

ANNUAL TEACHING PLAN
 CLASS: - F.Y.B.COM.
 SUBJECT: - Business Economics - Paper I
 SEMESTER – I ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECT. |
|-------|---|-------------|
| JUNE | Unit I: Introduction: Scope and Importance of Business Economics - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- Use of Marginal analysis in decision making. | 06 |
| JULY | The basics of market demand, market supply and equilibrium price-shifts in the demand and supply curves and equilibrium Unit II: Demand Analysis: Demand Function - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional) - relationship between price elasticity of demand and revenue concepts | 13 |
| AUG. | Demand Estimation and forecasting: Meaning and significance - methods of demand estimation- survey and statistical methods (numerical examples on trend analysis and simple linear regression) Unit III: Supply and Production Decisions: 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 – | 13 |
| SEPT. | expansion path – Economies and diseconomies of Scale and economies of scope Unit IV: Cost concepts: accounting cost and economic cost, implicit and explicit cost, social and private cost, historical cost and replacement cost, sunk cost and incremental cost -fixed and variable cost - total, average and marginal cost – | 12 |
| OCT. | Cost Output Relationship in the Short Run and Long Run- (hypothetical numerical problems to be discussed) Extension of cost analysis: Cost reduction through experience- LAC and Learning curve and Break-Even Analysis (with business application) | 10 |

ANNUAL TEACHING PLAN
CLASS: - F.Y.B.COM.
SUBJECT: - Business Economics - Paper II
SEMESTER – II ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECT. |
|-------|--|-------------|
| NOV | Unit I: Market Structure: Perfect Competition and Monopoly: Perfect competition and Monopoly models as two extreme cases - profit maximisation and the competitive firm's supply curve - short run and long run equilibrium of a firm and of industry - Monopoly - | 06 |
| DEC | Sources of monopoly power – short run and long run equilibrium of a firm under Monopoly. Unit II: Pricing and Output Decisions under Imperfect Competition: Monopolistic competition: Competitive and Monopolistic elements of monopolistic competition- equilibrium of firm under monopolistic competitions, monopolistic verses perfect competition, excess capacity and inefficiency, debate over role of advertising, (topics to be taught using case studies from real life examples) | 13 |
| JAN | Oligopolistic Market: Key attributes of oligopoly- Collusive and non-collusive oligopoly market, Price rigidity, Cartels and price leadership models (with practical examples) Unit III: Pricing practices: Cost oriented pricing methods: cost –plus (full cost)/mark-up pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing – | 13 |
| FEB | transfer pricing (case studies on how pricing methods are used in business world) Unit IV: Evaluating capital projects: Meaning and importance of capital budgeting- steps in capital budgeting- Techniques of Investment appraisal: | 12 |
| MARCH | payback period method, net present value method, and internal rate of return method (with numerical examples) | 10 |

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ANNUAL TEACHING PLAN
 CLASS: - S.Y.B.COM.
 SUBJECT: - Business Economics- Paper III
 SEMESTER – III ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECT. |
|-------|--|-------------|
| JUNE | <p>Unit I: Introduction: Macroeconomics: Meaning, Scope and Importance. Circular flow of aggregate income and expenditure and its Importance- closed and open economy models. The Measurement of National Product: Meaning and Importance of National Income Accounting- conventional and Green GNP and NNP concepts -National Income and Economic Welfare.</p> | 06 |
| JULY | <p>Trade Cycles: Features and Phases. Classical Macroeconomics: Say's law of Markets - Features, Implications and Criticism.</p> <p>Unit II: Basic Concepts of Keynesian Economics: The Principle of Effective Demand: Aggregate Demand and Aggregate Supply. Consumption Function: Properties, Assumptions and Implications. Investment function and Marginal Efficiency of capital Investment. Multiplier effect on Income and Output: Assumptions, Working, Leakages, Criticism and Importance - paradox of thrift. Relevance of Keynesian theory tools to the developing countries.</p> | 13 |
| AUG. | <p>Investment Multiplier effect on Income and Output: Assumptions, Working, Leakages, Criticism and Importance - paradox of thrift. Relevance of Keynesian theory tools to the developing countries.</p> <p>Unit III: Post Keynesian Developments in Macro Economics: The IS-LM model of integration of commodity and money markets Inflation and unemployment: Philips curve, Stagflation: meaning, causes, and consequences. Supply side economics: Basic propositions and critical appraisal.</p> | 13 |
| SEPT. | <p>Unit IV: Money, Prices and Inflation: 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 - Friedman's restatement of Demand for money. Money and prices: Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach.</p> | 12 |
| OCT. | <p>Inflation: Demand Pull Inflation and Cost Push Inflation - Effects of Inflation- Nature of inflation in a developing economy - policy measures to curb inflation- monetary policy and inflation targeting</p> | 10 |

