



**Prabhakar Patil Education Society's Arts, Commerce &
Science College Veshvi-Alibag**

Academic Year: 2023-24

**1.3.1 Institution integrates crosscutting issues relevant to
Professional Ethics, Gender, Human Values,
Environment and Sustainability in to the Curriculum**

Sr.No.	Name of the Department
1	Commerce
2	English
3	History
4	Geography
5	Marathi
6	Economics
7	Computer Science
8	Microbiology

Place: Alibag



			IV) Organising-Steps, Organisation Structures – Features of Line & Staff Organisation, Matrix Organisation, Virtual Organisation, Forma v/s Informal Organisation
UBCOMSSI V.2	Commerce – IV	Professional Ethics, Business Environment	<p>I) • Quality Management Tools: TQM – Importance, Six Sigma – Process, ISO 9000 – Certification Procedure, Kaizen – Process • Service Quality Management: Importance, SERVQUAL Model, Measures to improve service quality</p> <p>II) • Production Systems: Concept, Types - Continuous and Intermittent. Productivity: Concept, Factors Influencing Productivity, Measures for improving Productivity. • Inventory Management- Objectives, Inventory Control- Techniques. Scientific Inventory Control System – Importance</p> <p>III) SEBI: Functions of SEBI, Investors protection measures of SEBI.</p> <p>IV) Derivatives Market: Types, Participants, Types of Derivative Instruments.</p>
UBCOMTSV .4	Commerce – V	Professional Ethics	<p>I) Consumer Behaviour- Concept, Factors influencing Consumer Behaviour Market Segmentation- Concept, Benefits, Bases of market segmentation Customer Relationship Management- Concept, Techniques Market Targeting- Concept, Five patterns of Target market Selection</p> <p>II) Branding- Concept, Components</p> <p>III) Physical Distribution- Concept, Factors influencing Physical Distribution, Marketing Channels (Traditional & Contemporary Channels) Supply Chain Management-Concept, Components of SCM</p> <p>IV) Marketing Ethics: Concept,</p>

UBCOMTSV I.4	Commerce-VI	Human Values	<p>Leader, Market Challenger, Market Follower and Market Nicher Marketing Ethics:</p> <p>I) • Human Resource Management – Concept, Functions, Importance, Traditional v/s Strategic Human Resource Management • Human Resource Planning- Concept Steps in Human Resource Planning Job Analysis-Concept, Components, Job design- Concept, Techniques</p> <p>II) Employees Morale- Concept, Factors affecting Morale, Measurement of Employees Morale Emotional Quotient and Spiritual Quotient- Concept, Factors affecting EQ & SQ</p> <p>III) Human Resource Development- Concept, functions Training- Concept, Process of identifying training and development needs, Methods of Training & Development (Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In, basket, management games)</p> <p>IV) Trends in Human Resource Management,: Employee Engagement- Concept, Types Human resource Information System (HRIS) – Concept, Importance, Changing patterns of employment. • Challenges in Human Resource Management: Employee Empowerment, Workforce Diversity. Attrition, Downsizing, Employee Absenteeism, Work life Balance, Sexual Harassment at work place. Domestic and International HR Practices, Millennial (Gen Y) Competency Mapping</p>
UBCOMTSV .6	Export Marketing-I	Professional Ethics	<p>I) Major merchandise/commodities exports of India (since 2015); Services exports of India (since 2015); Region-wise India's Export Trade (since 2015)</p> <p>II) Trade barriers; Types of Tariff</p>

			<p>Tariff barriers</p> <p>III) a. Financial Incentives available to Indian Exporters - Marketing Development Assistance (MDA), Market Access Initiative (MAI), Assistance to States for Infrastructure Development for Exports (ASIDE), Industrial Raw Material Assistance Centre (IRMAC), b. Institutional Assistance to Indian Exporters - Federation of Indian Export Organisations (FIEO), India Trade Promotion Organisation (ITPO), The Federation of Indian Chambers of Commerce and Industry (FICCI), Export Promotion Councils (EPCs) & Commodity Boards (CBs), Indian Institute of Foreign Trade (IIFT), Indian Institute of Packaging (IIP)</p>
UBCOMTSV 1.6	Export Marketing-II	Professional Ethics	<p>I) a) Planning for Export Marketing with regards to Product, Branding, Packaging b) Need for Labelling and Marking in Exports, Factors determining Export Price; Objectives of Export Pricing c) International Commercial (INCO) Terms; Export Pricing Quotations - Free on Board (FOB), Cost Insurance and Freight (CIF) and Cost and Freight (C&F); Problems on FOB quotation</p> <p>II) Sales Promotion Techniques used in Export Marketing; Importance of Trade Fairs and Exhibitions; Benefits of Personal Selling; Essentials of Advertising in Export Marketing;</p> <p>III) b) Features of Pre-shipment and Post-shipment finance; Procedure to obtain Export Finance; Distinction between Pre-shipment Finance and Post Shipment Finance. c) Role of Commercial Banks, EXIM Bank, SIDBI in financing exporters; Role of ECGC</p> <p>IV) Importance of - Commercial</p>

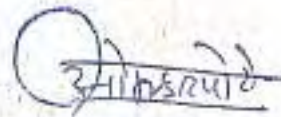
UBCOMFSI.	Foundation Course - I	Gender, Human Values	<p>of Export, Consular Invoice, Certificate of Origin</p> <p>I) Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender; Appreciate the concept of linguistic diversity in relation to the Indian situation; Understand regional variations according to rural, urban and tribal characteristics; Understanding the concept of diversity as difference</p> <p>II) 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 foeticide (declining sex ratio), and portrayal of women in media; Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities.</p>
UBCOMFSII. 7	Foundation Course - II	Human Values	<p>I) Concept of Human Rights; origin and evolution of the concept; The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution</p> <p>II) Importance of Environment Studies in the current developmental context: Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life; Sustainable development- concept and components; poverty and environment</p>
UBAFSII.2	Communication Skills in English	Human Values	<p>I) Reading Skills 1. Scanning a text for information 2. Skimming a passage to look for main ideas, understanding text type 3. Guessing meaning of an expression (word/phrase/clause) 4. Building Inference skills 5.</p>

		Business Ethics	<p>and reported speech)</p> <p>I) A. Letters: 1. Job applications with bio data (solicited and unsolicited) 2. RTI applications 3. Applications for duplicate documents (I-cards / mark sheet, etc.) B. Emails: 1. Job acceptance and joining 2. Resignation 3. Complaints 4. Requests for references 5. Request for sponsorship</p> <p>II) A. Report Writing: 1. News report 2. Activity/Event report B. Creative Writing: 1. Personal Essay 2. Memoir 3. Short Speech on the given occasion/ event 4. Story writ in</p>
86544	History-V SEMESTER -VI	Gender, women Empowerment	(a) Communalism and Separatist Movements (b) Women Empowerment and Policy of Reservation (c) Science, Technology and Education
97047	History -V SEMESTER -V	Gender Equity	Emergence of New Forces (a) Contribution of Reformers in Education (b) Contribution of Reformers towards Emancipation of Women (c) Contribution of Reformers towards Upliftment of Depressed Classes: V. R. Shinde, RajarshiShahuMaharaj and Dr. B.R. Ambedkar
UBCOMFSI. 5	Environmental Studies I	Environmental sustainability	Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- I and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development
UBCOMFSII. 5	Environmental Studies II	Environmental sustainability	Environmental Problems Associated with Agriculture: Loss of Productivity- Land Degradation ,desertification - Uneven Food Production – Hunger, Malnutrition and Food Security – Sustainable Agricultural practices Environmental Problems Associated with Industries – pollution -Global warming, Ozone Layer Depletion , Acid rain. - Sustainable Industrial practices –

