 marks. Continuous evaluation of 40-60 wherein Internal is of 20 marks and SEE of 30 marks or Only one SEE of 50 marks or continuous evaluation of more than one test by the respective coordinating department or as directed by the EC.

5. With regard to CC:
Vertical of CC shall also be more like a **continuous evaluation** where a student will be awarded marks on the basis of **his / her participation in the co-curricular activities of the department / other departments / associations / extension activities / intercollegiate events and JeevanKaushal**. A workbook will be provided to a student to keep a record of his / her participation and will be duly signed by the concerned teachers.

6. Duration of examinations:

a. An IA exam of 20/25 marks shall be of duration of 30 minutes.
b. An SEE exam of 30 marks (offline) shall be of duration of 1 hour.
c. An SEE exam of 50 marks (offline) shall be of duration of 1 ½ hour.
d. An SEE exam of 50 marks (online MCQ) shall be of 60 minutes.
e. An SEE exam of 60 marks (offline) shall be of duration of 2 hours.

7. There shall be **combined passing of Internals and SEE** in a given paper with a **minimum passing percentage of 40.**

8. **Appearing for SEE** for every paper is **compulsory** irrespective of the performance in the Internals examinations. A student absent in SEE will be thus declared failing in a given subject.

9. There shall be provision for supplementary examination for the benefit of students who miss their SEE on grounds of medical emergency or representing college at the national level event or any other equivalent event with a special permission granted by the Head of the institution.

10. There shall be no Additional Examinations for any of the Semesters except for the Semester V wherein one chance of credit improvement in Semester V shall be given before the Learner appears for the final Semester VI Examination.

11. A learner appearing for first year exam under NEP shall have examination of maximum **550 marks** to which effect **ATKT** is allowed for **maximum of 200 marks** corresponding to **failing in 3 / 4 courses** but must have passed in at least one Theory course of Major / Minor.

FOR SY AND TY-

12. For the SY (2023-2024) and TY (2023-2024 and 2024-2025) programs, 40 – 60 pattern of continuous evaluation continues. However, Internal 40% as 20 + 20 is revised from AY 2023-24 as 15 + 25 wherein, 15 marks of assignment and 25 marks of MCQs or any other mode of evaluation as decided by the respective department shall be implemented. Rest of the Rules and Regulations continues as earlier.

13. Ordinances **5042A, 5043A& 5044A, 5045A, 5046A, 5048A&B, 5049A, 5050A** and **0.229A**adopted under autonomy are to accepted as its under NEP. (Next Page)

ORDINANCES ADOPTED ON EXAMIANTIONS CONDUCTED UNDER AUTONOMY

ORDINANCE NUMBER	MATTER OF REFERENCE
5042A	**Grace Marks for passing in each head of passing** (Theory/ Practical/ Oral/ Sessional)
5043A, 5044A	**Grace marks for getting higher Class/ Grade (Grade Jump)**
5045A	**Condonation**
5046A	**Moderation**
5048A&B	**Amendments of Results** (Due to errors, Due to fraud, malpractices etc.)
5049A	**Appointment of paper setters, Examiners, Senior supervisors and conduct of examination etc.**
5050A	**Ordinance regarding Unfairmeans resorted to by the Student**
0.229A	**Benefit of 10 marks under NSS/ NCC/ LLLS/ SPORTS**

Explanation:

Ordinance 5042A: *the benefit of gracing of marks under the ordinance shall be applicable only if the candidate passes the entire examination of semester/year.*

Ordinance 5043A, 44A: *the benefit of gracing of marks under the ordinance shall be applicable only if the candidate passes in all the subjects and heads of the examination without the benefit of either gracing or condonation rules and shall be given for maximum of 1% of the aggregate marks of the examination or up to 10 marks, whichever is less.*

Ordinance 5045A: *the benefit of gracing of marks under the ordinance shall be applicable only if the candidate fails in only one head of passing and his/her deficiency of marks in such head of passing may be condoned by not more than 1% of the aggregate marks of the examination or 10% of the total number of marks of that head of passing in which he/she is failing, whichever is less. Condonation of deficiency of marks be shown in the statement of marks in the form of asterisk and Ordinance number.*

Ordinance 5046A: *the ordinance shall be applicable as per the detailed scheme of moderation released by the University of Mumbai via its adaptation in totality.*
Where marks awarded by the moderator vary from those awarded by original examiner, the marks awarded by the moderators shall be taken as final.

Ordinance 5048A&B: *section (A) of the ordinance is applicable to the case where it is found that the result of an examination has been affected by errors, the Controller of Examination shall have power to amend such result provided the errors are reported/ detected within 6 months from the date of declaration.*
Error means –

- *(a) Error in computer/ data entry, printing or programming and the like.*
- *(b) Clerical error, manual or machine in totalling or entering of marks on mark list/ register.*
- *(c) Error due to negligence or oversight of examiner or any other person connected with evaluation, moderation and result preparation.*

Section (B) of the ordinance is applicable in any case where the result of an examination has been ascertained and published and it is found that such result has been affected by any malpractices, fraud or any other improper conduct whereby an examinee has benefited and that such examinee has been party of privy to or connived at such malpractice, fraud or improper conduct.