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CLASS: - S.Y.B.COM.
SUBJECT: - Business Economics- Paper IV
SEMESTER – IV ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECT. |
|-------|---|-------------|
| NOV | <p>Unit I: Introduction to Public Finance: The Role of Government in an Economy. Meaning and Scope of Public finance. Major fiscal functions: allocation function, distribution function & stabilization function. Principle of Maximum Social Advantage: Dalton and Musgrave Views - the Principle in Practice, Limitations. Relation between Efficiency, Markets and Governments. The concept of Public Goods and the role of Government.</p> | 06 |
| DEC | <p>Unit II: Public Revenue: Sources of Public Revenue: tax and non-tax revenues - Objectives of taxation - Canons of taxation - Types of taxes: direct and indirect - Tax Base and Rates of taxation: proportional, progressive and regressive taxation. Shifting of tax burden: Impact and incidence of taxation - Processes-factors influencing incidence of taxation Economic Effects of taxation: on Income and Wealth, Consumption, Savings, Investments and Production. Redistributive and Anti – Inflationary nature of taxation and their implications.</p> | 13 |
| JAN | <p>Unit III: Public Expenditure and Public Debt: Public Expenditure: Canons - classification - economic effects of public spending - on production, consumption, distribution, employment and stabilization - Theories of Public Expenditure: Wagner's Hypothesis and Wiseman Peacock Hypothesis - Causes for Public Expenditure Growth - Significance of Public Expenditure: Low Income Support and Social Insurance Programmes.</p> | 13 |
| FEB | <p>Public Debt: Classification - Burden of Debt Finance: Internal and External- Public Debt and Fiscal Solvency. Unit IV: Fiscal policy and Management: Fiscal Policy: Meaning, Objectives, constituents and Limitations. Contra cyclical Fiscal Policy and Discretionary Fiscal Policy: Principles of Sound and Functional Finance.</p> | 12 |
| MARCH | <p>Budget- Meaning objectives and types - Structure of Union budget - Deficit concepts. Intergovernmental Fiscal Relations: fiscal federalism and fiscal decentralization - central-state financial relations.</p> | 10 |

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ANNUAL TEACHING PLAN
 CLASS: T.Y.B.COM.
 SUBJECT: B. EAONOMICS - Paper V
 SEMESTER – V ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECT. |
|-------|--|-------------|
| JUNE | Module - I: Overview of New Economic Policy-1991: The background of the reform policies and the mechanism through which reform policies were introduced, Role of Social Infrastructure with reference to education, and health. Sustainable Development Goals and Policy measures: Make in India. | 08 |
| JULY | Invest in India, and Skill Development and Training Programs. Foreign Investment Policy Measures in India – Foreign Investment Promotion Board, FDI- MNCs and their role. Module - II: Agriculture During Post Reform Period: National Agricultural Policy 2000: Overview, and its implications Agricultural pricing and agricultural finance. Agricultural Marketing Development-Agricultural Market infrastructure. | 12 |
| AUG | Market information- Marketing training- Enabling Environments-Recent developments. Module - III: The Industry and Service Sector During Post Reform Period: Policy Measures- Competition Act 2003, Disinvestment Policy, Micro, Small and Medium Enterprises [MSME sector] since 2007. | 12 |
| SEPT | Industrial Pollution in India: Meaning, Types, Effects and Control. Service Sector: Recent trends, role and growth in Healthcare and Tourism Industry. Module – IV: Banking and Financial Market: Banking Sector- Recent trends, issues and challenges in Banking and Insurance Industry. | 12 |
| OCT | Money Market – Structure, Limitations and Reforms. Capital Market – Structure, Growth and Reforms. | 08 |