COMFSI.	Business Communication I	Professional Ethics	<p>Responsibility</p> <p>I) Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication, Business Etiquette</p> <p>II) Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing, Personnel Correspondence: Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation [Letter of Appointment, Promotion and Termination, Letter of Recommendation</p> <p>III) ✦ Listening Comprehension ✦ Remedial Teaching ✦ Speaking Skills: Presenting a News Item, Dialogue and Speeches ✦ Paragraph Writing: Preparation of the first draft, Revision and Self - Editing, Rules of spelling. ✦ Reading Comprehension: Analysis of texts from the fields of Commerce and Management</p>
UBCOMFSII. 4	Business Communication II	Professional Ethics	<p>Language and Writing Skills Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner</p>
UAMAR ICI	MAR- Comp- SEM-1	Women Empowerment	<ol style="list-style-type: none"> 1) आसावरीकाकड, 2) नीरजा 3) योचनीराऊळ 4) िायाकोरेगावकर, 5) नामदेवकोळी
ECODEV502	ECONOMICS OF DEVELOPMENT: PAPER VIII	Human Values	<p>Concept of human development, HDI, GDI, Sustainable development, Green GDP</p>
ECOENVEB 505	ENVIRONMENTAL ECONOMICS:	Environmental sustainability	<p>Introduction to Environmental Economics</p>

			Measuring benefits of environmental improvements Environmental problems
USCS107	Soft Skills	Professional Ethics	I) Soft Skills: An Introduction II) Personality Development III) Emotional Intelligence IV) Positivity and Motivation V) Etiquette and Mannerism VI) Ethical Values VII) Components of effective communication VIII) Communication Skills IX) Employment Communication X) Job Interviews XI) Group Discussion XII) Professional Presentation XIII) Leadership and Team Building
UBCOMFSIII .6	Foundation Course-III SEM-III	Human Values Environmental sustainability	I) Human Rights Violations and Redressal II) Dealing With Environmental Concerns
UBCOMFSI V.6	Foundation Course-IV SEM-IV	Professional Ethics	I) Significant, contemporary Rights of Citizens II) Approaches to understanding Ecology III) Soft skills required for competitive examinations
UBCOMTSV .3	Business Economics - V	Economic Environment sustainability	Sustainable Development Goals and Policy measures: Make in India, Invest in India, and Skill Development and Training Programmes.
UBCOMTSV 1.3	Business Economics-VI	Economic sustainability	• Balance of Payment: Meaning, Structure, Types of Disequilibrium. • Causes and measures to correct the disequilibrium in Balance of Payments • WTO- Recent Developments in TRIPS, TRIMS and GATS.
97150	History-VIII SEMESTER -V	Gender, women Empowerment	(a) Globalisation (b) Sustainable Development (c) Women's Liberation Movement
97118	History-IV SEMESTER -VI	Human Values	(a) Society and Economy (b) Religion, Education and Literature
UAMAR 403	Marathi	Gender,	30

USMB202	Microbiology-II Sem-II	Environment Sustainability	Types of Microbial Interactions :Mutulism, Cooperation, Commensalisms, Predation Parasitism, Amensalism, Competition
Organized Event	Seminar on cross cutting issue	Professional Ethics	-



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Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017




Elective Courses (EC)-
Discipline Related Elective (DRE) Courses

2.Commerce I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business	12
2	Business Environment	11
3	Project Planning	12
4	Entrepreneurship	10
	Total	45



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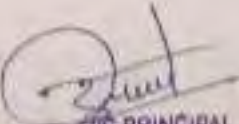

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No.	Modules / Units
1	Business Introduction: Concept, Functions, Scope and Significance of business. Traditional and Modern Concept of business. Objectives of Business: Steps in setting business objectives, classification of business objectives, Reconciliation of Economic and Social Objectives. New Trends in Business: Impact of Liberalization, Privatization and Globalization, Strategy alternatives in the changing scenario, Restructuring and turnaround strategies
2	Business Environment Introduction: Concept and Importance of business environment, Inter-relationship between Business and Environment Constituents of Business Environment: Internal and External Environment, Educational Environment and its impact, International Environment - Current Trends in the World, International Trading Environment - WTO and Trading Blocs and their impact on Indian Business.
3	Project Planning Introduction: Business Planning Process, Concept and Importance of Project Planning, Project Report, Feasibility Study types and its importance Business Unit Promotion: Concept and Stages of Business Unit Promotion, Location - Factors determining location, and Role of Government in Promotion. Statutory Requirements in Promoting Business Unit: Licensing and Registration procedure, Filing returns and other documents, Other important legal provisions
4	Entrepreneurship Introduction: Concept and Importance of entrepreneurship, factors Contributing to Growth of Entrepreneurship, Entrepreneur and Manager, Entrepreneur and Intrapreneur The Entrepreneurs: Types of Entrepreneurs, Competencies of an Entrepreneur, Entrepreneurship Training and Development centers in India, Incentives to Entrepreneurs in India. Women Entrepreneurs: Problems and Promotion.


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Prebhakar Patil Education Society's
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**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

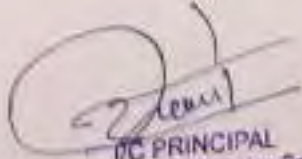
**Elective Courses (EC)-
Discipline Related Elective(DRE) Courses**

2. Commerce II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Concept of Services	12
2	Retailing	12
3	Recent Trends in Service Sector	10
4	E-Commerce	11
	Total	45

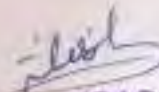

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Prabhakar Patil Education Society's
Arts, Commerce and Science College,
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No.	Modules / Units
1	Concept of Services Introduction: Meaning, Characteristics, Scope and Classification of Services – Importance of service sector in the Indian Marketing Mix Services: Consumer expectations, Services Mix, - Product, Place, Price, Promotion, Process of Services delivery, Physical evidence and people Service Strategies: Market research and Service development cycle, Managing demand and capacity, opportunities and challenges in service sector.
2	Retailing Introduction: Concept of organized and unorganized retailing, Trends in retailing, growth of organized retailing in India, Survival strategies for unorganized Retailers Retail Format: Store format, Non – Store format, Store Planning, design and layout Retail Scenario: Retail Scenario in India and Global context – Prospects and Challenges in India. Mall Management – Retail Franchising. FDI in Retailing, Careers in Retailing
3	Recent Trends in Service Sector ITES Sector: Concept and scope of BPO, KPO, LPO and ERP. Banking and Insurance Sector: ATM, Debit & Credit Cards, Internet Banking – Opening of Insurance sector for private players, FDI and its impact on Banking and Insurance Sector in India Logistics: Net working – Importance – Challenges
4	E-Commerce Introduction: Meaning, Features, Functions and Scope of E-Commerce-Importance and Limitations of E-Commerce Types of E-Commerce: Basic ideas and Major activities of B2C, B2B, C2C. Present status of E-Commerce in India: Transition to E-Commerce in India, E-Transition Challenges for Indian Corporates; on-line Marketing Research.


Co-ordinator, IQAC
Prabhakar Patil Education Society's
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Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018

Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses

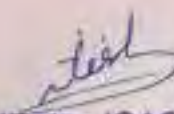
3. Commerce –III


(Management: Functions and Challenges)

Course Objectives:

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

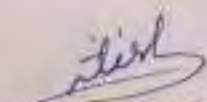
Sr. No.	Modules	No. of Lectures
1	Introduction To Management	11
2	Planning & Decision Making	10
3	Organising	12
4	Directing And Controlling	12
	Total	45


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Prabhakar Patil Education Society's
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No.	Modules
1	Introduction To Management (11) <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 Neo Classical: 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	Planning & Decision Making (10) <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 (12) <ul style="list-style-type: none">• Organising-Steps, Organisation Structures - Features of Line & Staff Organisation, Matrix Organisation, Virtual Organisation, Formal/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 (12) <ul style="list-style-type: none">• Motivation - Concept, Importance, Influencing factors. Importance of Communication, Barriers to effective Communication• Leadership- Concept, Functions, Styles, Qualities of a good leader.• Controlling - Concept, Steps, Essentials of good control system, Techniques of Controlling -PERT, CPM, Budgetary Control, Management Audit.