Ordinance 5049A: *the ordinance shall be applicable as per the guidelines of University of Mumbai.*

Ordinance 5050A: *the convener of the Unfair means committee shall take appropriate disciplinary action against the student/s using, attempting to use, instigating or allowing to use unfair means at the examination applying the ordinance as per the guidelines of University of Mumbai.*

Ordinance 0.229A: *the ordinance shall be applicable to the candidate for his/her satisfactory completion of NSS/NCC/DLLE/SPORTS. Benefit of 10 marks be shown in the Statement of Marks in the form of hashtag and Ordinance number.*

Teaching Learning Process

The teaching learning process in the learning outcomes based curriculum framework in the subject of Management Studies is designed to develop the cognitive skills of every learner. The course offers the requisite skills for a professions and jobs in all areas of management. All courses have Case studies as an integral part which promotes the learner to acquire the requisite skills for employment by learning real life problem solving skills.

An interesting combination of teaching learning processes is adopted in which the teacher and learners are actively involved.

Some of the salient teaching learning processes are

- ✓ Class lectures
- ✓ Presentations
- ✓ Group Discussion, workshops
- ✓ Case Study pedagogy
- ✓ Peer teaching and learning
- ✓ Project based learning, quiz, seminars, exhibitions, posters.
- ✓ Research Based Projects
- ✓ Technology enabled self-learning
- ✓ Internships
- ✓ LMS (Google Classroom)

The effective teaching strategies would address the requirements of leaner to learn at their own pace. The teaching pedagogy adopted to ensure inculcate higher order skills in the learner. The entire program is also designed to foster human values, environmental consciousness for an equable society. The teaching learning processes adopted would aim at participatory pedagogy.

Mapping of Curriculum for Employability/Entrepreneurship/Skill Development

Courses	Unit wise	Mapping
Quantitative Techniques in Management –I RJOECBCOMMS111	1. Introduction to Statistics 2. Measures of Dispersion, Co-Relation and Linear Regression 3. Time Series and Index Number 4. Probability and Decision Theory	Employability, Skill development
Business Economics-I RJOECBCOMMS112	1. Introduction 2. Demand Analysis 3. Supply and Production Decisions and Cost of Production 4. Market structure: Perfect competition and Monopoly and pricing and output decision under Imperfect Competition	Employability, Skill development

Courses	Unit Wise	Mapping
Quantitative Techniques in Management RJOECBCOMMS121	4. Elementary Financial Mathematics 5. Matrices and Determinants 6. Derivatives and Applications of Derivatives 7. Numerical Analysis [Interpolation]	Entrepreneurship/ Skill development
Business Economics II RJOECBCOMMS122	1.Introduction to Macroeconomic Data and Theory 2.Money, Inflation and Monetary Policy 3.Constituents of Fiscal Policy 4.Open Economy: Theory and Issues of International Trade	Entrepreneurship/ Skill development/ Employability

Mapping of Curriculum with Relevance to Local, Regional, National and Global Development Needs

Courses	Unit wise	Relevance to
Quantitative Techniques in Management-I RJOECBCOMMS111	1. Introduction to Statistics 2. Measures of Dispersion, Co-Relation and Linear Regression 3. Time Series and Index Number 4. Probability and Decision Theory	Local, National, International
Business Economics-I RJOECBCOMMS112	1. Introduction 2. Demand Analysis 3. Supply and Production Decisions and Cost of Production 4. Market structure: Perfect competition and Monopoly and pricing and output decision under Imperfect Competition	Local, National, International
Courses	**Unit Wise**	
Quantitative Techniques in Management-II RJOECBCOMMS121	1. Elementary Financial Mathematics 2. Matrices and Determinants 3. Derivatives and Applications of Derivatives 4. Numerical Analysis [Interpolation]	Local, National
Business Economics II RJOECBCOMMS122	1. Introduction to Macroeconomic Data and Theory 2. Money, Inflation and Monetary Policy 3. Constituents of Fiscal Policy 4. Open Economy: Theory and Issues of International Trade	Local, National, International

Mapping of Curriculum with relevance to SDG

Courses	Unit wise	Mapping
Quantitative Techniques in Management- I RJOECBCOMMS111	1. Introduction to Statistics 2. Measures of Dispersion, Co-Relation and Linear Regression 3. Time Series and Index Number 4. Probability and Decision Theory	SDG4, SDG9
Business Economics-I RJOECBCOMMS112	1. Introduction 2. Demand Analysis 3. Supply and Production Decisions and Cost of Production 4. Market structure: Perfect competition and Monopoly and pricing and output decision under Imperfect Competition	SDG8, SDG4

Courses	Unit Wise	Mapping
Quantitative techniques in Management-II RJOECBCOMMS121	1. Elementary Financial Mathematics 2. Matrices and Determinants 3. Derivatives and Applications of Derivatives 4. Numerical Analysis [Interpolation]	SDG4
Business Economics II RJOECBCOMMS122	1. Introduction to Macroeconomic Data and T heory 2. Money, Inflation and Monetary Policy 3. Constituents of Fiscal Policy 4. Open Economy: Theory and Issues of Intern ational Trade	SDG8,912