ANNUAL TEACHING PLAN
 CLASS: T.Y.B.COM.
 SUBJECT: B. EAONOMICS - Paper VI
 SEMESTER – VI ACADEMIC YEAR 2021-22 (3 Lectures Per Week)

| MONTH | UNIT TO BE COMPLETED | TOTAL LECTURES |
|-------|--|----------------|
| NOV | Module – I: Introduction to International Trade: Distinction between domestic & international Trade - Theories of International Trade - Ricardo's Theory of Comparative Costs and the Heckscher - Ohlin Theory. | 08 |
| DEC | Terms of Trade - Types and Limitations. Gains from International trade - Offer Curves and Reciprocal Demand. Module- II: Commercial Policy: Commercial Trade Policy –Free Trade and Protection – Pros and Cons.- Tariff and Non-Tariff Barriers: Meaning, Types and Effects. | 12 |
| JAN | International Economic Integration – Types and Objectives: EU, SAARC, ASEAN. Module – III: Balance of payments and International Economic Organization: Balance of Payment: Meaning, Structure, Types of Disequilibrium. | 12 |
| FEB | Causes and measures to correct the disequilibrium in Balance of Payments -WTO - Recent Developments in TRIPS, TRIMS and GATS. Module – IV: Foreign Exchange market: Foreign Exchange Market: Meaning, Functions, Determination of Equilibrium Rate of Exchange. Purchasing Power Parity Theory, | 12 |
| MARCH | Spot and Forward Exchange Rates, Arbitrage. Role of Central Bank in foreign exchange rate management, Managed flexible exchange rate system of India. | 08 |

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Annual Teaching Plan
Academic Year – 2021 – 2022
Class – SYBCOM, Semester – III
Subject – Applied Component - Paper Co-operation - Paper I
(3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lectures |
|-----------|---|----------------|
| June | Module 1: Introduction: Meaning and Definition of Co-operation – Salient Features of Co-operation – Benefits of Cooperation: | 08 |
| July | Evaluation of Principles of Co-operation – Role of Co-operation in Economic Development – Co-operation in Mixed Economy. Module 2: Structure and Organization of Co-operation: Organization, Progress and Problems with special reference to India: Processing Co-operative Societies – | 12 |
| August | Agricultural Marketing Societies – Consumers Cooperative Societies – Housing Co-operative Societies –Labour Co-operative Societies – Self Help Group. | 12 |
| September | Module 3: Role, Functions and Problems of Co-operative Banking in India: Primary Agricultural Credit Society – Central Co-operative Banks – State Co-operative Banks – | 12 |
| October | Land Development Banks – Farmers Service Societies – Urban Co-operative Banks and Credit Society. | 08 |

Annual Teaching Plan
Academic Year – 2021 – 2022
Class – SYBCOM, Semester – IV
Subject – Applied Component - Paper Co-operation - Paper II
(3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lect. |
|-------|--|-------------|
| Nov. | Module 1: Co-operative Management: a) Administrative Functions of Co-operative Department Registration, Administration, Supervision Legislation, Audit – Professionalisation of Cooperative Managements | 08 |
| Dec. | Types and Procedures of General Body Meetings – Duties of Board of Directors in Co-operatives – Role of Secretary/ Managing Director – Role of Registrar: Power and Functions. b) Participation of State in Co-operative Movement: Central Government – State Government – Reserve Bank of India – NABARD | 12 |
| Jan. | Module 2: Human Resource Development in Co-operation: a) Need and Importance of HRD – HRD: Education and Training Facility – Worker's Participation in Managements. | 12 |
| Feb. | b) Leadership in Co-operatives: Role of Leadership – Leadership Qualities – Leadership Development Programmes. Module 3: Challenges of Co-operative Sector: Survival of Co-operatives under Globalization – | 12 |
| March | Need to Strengthen the Co-operative Sector. Measures to Strengthen Co-operative movement in India. | 08 |