Co-ordinator, IQAC
Prabhakar Patil Education Society's
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Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018




Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses


3. Commerce – IV
(Management: Production & Finance)

Course 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.

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

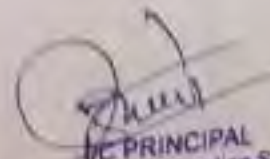

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No.	Modules
1	<p>Production & Inventory Management</p> <ul style="list-style-type: none">• Production Management: Objectives, Scope Production Planning & Control : Steps, Importance• Production Systems: Concept, Types - Continuous and Intermittent Productivity - Concept, Factors Influencing Productivity, Measures for improving Productivity.• Inventory Management - Objectives, Inventory Control - Techniques. Scientific Inventory Control System - Importance
2	<p>Quality Management</p> <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 Circle: Features.• Quality Management Tools: TQM - Importance, Six Sigma - Process, ISO 9000 - Certification Procedure, Kaizen - Process• Service Quality Management: Importance, SERVQUAL Model, Measures to improve service quality.
3	<p>Indian Financial System</p> <ul style="list-style-type: none">• Indian Financial Market: Structure, Primary Market - IPO Procedure Dematerialisation: Process, Role of Depositories : NSDL and CDSL• SEBI: Functions of SEBI, Investors protection measures of SEBI. Stock Exchange - Functions, Speculators.• Credit Rating: Advantages, Credit Rating Agencies in India - CRISIL, CARE, and ICRA.
4	<p>Recent Trends In Finance</p> <ul style="list-style-type: none">• Mutual Funds- Advantages and Limitations, Types, Factors responsible for growth of mutual funds - Systematic Investment Plan.• Commodity Market: Categories; Derivatives Market: Types, Participants, Types of Derivative Instruments.• Start-up Ventures - Concept, Sources of Funding, Micro Finance - Importance, Role of Self Help Groups


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Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019




Elective Courses (EC)


1 B. Discipline Related Elective (DRE) Courses

**3. Commerce - V
Marketing**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing	12
2	Marketing Decisions I	11
3	Marketing Decisions	11
4	Key Marketing Dimensions	11
	Total	45


Co-ordinator, IOAC
Prabhakar Patil Education Society's
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No.	Modules / Units
1	<p>Introduction to Marketing</p> <ul style="list-style-type: none"> Marketing, Concept, Features, Importance, Functions, Evolution, Strategic v/s Traditional Marketing Marketing Research - Concept, Features, Process Marketing Information System-Concept, Components Data Mining- Concept, Importance Consumer Behaviour- Concept, Factors influencing Consumer Behaviour Market Segmentation- Concept, Benefits, Bases of market segmentation Customer Relationship Management- Concept, Techniques Market Targeting- Concept, Five patterns of Target market Selection
2	<p>Marketing Decisions I</p> <ul style="list-style-type: none"> Marketing Mix- Concept, Product- Product Decision Areas Product Life Cycle- Concept, Managing stages of PLC Branding- Concept, Components Brand Equity- Concept, Factors influencing Brand Equity Packaging- Concept, Essentials of a good package Product Positioning- Concept, Strategies of Product Positioning Service Positioning- Importance & Challenges Pricing- Concept, Objectives, Factors influencing Pricing, Pricing Strategies
3	<p>Marketing Decisions</p> <ul style="list-style-type: none"> Physical Distribution- Concept, Factors influencing Physical Distribution, Marketing Channels (Traditional & Contemporary Channels) Supply Chain Management-Concept, Components of SCM Promotion- Concept, Importance, Elements of Promotion mix Integrated Marketing Communication (IMC)- Concept, Scope, Importance Sales Management- Concept, Components, Emerging trends in selling Personal Selling- Concept, Process of personal selling, Skill Sets required for Effective Selling
4	<p>Key Marketing Dimensions</p> <ul style="list-style-type: none"> Marketing Ethics: Concept, Unethical practices in marketing, General role of consumer organizations Competitive Strategies for Market Leader, Market Challenger, Market Follower and Market Nicher Marketing Ethics. Rural Marketing- Concept, Features of Indian Rural Market, Strategies for Effective Rural Marketing Digital Marketing-Concept, trends in Digital Marketing Green Marketing- concept, importance Challenges faced by Marketing Managers in 21st Century Careers in Marketing - Skill sets required for effective marketing Factors contributing to Success of brands in India with suitable examples Reasons for failure of brands in India with suitable examples

Co-ordinator, IQAC
 Prabhakar Patil Education Society's
 Arts, Commerce and Science College
 Vashi, Alibag 401 202

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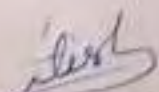
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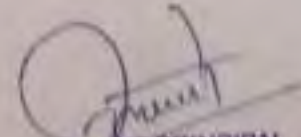


- Elective Courses (EC)
2. Ability Enhancement Courses (AEC)
 3. Export Marketing Paper - I

Modules at a Glance

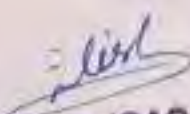
Sr. No.	Modules	No. of Lectures
1	Introduction to Export Marketing	12
2	Global Framework for Export Marketing	11
3	India's Foreign Trade Policy	11
4	Export Incentives and Assistance	11
	Total	45

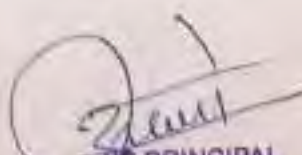

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Sl. No.	Modules / Units
1	Introduction to Export Marketing a) Concept and features of Export Marketing; Importance of Exports for a Nation and a Firm; Distinction between Domestic Marketing and Export Marketing b) Factors influencing Export Marketing; Risks involved in Export Marketing; Problems of India's Export Sector c) Major merchandise/commodities exports of India (since 2015); Services exports of India (since 2015); Region-wise India's Export Trade (since 2015)
2	Global Framework for Export Marketing a) Trade barriers; Types of Tariff Barriers and Non-Tariff barriers; Distinction between Tariff and Non-Tariff barriers b) Major Economic Groupings of the World; Positive and Negative Impact of Regional Economic Groupings; Agreements of World Trade Organisation (WTO) c) Need for Overseas Market Research; Market Selection Process, Determinants of Foreign Market Selection
3	India's Foreign Trade Policy a) Foreign Trade Policy (FTP) 2015-20 - Highlights and Implications, Export Trade facilitations and ease of doing business as per the new FTP b) Role of Directorate General of Foreign Trade (DGFT), Negative list of Exports, Deemed Exports c) Benefits to Status Holders & Towns of Excellence; Common benefits for EHTP, BTP and STP; Benefits enjoyed by (IIAs) Integrated Industrial Areas (SEZ), EOU, AEZ
4	Export Incentives and Assistance a. Financial Incentives available to Indian Exporters - Marketing Development Assistance (MDA), Market Access Initiative (MAI), Assistance to States for Infrastructure Development for Exports (ASIDE), Industrial Raw Material Assistance Centre (IRMAC) b. Institutional Assistance to Indian Exporters - Federation of Indian Export Organisations (FIEO), India Trade Promotion Organisation (ITPO), The Federation of Indian Chambers of Commerce and Industry (FICCI), Export Promotion Councils (EPCs) & Commodity Boards (CBs), Indian Institute of Foreign Trade (IIFT), Indian Institute of Packaging (IIP) c. Schemes - Export Promotion Capital Goods (EPCG) Scheme, Duty Exemption and Remission Schemes, Export Advance Authorisation Scheme, Duty Drawback (DBK); IGST Refund for Exporters


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Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019



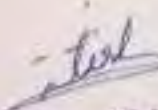
Elective Courses (EC)

