

Yashoda Girls' Arts & Commerce College, Nagpur



Department of Commerce

Teaching Plan

Session: 2023-2024

Subject: Commercial Services

Class: B. Com. Semester II

Purushottam Khaparde Health & Education Society's
Yashoda Girls' Arts & Commerce College

Accredited B++ with 2.97 CGPA for Second Cycle by NAAC

(Affiliated to Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur)

Sneh Nagar, Wardha Road, Nagpur 440015

Tel. 0712 2290637 Fax: 0712 2290368 www: <https://yashodagirlscollege.edu.in> E-mail: ygc.ngp@rediffmai.com

----- **DEPARTMENT OF COMMERCE** -----

- Dr K G Meshram - 9970071236

YGC No:

Date:

Semester wise Teaching Plan 2023-24

B.Com. – First Year

Semester-II

Subject: Commercial Services

(Second Term: 01/12/2023 to 30/04/2024)

Unit	Required Lectures	Months Lectures	Duration
Winter Examination: December 2023 (for 1 st Sem.)		December	
Unit – I Commercial Services: Meaning, Characteristics, Scope and Classification of Services, Emerging Trends and Importance of the service sector in India. Marketing Mix of Services: Product, Place, Price, Promotion, People, Process of Services delivery and Physical evidence. Career Opportunities: Factors for growth of Service Sector in India and Career Opportunities in Commercial Services. UNIT TEST	31 01	December /January 32	01/12/ 2023 To 24/ 12/ 2023 & 12/01/2024 To 31/01/2024
Unit – II Aviation Services: Role and Importance, Current Trends, Challenges and Future Opportunities in India, Government initiatives towards the aviation industry. Hospitality Services: Diversity of Hospitality Industry, Role and Importance, Emerging Trends, Challenges and Future Opportunities in the Indian Hospitality Industry. UNIT TEST	21 01	February 22	01/02/ 2024 To 28/02/ 2024
Unit - III Information Technology Enabled Services (ITES): Overview and Current Trends of ITES, Role and Importance of ITES. Concept and Scope of Business Process Outsourcing (BPO), Knowledge Process Outsourcing (KPO), Legal Process Outsourcing (LPO) and Enterprise Resource Planning (ERP) Challenges and Future Opportunities for ITES in India. UNIT TEST	12 11 01	March 24	01/03/ 2024 To 31/03/ 2024
Unit IV Banking Services: Overview and Importance of Banking Services with respect to recent developments in India. Concept of Credit Cards and its usage and No Cost EMI system. Effects of Privatization on Banking Services in India. General Insurance Services: Concept and Role of General Insurance Services. Growth and development due to the emergence of Online platforms in Insurance Services. Impact of the opening of the Insurance sector for private players. UNIT TEST Extra Classes for weak learners / Revision Class SEMESTER TEST	16 01 04 01	April 22	01/04/2024 To 30/04/2024
Summer Examination Date: 1 st Dec 2023		As per University Schedule	

Dr K G Meshram

Head, Department of Commerce

Dr Dhanaraj Shete

Principal

Yashoda Girls Arts & Commerce College
Sneh Nagar, Nagpur-15

**Yashoda Girls' Arts & Commerce College,
Nagpur**



Department of Commerce

Teaching Plan

Session: 2023-2024

Subject: Financial Management Operations

Class: B. Com. Semester II

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Semester wise Teaching Plan 2023-24

B.Com. – First Year

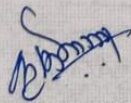
Semester-II

Subject: Financial Markets Operation

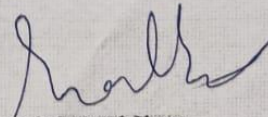
(Second Term: 01/12/2023 to 30/04/2024)