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Annual Teaching Plan
Academic Year – 2021 – 2022
Subject – Foundation Course- Paper - I
Class – FYBCOM, Semester – I (3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lect. |
|-------|---|-------------|
| June | Unit-1: Over of Indian society: Understand the multi- cultural diversity of Indian society through its demographic composition: | 04 |
| July | Population distribution according to religion, caste& gender; Appreciate the concept of linguistic diversity in relation to the Indian situation. Understand regional variations according to rural, urban & tribal characteristics; Understanding the concept of diversity as difference. Unit-2: Concept of disparity-1: Understand the concept of disparity as arising out of stratification and inequality; Explore the disparities arising out of gender with special reference to violence against women, female feticide (decline sex ratio), and portrayal of women in media. | 13 |
| Aug. | Appreciate the inequalities faced by people with disabilities and understand the understand the issues of people with physical and mental disabilities. Unit – 3: Concept of disparity-2: Examine inequalities manifested due to the caste system & inter- group conflicts arising thereof; Understand inter- group conflicts arising out of communalism; Examine the causes & effects of conflicts arising out of regionalism & linguistic differences. | 13 |
| Sept. | Unit – 4: The Indian Constitution: Philosophy of the constitution as set out in the preamble; The structure of the constitution- the preamble, main body & schedules; Fundamental duties of the Indian citizen; tolerance, peace & communal harmony as crucial values in strengthening the social fabric of Indian society; Basic features of the constitution. | 12 |
| Oct. | Unit - 5: Significant aspects of political processes: The party system in Indian politics; Local self Govt. in urban & rural areas: the 73 rd & 74 th amendments and their implications for inclusive politics; Role & significance of women in politics. | 06 |

Annual Teaching Plan
Academic Year – 2021 – 2022
Subject – Foundation Course- Paper - II
Class – FYBCOM, Semester – II (3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lect. |
|-------|--|-------------|
| Nov. | Unit-1: Globalization and Indian society: Understanding the concept liberalization, privatization & globalization: Growth of information technology & communication & its impact manifested in everyday life impact of globalization on industry; changes in employment & increasing migration. | 10 |
| Dec. | changes in agrarian sector due to globalization. rise in corporate farming & increasing in farmer's suicide. Unit-2: Human Rights: Concept of human rights; origin & evolution of the concept: The universal declaration of human rights; Human rights constituents with special reference to fundamental rights stated in the constitution. | 10 |
| Jan. | Unit – 3: Ecology: Concept of Ecology & Environment: Ecosystems-their structure & functions; food chain & food webs & ecological pyramids; Environmental degradation- causes & impact on human life; Sustainable development- concept & components. | 12 |
| Feb. | Unit - 4: Understanding Stress & Conflict: Causes of stress & conflict in individuals & society; Agents of socialization and the role played by them in developing the individual: significance of values, ethics & prejudices in developing the individual; stereotyping & prejudice as significant factors in causing conflicts in society; aggression and violence as the public expression of conflict. | 12 |
| March | Unit – 5: Managing stress & conflict in contemporary society: Types of conflicts & use of coping mechanism for managing stress. Maslow's theory of self- actualization. Different methods of responding to conflicts in society. conflict-resolution & efforts towards building peace & harmony in society. | 06 |

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Annual Teaching Plan
Academic Year – 2021 – 2022
Subject – Foundation Course- Paper - III
Class – SYBCOM, Semester – III (3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lect. |
|-------|--|-------------|
| June | <p><u>Module 1: Human Rights Provisions, Violations and Redressal:</u></p> <p>A. Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms.</p> <p>B. Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms.</p> <p>C. Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms.</p> <p>D. Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms.</p> | 08 |
| July | <p>E. People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms.</p> <p><u>Module 2: Dealing with Environmental Concerns:</u></p> <p>A. Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects.</p> <p>B. Some locally relevant case studies of environmental disasters.</p> <p>C. Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness.</p> | 12 |
| Aug. | <p>D. Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation.</p> <p><u>Module 3: Science and Technology I:</u></p> <p>A. Development of Science- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment.</p> <p>B. Nature of science- its principles and characteristics; Science as empirical, practical, theoretical, validated knowledge.</p> <p>C. Science and Superstition- the role of science in exploding myths, blind beliefs and prejudices; Science and scientific temper- scientific temper as a fundamental duty of the Indian citizen.</p> | 12 |