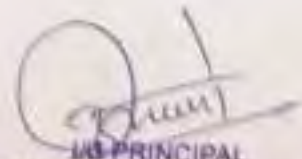
2. Ability Enhancement Courses (AEC)

3. Export Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Product Planning and Pricing Decisions for Export Marketing	12
2	Export Distribution and Promotion	11
3	Export Finance	11
4	Export Procedure and Documentation	11
Total		45


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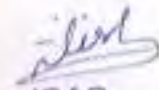

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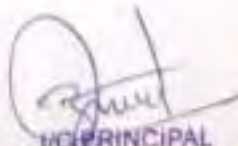
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Sl. No.	Modules / Units
1	Product Planning and Pricing Decisions for Export Marketing a) Planning for Export Marketing with regards to Product, Branding, Packaging b) Need for Labelling and Marking in Exports, Factors determining Export Price, Objectives of Export Pricing c) International Commercial (INCO) Terms; Export Pricing Quotations - Free on Board (FOB), Cost Insurance and Freight (CIF) and Cost and Freight (C&F). Problems on FOB quotation
2	Export Distribution and Promotion a) Factors influencing Distribution Channels; Direct and Indirect Exporting Channels; Distinction between Direct and Indirect Exporting Channels b) Components of Logistics in Export marketing; Selection criteria of Modes of Transport; Need for Insurance in Export Marketing c) Sales Promotion Techniques used in Export Marketing; Importance of Trade Fairs and Exhibitions; Benefits of Personal Selling; Essentials of Advertising in Export Marketing;
3	Export Finance a) Methods of Payment in export marketing; Procedure to open Letter of Credit, Types and Benefits of Countertrade b) Features of Pre-shipment and Post-shipment finance; Procedure to obtain Export Finance; Distinction between Pre-shipment Finance and Post Shipment Finance. c) Role of Commercial Banks, EXIM Bank, SIDBI in financing exporters; Role of ECGC
4	Export Procedure and Documentation a. Registration with different authorities; Pre-shipment Procedure involved in Exports; Procedure of Quality Control and Pre-shipment Inspection; b. Shipping and Custom Stage Formalities; Role of Clearing & Forwarding Agent; Post-shipment Procedure for Realisation of Export Proceeds; Procedure of Export under Bond and Letter of Undertaking, (LUT) c. Importance of - Commercial Invoice cum Packing list, Bill of Lading/ Airway Bill, Shipping Bill/Bill of Export, Consular Invoice, Certificate of Origin


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Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019



Elective Courses (EC)

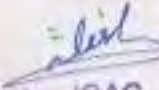
1 B. Discipline Related Elective (DRE) Courses

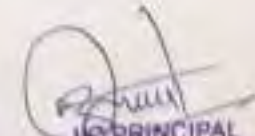
3. Commerce-VI

Human Resource Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management	12
02	Human Resource Development	11
03	Human Relations	11
04	Trends in Human Resource Management	11
Total		45


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Sr. No.

Modules / Units

1

Human Resource Management

- Human Resource Management - Concept, Functions, Importance, Traditional v/s Strategic Human Resource Management
- Human Resource Planning- Concept Steps in Human Resource Planning
- Job Analysis-Concept, Components, Job design- Concept, Techniques
- Recruitment- Concept, Sources of Recruitment
- Selection - Concept, process, Techniques of E,selection,

2

Human Resource Development

- Human Resource Development- Concept, functions
- Training- Concept, Process of identifying training and development needs, Methods of Training & Development (Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In, basket management games)
- Evaluating training effectiveness- Concept, Methods
- Performance Appraisal- Concept, Benefits, Limitations, Methods
- Potential Appraisal-Concept, Importance
- Career Planning- Concept, Importance
- Succession Planning- Concept, Need
- Mentoring- Concept, Importance
- Counseling- Concept, Techniques.

3

Human Relations

- Human Relations- Concept, Significance
- Leadership -Concept, Transactional & Transformational Leadership
- Motivation- Concept, Theories of Motivation, (Maslow's Need Hierarchy Theory, Vroom's Expectancy Theory, McGregor's Theory X and Theory Y, Pink's Theory of Motivation)
- Employees Morale- Concept, Factors affecting Morale, Measurement of Employees Morale Emotional Quotient and Spiritual Quotient- Concept, Factors affecting EQ & SQ
- Employee Grievance- Causes, Procedure for Grievance redressal
- Employee welfare measures and Healthy & Safety Measures.

4

Trends In Human Resource Management

- HR in changing environment:
- Competencies- concept, classification
- Learning organizations- Concept, Creating an innovative organization,
- Innovation culture- Concept, Need, Managerial role
- Trends in Human Resource Management,
- Employee Engagement- Concept, Types
- Human resource Information System (HRIS) - Concept, Importance,
- Changing patterns of employment.
- Challenges in Human Resource Management: Employee Empowerment, Workforce Diversity, Attrition, Downsizing, Employee Absenteeism, Work life Balance, Sexual Harassment at work place, Domestic and International HR Practices, Millennial (Gen Y) Competency Mapping

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Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B.A
Semester I
Course Code: UA FC 1C1

Lectures 45
Marks 100

Unit 1

Overview of Indian Society:

Understand the multi-cultural diversity of Indian society through its demographic composition; population distribution according to religion, caste, and gender;
Appreciate the concept of linguistic diversity in relation to the Indian situation;
Understand regional variations according to rural, urban and tribal characteristics;
Understanding the concept of diversity as difference. (5 lectures)

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 foeticide (declining sex ratio), and portrayal of women in media;
Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities. (10 lectures)

Unit 3

Concept of Disparity-2:

Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof;
Understand inter-group conflicts arising out of communalism;
Examine the causes and effects of conflicts arising out of regionalism and linguistic differences. (10 lectures)

Unit 4

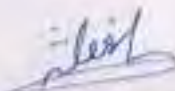
The Indian Constitution:

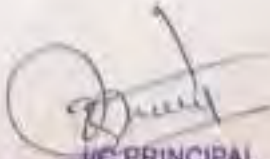
Philosophy of the Constitution as set out in the Preamble;
The structure of the Constitution-the Preamble, Main Body and Schedules;
Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society;
Basic features of the Constitution. (10 lectures)

Unit 5

Significant Aspects of Political Processes:

The party system in Indian politics;
Local self-government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics;
Role and significance of women in politics. (10 lectures)


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Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B.A
Semester II
Course Code: UA FC 2C1

Lectures 45
Marks 100

Unit 1

Globalisation and Indian Society:

Understanding the concepts of liberalization, privatization and globalization;
Growth of information technology and communication and its impact manifested in everyday life;
Impact of globalization on industry: changes in employment and increasing migration;
Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides. (7 lectures)

Unit 2

Human Rights

Concept of Human Rights; origin and evolution of the concept;
The Universal Declaration of Human Rights;
Human Rights constituents with special reference to Fundamental Rights stated in the Constitution; (10 lectures)

Unit 3

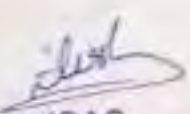
Ecology

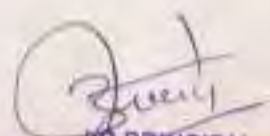
Importance of Environment Studies in the current developmental context;
Understanding concepts of Environment, Ecology and their interconnectedness;
Environment as natural capital and connection to quality of human life;
Environmental Degradation- causes and impact on human life;
Sustainable development- concept and components; poverty and environment (10 lectures)

Unit 4

Understanding Stress and Conflict:

Causes of stress and conflict in individuals and society;
Agents of socialization and the role played by them in developing the individual;
Significance of values, ethics and prejudices in developing the individual;
Stereotyping and prejudice as significant factors in causing conflicts in society;
Aggression and violence as the public expression of conflict; (10 lectures)


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Communication Skills in English Paper I

Course Content

Unit 1: Introduction to Communication Skills

No. of lectures: 08

1. English as an international language and varieties of English
2. Significance and ways of effective communication in English
3. Listening for academic and professional development
4. Formal and informal communication in spoken English
5. Reading for different purposes
6. Features of effective writing skills
7. Study skills in English

This unit shall work as theoretical base for the following units that are practical in nature.