Unit	Required Lectures	Months Lectures	Duration
<u>Winter Examination:</u> December 2023 (for 1 st Sem.)		December	
UNIT-I: Financial institutions and regulatory bodies: Institutions: (Meaning and Functions) Merchant Banks, Investment companies, Management Investment companies, Development bank, Mutual Funds. Regulators: (functions, scope, roles and responsibilities) RBI, SEBI, IRDA, PFRDA (Functions, Scope, Roles and Responsibilities) UNIT TEST	31 01	December/ January 32	01/12/ 2023 To 24/ 12/ 2023 & 12/01/2024 To 31/01/2024
UNIT-II: Capital Markets- Primary Markets: Meaning, Role and importance, Composition, instruments, New Issue Market: Features, Objectives and Functions, Constituents or players, Modes of procuring long term funds: Public issue, Rights issue, Private placement. UNIT TEST	21 01	February 22	01/02/ 2024 To 28/02/ 2024
UNIT-III: Capital Markets- Secondary Markets: Meaning, Role and importance, Functions of the stock exchange, Listing of securities and its benefits, Stock market indices, Types of dealings, types of securities traded on the Indian stock exchanges, Comparison of the three exchanges (BSE,NSE, OTCEI) UNIT TEST	12 11 01	March 24	01/03/ 2024 To 31/03/ 2024
UNIT-IV: Money Markets: Meaning, features of organized and unorganized money markets Instruments: Treasury Bills, Certificate of Depositts, Commercial Paper, Call money Commercial bills, Inter-corporate deposits, Inter-bank participation certificates. Credit Rating Agencies: Meaning and role of such agencies. A brief idea about: CRISIL, ICRA. UNIT TEST Extra Classes for weak learners / Revision Class SEMESTER TEST	16 01 04 01	April 22	01/04/2024 To 30/04/2024
Summer Examination		As per University Schedule	

Date: 1st Dec 2023



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Head, Department of Commerce



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Principal
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Sneh Nagar, Nagpur-15

**Yashoda Girls' Arts & Commerce College,
Nagpur**



Department of Commerce

Teaching Plan

Session: 2023-2024

Subject: Organizational Behaviour

Class: B. Com. Semester IV

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DEPARTMENT OF COMMERCE

- Dr K G Meshram - 9970071236

YGC No:

Date:

Semester wise Teaching Plan 2023-24

B.Com. – Second Year

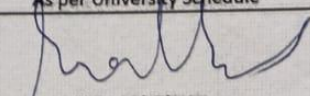
Semester-IV

Subject: ORGANIZATIONAL BEHAVIOUR

(Second Term: 01/12/2023 to 30/04/2024)

Unit	Required Lectures	Months Lectures	Duration
Winter Examination: December 2023 (for 3rd Sem)		December	
Unit – I : Introduction <ul style="list-style-type: none"> Organisational Behaviour :- meaning, OB History and Development; Importance of OB to the field of management. Basic behavioral Process: Cognitive functions-intelligence, Creativity, Problem solving, Learning and its process – implications. Challenges and Opportunities in development of Organisational Behaviour Impact of technology on Organisational Behaviour. UNIT TEST	34 01	December/ January 35	01/12/ 2023 To 20/ 12/ 2023 & 04/01/2024 To 31/01/2024
Unit – II : Organizational Culture <ul style="list-style-type: none"> Meaning and dimensions Types of organizational cultures Role of manager in creating and sustaining culture Impact of organisational culture on performance of the organization Human resource management policies and practices, diversity at work. UNIT TEST	21 01	February 22	01/02/ 2024 To 28/02/ 2024
Unit - III: Morale and Motivation <ul style="list-style-type: none"> Morale :- Meaning, types, consequences, importance and methods of improving morale MASLOW'S NEED HIERARCHY MODEL THEORY, HERZBERG'S TWO FACTOR THEORY, THEORY X & THEORY Y Motivation:- meaning, Types, Techniques and importance Relationship between morale and motivation. UNIT TEST	12 11 01	March 24	01/03/ 2024 To 31/03/ 2024
Unit IV: Organisational changes <ul style="list-style-type: none"> Concept and factors responsible for Organisational changes Management of Organisational changes Resistance to Organisational changes Approaches to manage Organisational changes - UNIT TEST Extra Classes for weak learners Revision Class SEMESTER TEST	16 01 04 01	April/ May 22	01/04/2024 To 30/04/2024
Summer Examination Date: 1 st Dec 2023		As per University Schedule	