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| Sept. | <p>D. Science in everyday life- Technology, its meaning and role in development; Interrelation and distinction between science and technology.</p> <p>Module 4; Soft Skills for Effective Interpersonal Communication:</p> <p>Part - A:</p> <p>I) Effective Listening - Importance and Features.</p> <p>II) Verbal and Non-Verbal Communication; Public-Speaking and Presentation Skills.</p> <p>III) Barriers to Effective Communication; Importance of Self-Awareness and Body Language.</p> | 12 |
| Oct. | <p>Part - B:</p> <p>I) Formal and Informal Communication - Purpose and Types.</p> <p>II) Writing Formal Applications, Statement of Purpose (SOP) and Resume.</p> <p>III) Preparing for Group Discussions, Interviews and Presentations.</p> <p>Part - C:</p> <p>I) Leadership Skills and Self-Improvement - Characteristics of Effective Leadership.</p> <p>II) Styles of Leadership and Team-Building.</p> | 08 |

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Annual Teaching Plan
Academic Year – 2021 – 2022
Subject – Foundation Course- Paper - IV
Class – SYBCOM, Semester – IV (3 Lectures Per Week)

| Month | Unit to Be Completed | Total Lect. |
|-------|---|-------------|
| Nov. | <p>Module 1; Significant, contemporary Rights of Citizens:</p> <p>A. Rights of Consumers-Violations of consumer rights and important provisions of the Consumer Protection Act, 2016; Other important laws to protect consumers; Consumer courts and consumer movements.</p> <p>B. Right to Information- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories.</p> <p>C. Protection of Citizens'/Public Interest-Public Interest Litigation, need and procedure to file a PIL; some landmark cases.</p> | 08 |
| Dec. | <p>D. Citizens' Charters, Public Service Guarantee Acts.</p> <p>Module 2: Approaches to understanding Ecology:</p> <p>A. Understanding approaches to ecology- Anthropocentrism, Biocentrism and Eco centrist, Ecofeminism and Deep Ecology.</p> <p>B. Environmental Principles-1: the sustainability principle; the polluter pays principle; the precautionary principle.</p> | 12 |
| Jan. | <p>C. Environmental Principles-2: the equity principle; human rights principles; the participation principle.</p> <p>Module 3: Science and Technology II:</p> <p>Part - A: Some Significant Modern Technologies, Features and Applications:</p> <p>i. Laser Technology- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.</p> <p>ii. Satellite Technology- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.</p> <p>iii. Information and Communication Technology- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.</p> <p>iv. Biotechnology and Genetic engineering- applied biology and uses in medicine, pharmaceuticals and agriculture; genetically modified plant, animal and human life.</p> <p>v. Nanotechnology- definition: the study, control and application of phenomena and materials at length scales below 100 nm; uses in medicine, military intelligence and consumer products.</p> | 12 |

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| Feb. | <p>Part B: Issues of Control, Access and Misuse of Technology.</p> <p>Module 4: Introduction to Competitive Examinations:</p> <p>Part - A:</p> <p>Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres:</p> <p>i. Examinations conducted for entry into professional courses - Graduate Record Examinations (GRE), Graduate Management Admission Test (GMAT), Common Admission Test (CAT) and Scholastic Aptitude Test (SAT).</p> <p>ii. Examinations conducted for entry into jobs by Union Public Service Commission, Staff Selection Commission (SSC), State Public Service Commissions, Banking and Insurance sectors, and the National and State Eligibility Tests (NET / SET) for entry into teaching profession.</p> | 12 |
| March | <p>Part - B:</p> <p>Soft skills required for competitive examinations:</p> <p>i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking.</p> <p>ii. Motivation: Concept, Theories and Types of Motivation.</p> <p>iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment.</p> <p>iv. Time Management: Effective Strategies for Time Management.</p> <p>v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.</p> | 08 |

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