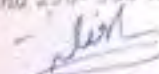
Unit 2: Developing Comprehension Skills in English

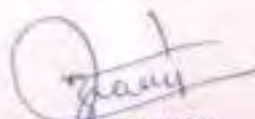
No. of lectures: 12

A. Reading Skills

1. Scanning a text for information
2. Skimming a passage to look for main ideas, understanding text type
3. Guessing meaning of an expression (word/phrase/clause)
4. Building inference skills
5. Understanding language structure (such as subject verb agreement, voice, direct and reported speech)
6. Note making
7. Summarizing

Passages from fables, folk stories, short stories, non-fiction, history, business or environment, of around 250- 300 words, could be chosen in this unit.


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Listening Skills

1. Listening for main ideas/Gist
2. Listening for detail
3. Listening for text organization features
4. Listening for tone, accent, style and register
5. Predicting content and guessing meaning
6. Making inferences from the audio-visual text
7. Listening for opinion/argument/counter-arguments etc.
8. Taking notes

A variety of relevant audio/visual texts as samples may be drawn from various sources.

Listening skills in English should be developed through various activities along with the practice done while teaching in the class.

Unit 3: Speaking Skills in English

No of lectures: 15

A. Public Speaking in English

1. Introduction
2. Characteristics of an effective speech
3. Analysis of model speeches
4. Drafting and presenting a speech in formal and informal gatherings

B. Conversation in English

1. Opening a conversation
2. Introducing oneself in various contexts
3. Introducing others formally and informally
4. Building a conversation
5. Leaving and closing a conversation
6. Conversation in group in various situations

C. Speaking at an Event

1. Anchoring/compering an event
2. Introducing guests/ speakers/dignitaries
3. Proposing a vote of thanks

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of relevant texts as samples may be drawn from print and non-print sources such as videos, audio files etc. Speaking skills in English should be developed through various means along with the practice done while teaching in the class.

Unit 4: Formal Writing Skills

No. of lectures: 10

A. Letters:

Business Ethics


1. Job applications with bio data (solicited and unsolicited)
2. RTI applications
3. Applications for duplicate documents (I-cards / mark sheet, etc.)

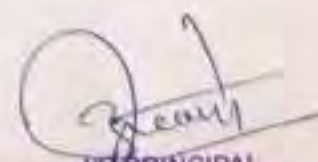
B. Emails:

1. Job acceptance and joining
2. Resignation
3. Complaints
4. Requests for references
5. Request for sponsorship

Tutorial Activities:

1. Use of YouTube videos for use of grammar study and practice that may be taken from the list recommended or similar relevant videos.
2. Listening to audio clips/ books to enhance listening skills.
3. Reading aloud from newspapers, magazines, stories, non-fiction followed by classroom discussion on these to enhance reading and speaking skills
4. Making short presentations on given topics
5. Official letter writing/ email writing exercises


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Semester II

Communication Skills in English Paper II

Course Content

Unit 1: English Usage in Communication

No. of lectures: 08

1. Distinction between American English and British English
2. Indianism and Indian English
3. Appropriacy in the Use of English
4. Non-verbal Communication
5. Elevator Pitch
6. Information and Communication Technology and Use of English
7. Modes and Types of Interview
8. Principles of Creative Writing


This unit shall work as theoretical base for the following units that are practical in nature.


Unit 2: Enhancing Reading Competencies

No. of lectures: 12

A variety of passages of 200-250 words may be taken such as extracts from novels, short stories, plays, magazine, newspapers, reports, documents, academic texts. The passages should have complex text type, function and lexis. The learners may be encouraged to gather meaning contextually or by referring to offline and online sources such as dictionary, thesaurus, and encyclopedia.

1. Augmenting active vocabulary
2. Understanding relations between parts of a text
3. Transferring information (Verbal to Non-Verbal)
4. Understanding concepts and arguments,
5. Developing skills in analysis and interpretation
6. Rewriting a passage from a defined perspective
7. Reading critically (presenting a reasoned argument that evaluates and analyses what you have read)


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page of questions on texts -

- a. On vocabulary, synonyms and antonyms, prefixes and suffixes, collocations, making sentences of their own from the idioms or difficult words in the extract (50%)
- b. On writing their opinions, perspectives on the passages in longer, more descriptive ways (50%)

Unit 3: Advanced Oral Communication Skills

No. of lectures: 15

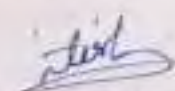
A. Presentation skills: (Formal presentations and skits)

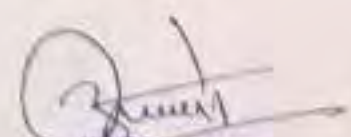
1. Planning and structuring
2. Opening and closing a presentation
3. Use of body language
4. Use of technology in making a presentation
5. Drafting a skit (Not to be tested in theory exam)
6. Reading of a skit
7. Presenting a skit

Students are advised to prepare their own presentation scripts. Teachers should help them in drafting, reading and presenting those scripts in the class.

B. Group Discussion:

1. Formal and informal discussion
2. Elements of group discussion
3. Using appropriate language: Initiating, seeking and giving opinions, suggesting, responding to a suggestion, agreeing, disagreeing, interrupting, requesting, clarifying, summing up
4. Types of discussion:
Giving and sharing opinions of a given topic, making decisions, problem solving (case study)


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Interview Skills

1. Interviewing others
 - Researching the interviewee (writer, social worker, entrepreneur, actor etc.)
 - Preparing questions
 - Conducting interview
2. Attending an Interview (Job/Entrance)
 - Researching the organization
 - Reviewing job-profile and your bio-data/CV
 - Preparing for standard questions
 - Responding to questions
 - Preparing your questions to ask to the interviewer/s
3. Analyzing Interviews

Students can be tested on forming actual interview frameworks including questions. Teachers must form the groups and conduct actual interviews involving full strength of students.

Unit 4: Advanced Writing Skills

No. of lectures: 10

A. Report Writing:

1. News report
2. Activity/Event report

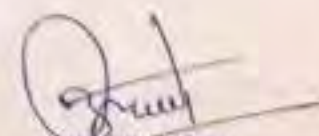
B. Creative Writing:

1. Personal Essay *Business Ethics*
2. Memoir
3. Short Speech on the given occasion/ event
4. Story writing

Tutorial Activities:

1. Dialogue-writing exercises
2. Writing skits and presenting them
3. Giving speeches
4. Group discussions
5. Mock Interviews


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T.Y.B.A. History

SEMESTER -V

Core Course VIII: History of Contemporary World (1945 CE – 2000 CE)

Objectives:

1. To trace some of the major events of post-World War II period.
2. To understand the significance of these events.
3. To comprehend the ways in which events of the latter half of the twentieth century have influenced the present.

Module I: Cold War (1945-1985)

- (a) Meaning, Causes of Cold War and Security Pacts
- (b) Conflicts in Cold War: Germany, Korea and Cuba
- (c) Economic Revival of Western Europe; Soviet Union's Relations with Eastern Europe

Module II: Europe, U.S.S.R and U.S.A. (1985-2000)


- (a) Disintegration of U.S.S.R
- (b) Re-drawing of political borders of Germany, Yugoslavia and Czechoslovakia; Emergence of the European Union (EU) in Western Europe
- (c) U.S.A as the dominant world power

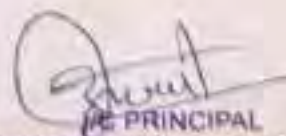
Module III: Movements for Equal Rights and Challenging the Bipolar World (1945-2000)

- (a) Campaigns within and outside South Africa against Apartheid
- (b) Civil Rights Movement in U.S.A
- (c) Non-Aligned Movement

Module IV: Major Trends

- (a) Globalisation
- (b) Sustainable Development
- (c) Women's Liberation Movement


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T.Y.B.A. History

SEMESTER -VI

Core Course: IV- History of Medieval India (1526 CE-1707CE)

Objectives:

1. To acquaint the students with the history of India since the emergence of the Mughal rule
2. To understand administration of the Mughal Empire.
3. To study the rise of the Maratha Power.