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Nagpur**



Department of Commerce

Teaching Plan

Session: 2023-2024

Subject: HUMAN RESOURCE MANAGEMENT

Class: B. Com. Semester VI

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- Dr K G Meshram - 9970071236

Date:

YGC No:

Semester wise Teaching Plan 20223-24

B.Com. - Third Year

Semester-VI

Subject: HUMAN RESOURCE MANAGEMENT

(Second Term: 01/12/2023 to 30/04/2024)

Unit	Required Lectures	Months Lectures	Duration
Winter Examination: 5 th Sem : 02/12/2023 To 15/12/2023		December	
Unit - I Introduction: Human Resource Management, Definition, Objectives, Functions, Scope, Importance. Quality of a ideal Human Resource Managers UNIT TEST	31	December/ January 32	18/12/ 2023 To 31/ 12/ 2023 & 01/01/2024 To 31/01/2024
Unit - II Recruitment selection and training Recruitment: - meaning, source; selection process and importance, placement and induction, career planning v/s manpower planning Training: - meaning, method, training and development, UNIT TEST	21	February	01/02/ 2024 To 28/02/ 2024
Unit - III Labour welfare and Collective bargaining Labour welfare: - Safety and Health Measures Workers Participation in Management - Objectives for Wage Incentive - Fringe Benefits Collective Bargaining - Features - Pre-requisite of Collective Bargaining Agreement at different levels, Successful Participation of workers in Management. UNIT TEST	01	22	
Unit IV Human resource planning and accounting Human Resource Planning - Human Capital Investment - Expenditure vs. Productivity Meaning and Definition of Human Resource Accounting, Importance; Human Resource Accounting - Measurement of Human Value addition into Money Value- UNIT TEST	23	March	01/03/ 2024 To 31/03/ 2024
Human Resource Accounting - Measurement of Human Value addition into Money Value- UNIT TEST Extra Classes for weak learners Revision Class SEMESTER TEST	16 01 06 01	April / May 24	01/04/2024 To 30/04/2024
Summer Examination			As per University Schedule

Date: 1st Dec 2023

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Yashoda Girls' Arts & Commerce College, Nagpur



Department of Commerce

Plan of Continuous Internal Evaluation (CIE)

Session: 2023-2024

**Subject – Business Skills, Commercial Firms / Holistic
Development / Marketing Management**

Class: B. Com. Semester II/ IV/ VI

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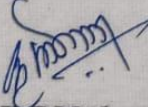
Plan of Continuous Internal Evaluation (CIE)

Academic Session – 2023-2024 (Second Term: 01/12/2023 to 30/04/2024)

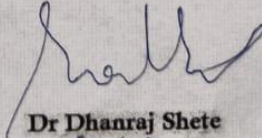
Semester II/ IV / VI

**Subject – Commercial Services, Financial Markets Operation /Organizational Behaviour
/Human Resource Management**

Components / Methods	Tentative Duration
Introducing Syllabus & Course Objectives	Third Week of December
Subject Skills Evaluation	First Week of January
Group discussions	Mid of January
Written or Oral Quiz / Surprise Test	Mid of February
Unit Test I - Unit wise – Online / Offline /Mix mode on completed Units	First week of February 2024
Regular Evaluation on each completed Units and Identification of Slow and Advance Learners	Mid of March 2024
Unit Test II - Unit wise - Online / Offline /Mix mode. Remedial Classes for Slow Learners	Second week of April/May 2024
Classroom Presentations /Other innovative practices / activities	End Semester Exam. 2024
How to prepare for University Examination and solve Questions Paper.	April 2024
Revision /Test – MCQs / Online / Offline / Mix mode	End Semester Exam. 2024
Viva - Voce and its evaluation for internal marks.	End Semester Exam 2024


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Head, Department of Commerce


Dr Dhanraj Shete

Principal

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