Module I: Foundation, Expansion and Decline of the Mughal Rule

- (a) India on the eve of Mughal Rule; Invasion of Babur
- (b) Humayun, Shershah and Akbar
- (c) Jahangir, Shahjahan and Aurangzeb

Module II: Administrative Structure of the Mughals

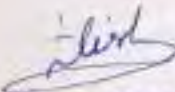
- (a) Central and Provincial Administration
- (b) Mansabdari System
- (c) Revenue and Judicial system

Module III: Rise of the Maratha Power

- (a) Shivaji and Foundation of Swarajya
- (b) Administration of Shivaji
- (c) Sambhaji, Rajaram and Tarabai

Module IV: Society and Economy, Religion and Culture of the Mughal Rule

- (a) Society and Economy
- (b) Religion, Education and Literature
- (c) Art and Architecture


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Environment Studies - I



Sr. No.	Modules / Units
1	Environment and Ecosystem Environment: Meaning, definition, scope and its components; concept of an ecosystem - definition, Characteristics, components and types, functioning and structure; Food Chain and Food Web- Ecological Pyramids - Man and environment relationship; Importance and scope of Environmental Studies.
2	Natural Resources and Sustainable Development Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- I and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development
3	Populations and Emerging Issues of Development Population explosion in the world and in India and arising concerns- Demographic Transition Theory - pattern of population growth in the world and in India and associated problems - Measures taken to control population growth in India; Human population and environment- Environment and Human Health - Human Development Index - The World Happiness Index
4	Urbanisation and Environment Concept of Urbanisation- Problems of migration and urban environment- changing landuse, crowding and stress on urban resources, degradation of air and water, loss of soil cover impact on biodiversity, Urban heat islands - Emerging Smart Cities and safe cities in India - Sustainable Cities
5	Reading of Thematic Maps and Map Filling Reading of Thematic Maps(4 Lectures) Located bars, Circles, Pie charts, isopleths, Choropleth and Flow map, Pictograms - Only reading and interpretation. Map Filling: (4 Lectures) Map filling of World (Environmentally significant features) using point, line and polygon segment. Concept and Calculation of Ecological Footprint

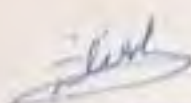

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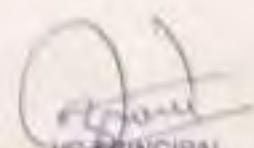

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Sr. No.	Modules / Units
1	<p>Solid Waste Management for Sustainable Society</p> <p>Classification of solid wastes – Types and Sources of Solid Waste ; Effects of Solid Waste Pollution- Health hazards, Environmental Impacts; Solid Waste Management – solid waste management in Mumbai- Schemes and initiatives run by MCGM – role of citizens in waste management in Mumbai.</p>
2	<p>Agriculture and Industrial Development</p> <p>Environmental Problems Associated with Agriculture: Loss of Productivity, Land Degradation ,desertification - Uneven Food Production – Hunger, Malnutrition and Food Security – Sustainable Agricultural practices Environmental Problems Associated with Industries – pollution -Global warming, Ozone Layer Depletion , Acid rain, – Sustainable Industrial practices – Green Business and Green Consumerism, Corporate Social Responsibility</p>
3	<p>Tourism and Environment</p> <p>Tourism: Meaning, Nature, Scope and importance –Typology of tourism- classification; Tourism potentials in India and challenges before India; New Tourism Policy of India; Consequences of tourism : Positive and Negative impacts: on Economy, Culture and environment- Ecotourism</p>
4	<p>Environmental Movements and Management</p> <p>Environmental movements in India: Save Narmada Movement, Chipko Movement, Appiko Movement, Save Western Ghat and Save Jaitapur; Environmental Management: Concept, need and relevance: Concept of ISO 14000 and 16000; Concept of Carbon Bank and Carbon Credit; EIA – Environment Protection Acts – Concept and components of Geospatial Technology Applications of GST in Environmental Management.</p>
5	<p>Map Filling</p> <p>Map filling of Konkan and Mumbai (Environmentally significant features and GST centers) using point, line and polygon segment. Concept and Calculation of Environmental Performance Index (EPI)</p>


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Theory of Communication *Business Communication*



Concept of Communication: Meaning, Definition, Process, Need, Feedback, Emergence of Communication as a key concept in the Corporate and Global world, Impact of technological advancements on Communication

Channels and Objectives of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine

Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)

Methods and Modes of Communication:
 Methods: Verbal and Nonverbal, Characteristics of Verbal Communication, Characteristics of Non-verbal Communication, Business Etiquette
 Modes: Telephone and SMS Communication 3 (General introduction to Telegram to be given) Facsimile Communication [Fax]
 Computers and E-communication Video and Satellite Conferencing

2 Obstacles to Communication in Business World

Problems in Communication / Barriers to Communication:
 Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers

Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4

Introduction to Business Ethics:
 Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and media, Computer Ethics, Corporate Social Responsibility

Teachers can adopt a case study approach and address issues such as the following so as to orient and sensitize the student community to actual business practices:
 Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste,
 Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace
 Piracy, insurance, Child Labour

3 Business Correspondence

Theory of Business Letter Writing:
 Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,

Personnel Correspondence:
 Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation
 Letter of Appointment, Promotion and Termination, Letter of Recommendation
 (to be taught but not to be tested in the examination))

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No.

Modules / Units



Language and Writing Skills

Commercial Terms used in Business Communication

Paragraph Writing:

Developing an idea, using appropriate linking devices, etc

Cohesion and Coherence, self-editing, etc [Interpretation of technical data, Composition on a given situation, a short informal report etc.]

Activities

- **Listening Comprehension**
- **Remedial Teaching**
- **Speaking Skills: Presenting a News Item, Dialogue and Speeches**
- **Paragraph Writing: Preparation of the first draft, Revision and Self - Editing, Rules of spelling.**
- **Reading Comprehension: Analysis of texts from the fields of Commerce and Management**

Commercia
in Business
World

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Ability Enhancement Courses (AEC)

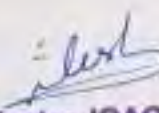
4. Business Communication II

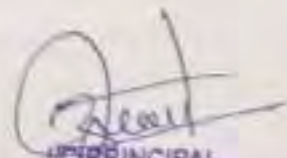
Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
Total		45

Note:

One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)


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Presentation Skills

Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation
 Effective use of OHP
 Effective use of Transparencies
 How to make a Power-Point Presentation

Group Communication

Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit
Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions
Conference: Meaning and Importance of Conference Organizing a Conference
 Modern Methods: Video and Tele – Conferencing
Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR

3 Business Correspondence

Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given)
Only following to be taught in detail:-
 Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to information (RTI) Act
 [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]

4 Language and Writing Skills

Reports: Parts, Types, Feasibility Reports, Investigative Reports
Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner

Tutorial Activities:

Presentations, Group Discussion, Mock Interviews, Mock Meetings / Conferences, Book Reviews/Summarization, Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature Like – Sun Tzu :The Art of War, Elyahu M. Goldratt : The Goal , Elyahu M. Goldratt: It's Not Luck , Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish, ChetanBhagat One Night At A Call Center, ChetanBhagat My Three Mistakes , ArindamChoudhary: Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George Orwell: Animal Farm, Dr. Abdul Kalam, Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

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FYBA-MAR- Comp
(To be implemented from 2022-23)
SEM-1 (UAMAR 1C1)

प्रथम वर्ष बी.ए. मराठी अनिवार्य

प्रथम वर्ष बी.ए. मराठी अनिवार्य या विषयासाठी २०२२-२३ या शैक्षणिक वर्षापासून नेमलेला अभ्यासक्रम
सत्र - पहिले - एकूण व्याख्यान - ४० श्रेयांकने - ०२

गुण ५०

घटक १. निवडक कथांचा अभ्यास

१. रत्नाकर मतकरी
२. योगीराज बायमारो
३. लक्ष्मण माने
४. भारत सासणे
५. उषाकिरणआत्राम
६. जयंत पवार
७. अशोक कौतिक कोळी
८. शिल्पा कांबळे
९. रफिक मूरज
१०. बबन पोतदार
११. प्रणव सखदेव
१२. चिखेक कुडू

(कथांची नावे नंतर कळविण्यात येतील.)

घटक - २ व्यावहारिक मराठी - (घटकविषय) - (२० तासिका) - श्रेयांकन १

गुण ५०

व्यावहारिक मराठी या विषयासाठी घटकविषय

- १) मराठी लेखनाचे नियम व विरामचिन्हे
- २) वर्तमानभाषासाठी वृत्तलेखन
- ३) वृत्तांतलेखन
- ४) अर्थलेखन
- ५) भाषांतर (इंग्रजीतून मराठीत)

सत्रांत परीक्षा

प्रथम सत्रांत परीक्षा

गुण १००

बंदील अभ्यासपत्रिकेचे सत्रांत प्रश्नपत्रिकेचे स्वरूप पुढीलप्रमाणे ठरविण्यात आले आहे.
प्रथम वर्ष बी.ए. मराठी (अनिवार्य)

Co-ordinator, IQAC
Prabhakar Patil Education Society's
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SEM-2 (UAMAR 2C1)

सत्र - दुसरे - एकूण व्याख्यान ४०, श्रेयांक-०२

वरील अभ्यासपत्रिकेचे प्रथम सत्रान्तप्रश्नपत्रिकेचे स्वरूप पुढीलप्रमाणे ठरविण्यात आले आहे.

घटक १ निवडक कवितांचा अभ्यास (२० तासिका) श्रेयांकन १

- १) आसावरी काकडे
- २) सिमिलिया कार्वालो
- ३) किशोर कदम
- ४) भगवान निळे
- ५) मीरजा
- ६) शींगिनी राऊळ
- ७) श्यामा कोरेगावकर
- ८) आच. ए. पवार
- ९) वैभव सोनारकर
- १०) वीरधवल परब
- ११) अजीम नवाज राही
- १२) नीलकंठ शिरे
- १३) महेंद्र गायकवाड
- १४) मच्छिंद्र चोरमारे
- १५) प्रतिभा सराफ
- १६) संजय बोरुडे
- १७) संजय बालधाटे
- १८) पितांबर कोडापे
- १९) हवीच भंडारे
- २०) योजना दादव
- २१) विनायक पवार
- २२) मेघराज मेश्राम
- २३) अनिल मावळे
- २४) नामदेव कोळी
- २५) हेमंत सोनकांबळे

(कविता नंतर कळविण्यात येतील.)

घटक - २ व्यावहारिक मराठी - (४ घटकविषय) - (२० तासिका) - श्रेयांकन १

वृद्धी आणि विकासाचे अर्थशास्त्र - सत्र - V - पेपर - VIII
(ECONOMICS OF GROWTH AND DEVELOPMENT)



आर्थिक वाढ आणि विकास

आर्थिक विकासाच्या संकल्पना-आर्थिक वाढ आणि विकास यातील फरक - मानव विकासाची (12 व्याख्याने)

मानव विकास निर्देशांक H.D.I., लिंगाधारीत विकास निर्देशांक G.D.I., हरित राष्ट्रीय उत्पन्न -
मिलेनियम विकासाची ध्येय (MDGs)- सहस्रक विकासाच्या ध्येयाच्या दिशेने
विकासाचा पुढाकार.

प्रकरण 2 : आर्थिक विकासाचे सिद्धांत

आर्थिक वाढीचे टप्पे; बृहत धक्का सिद्धांत - लीबेन्स्टाईनचा आवश्यक किमान प्रयत्न प्रश्न- हॅरॉड- (12 व्याख्याने)

डोमरचा सिद्धांत - लुईसचे अमर्यादित श्रम पुरवठ्याचे प्रारूप - रंगर नवसंचा प्रच्छन्न बेरोजगारीचा
सिद्धांत- शुम्पीटरचा विकास सिद्धांत.

प्रकरण 3 : विकास प्रक्रियेतील संरचनात्मक समस्या

भांडवलालाची संकल्पना- मानवी भांडवलामध्ये शिक्षण, आरोग्य आणि पोषणाची भूमिका - गरिबी (12 व्याख्याने)

आणि विषमतेचा अर्थ आणि मापन - गरिबी आणि विषमता निर्मूलनासाठी उपाययोजना - समावेशक
वाढीचा अर्थ- स्वयंसहाय्यता गट आणि सूक्ष्म वित्त - स्थलांतर - शहरीकरण - औपचारिक आणि
अनौपचारिक- शहरी अनौपचारिक क्षेत्र.

प्रकरण 4 : नियोजन, तंत्रज्ञान आणि आर्थिक विकास

पायाभूत सुविधांची आर्थिक विकासातील भूमिका आणि संकल्पना-तंत्रज्ञानाची आर्थिक विकासातील (12 व्याख्याने)

भूमिका-क्षमप्रधान विरुद्ध भांडवलप्रधान तंत्रज्ञान- श्रमाकरच्या मध्यवर्ती आणि सुयोग्य तंत्रज्ञानाच्या संकल्पना-
हॉलत तंत्रज्ञान-आर्थिक नियोजनाचा अर्थ आणि प्रकार - आर्थिक विकासात नियोजनाची भूमिका.



Module 1: Meaning of Economic Growth and Development (12 Lectures)

Concepts of Economic Growth and Development - Distinction between Economic Growth and Development - Concept of Human Development - H.D.I, G.D.I, Green GDP - Sen's Capability approach - Millennium Development Goals (MDGs) - Initiative by Indian government towards MDGs.

Module 2: Theories of Economic Development (12 Lectures)

Rostow's stages of growth; Big Push Theory - Leibenstein's Critical Minimum Effort Thesis - Harrod - Domar Growth Model - Lewis Model of unlimited supply of labor - Ragnar Nurkse's Theory of Disguised Unemployment- Schumpeter's Theory of Development.

Module 3: Structural Issues in Development Process (12 Lectures)

Concept of Human Capital- Role of Education, Health and nutrition in Human Capital - Meaning and Measurement of Poverty and Inequality- Measures to eradicate poverty and inequality - Meaning of Inclusive growth - SHG and Microfinance- Migration - Urbanization- Formal and Informal Sector- Urban Informal Sector

Module 4: Planning, Technology and Economic Development (12 Lectures)

Concept and Role of infrastructure in Economic Development- Role of technology in Economic Development- Labor intensive versus Capital intensive technology- Schumacher's concepts of intermediate and appropriate technology- Green Technology- Meaning and Types of Economic Planning- Role of Planning in Economic Development.

Module 1: Int Meaning, acor International, comparative cr

Module 2: Ba Concepts of T and difference Power Parity (from trade-Ca

Module 3: Fo Meaning and l influencing for exchange rese

Module 4: Int IMF, World Bi respect to TR Trade Blocs, A

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Co-ordinator, IQAC
Prabhakar Patil Education Society's
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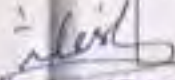
अभ्यासक्रम आणि प्रश्नपत्रिका स्वरूप

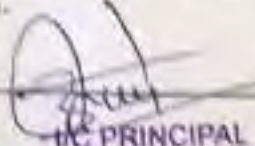
आंतरराष्ट्रीय अर्थशास्त्र - सत्र - VI - पेपर - XIV (INTERNATIONAL ECONOMICS)

- प्रकरण 1 : व्यापार सिद्धांत परिचय (12 व्याख्याने)**
आंतरराष्ट्रीय व्यापाराचा अर्थ, व्याप्ती आणि महत्त्व- अंतर्गत आणि आंतरराष्ट्रीय व्यापारातील फरक - अँड्रु स्मिथचा आंतरराष्ट्रीय व्यापाराचा सिद्धांत - रिकार्डोचा तुलनात्मक खर्च भिन्नता सिद्धांत - हेन्शर - ओहलिन प्रारूप - लिओनटीफचा विरोधाभास - ब्रुगमनचे प्रारूप.
- प्रकरण 2 : व्यवहारतोल आणि व्यापारतोल (12 व्याख्याने)**
व्यापार अटीच्या संकल्पना - व्यापारतोल (बीओटी) आणि व्यवहारशेष (बीओपी) : अर्थ आणि फरक - क्रयशक्ती समता सिद्धांत - अन्योन्य भागणीचा नियम - मार्शल-एजवर्थ प्रस्ताव वक्र - व्यापार लाभ - मुक्त आणि संरक्षित व्यापार धोरणाच्या बाजूने आणि विरुद्ध युक्तिवाद.
- प्रकरण 3 : परकीय चलन बाजार (12 व्याख्याने)**
परकीय चलन बाजाराचा अर्थ आणि कार्ये - विनिमय दर निर्धारण - परकीय चलन दरावर परिणाम करणारे घटक - व्यवस्थापित लवचिक विनिमय दर - स्वॅप बाजार - परकीय चलनाच्या साठ्याचे घटक - विदेशी सहाय्य विरुद्ध विदेशी व्यापार - थेट विदेशी गुंतवणूक आणि बहुराष्ट्रीय कंपन्या.
- प्रकरण 4 : आंतरराष्ट्रीय आर्थिक संस्था आणि आर्थिक ऐक्य (12 व्याख्याने)**
आंतरराष्ट्रीय नाणे निधी IMF व जागतिक बँक : भूमिका आणि कार्य - WTO - उद्दिष्टे, कार्ये आणि करार - बौद्धिक संपदा अधिकाराच्या व्यापारसंबंधित करार (TRIPS) - व्यापारसंबंधित गुंतवणूक उपायांवरील करार (TRIMS) - सेवांच्या व्यापारावरील सामान्य करार (GATS) - AoS - आर्थिक ऐक्याचे स्वरूप आणि उद्दिष्टे - संगनमत - व्यापार गट - एशियन-युरोपियन युनियन (EU) - उत्तर अमेरिकन मुक्त व्यापार करार (NAFTA) आणि प्रादेशिक सहकार्यासाठी दक्षिण आशियाई संघटना (SAARC).



- Module 1: Introduction to Trade Theories (12 Lectures)**
Meaning, scope and importance of International Trade- Difference between Internal and International Trade - Adam Smith's Theory of International Trade - Ricardian theory of comparative cost difference Heckscher- Ohlin Theory-Leontief's Paradox- Krugman's Model
- Module 2: Balance of Trade and Balance of Payment (12 Lectures)**
Concepts of Terms of Trade(Net barter, Gross barter and Income terms of trade)-Meaning and difference between Balance of Trade (BOT) and Balance of Payment (BOP)-Purchasing Power Parity theory, Law of Reciprocal Demand-Marshall-Edgeworth Offer curves, Gains from trade-Case for and against Free Trade and Protection policy
- Module 3: Foreign Exchange Market (12 Lectures)**
Meaning and Functions of Foreign Exchange Market-Exchange rate determination - Factors influencing foreign exchange rate-Managed Flexibility-SWAP Market, Components of foreign exchange reserves - Foreign Aid Vs. Foreign Trade, FDI and MNCs
- Module 4: International Economic Institutions and Economic Integration (12 Lectures)**
IMF, World Bank - Role and functions-WTO-Objectives, Functions and Agreements with respect to TRIPS,TRIMS, GATS, AoS - Forms and objectives of Economic Integration-Cartels-Trade Blocs, ASEAN- European Union (EU)- NAFTA and SAARC.


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SCS107	Soft Skills	2	3
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About the Course:

To help learners develop their soft skills and develop their personality along with technical skills. Focus on various communication enhancement along with academic and professional ethics.

Course Objectives:

- Understand the significance and essence of a wide range of soft skills.
- Learn how to apply soft skills in a wide range of routine social and professional settings
- Learn how to employ soft skills to improve interpersonal relationships
- Learn how to employ soft skills to enhance employability and ensure workplace and career success

Learning Outcomes:

- Learners will be able to understand the importance and types soft skills
- Learners will develop skills for Academic and Professional Presentations.
- Learners will able to understand Leadership Qualities and Ethics.
- Ability to understand the importance of stress management in their academic & professional life.

Unit	Topics	No of Lectures
1	<p>Introduction to Soft Skills</p> <p>Soft Skills: An Introduction – Definition and Significance of Soft Skills; Process, Importance and Measurement of Soft Skill Development.</p> <p>Personality Development: Knowing Yourself, Positive Thinking, Johari's Window, Physical Fitness</p> <p>Emotional Intelligence: Meaning and Definition, Need for Emotional Intelligence, Intelligence Quotient versus Emotional Intelligence Quotient, Components of Emotional Intelligence, Competencies of Emotional Intelligence, Skills to Develop Emotional Intelligence</p> <p>Positivity and Motivation: Developing Positive Thinking and Attitude; Driving out Negativity; Meaning and Theories of Motivation; Enhancing Motivation Levels</p> <p>Etiquette and Mannerism: Introduction, Professional Etiquette, Technology Etiquette</p> <p>Ethical Values: Ethics and Society, Theories of Ethics, Correlation between Values and Behavior, Nurturing Ethics, Importance of Work Ethics, Problems in the Absence of Work Ethic</p>	15

	<p>Basic Skills in Communication:</p> <p>Components of effective communication: Communication process and handling them, Composing effective messages, Non -</p>	15
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Communication: its importance and nuances: Facial Expression, Posture, Gesture, Eye contact, appearance (dress code).

Communication Skills: Spoken English, Phonetics, Accent, Intonation

Employment Communication: Introduction, Resume, Curriculum Vitae, Scannable Resume, Developing an Impressive Resume, Formats of Resume, Job Application or Cover Letter

Job Interviews: Introduction, Importance of Resume, Definition of Interview, Background Information, Types of Interviews, Preparatory Steps for Job Interviews, Interview Skill Tips, Changes in the Interview Process, FAQ During Interviews

Group Discussion: Introduction, Ambience/Seating Arrangement for Group Discussion, Importance of Group Discussions, Difference between Group Discussion, Panel Discussion and Debate, Traits, Types of Group Discussions, topic based and Case based Group Discussion, Individual Traits

Academic and Professional Skills:

Professional Presentation: Nature of Oral Presentation, planning a Presentation, Preparing the Presentation, Delivering the Presentation

Creativity at Workplace: Introduction, Current Workplaces, Creativity, Motivation, Nurturing Hobbies at Work, The Six Thinking Hat Method

Capacity Building: Learn, Unlearn and Relearn Capacity Building, Elements of Capacity Building, Zones of Learning, Ideas for Learning, Strategies for Capacity Building

III

Leadership and Team Building: Leader and Leadership, Leadership Traits, Culture and Leadership, Leadership Styles and Trends, Team Building, Types of Teams.

Decision Making and Negotiation: Introduction to Decision Making, Steps for Decision Making, Decision Making Techniques, Negotiation Fundamentals, Negotiation Styles, Major Negotiation Concepts

Stress and Time Management: Stress, Sources of Stress, Ways to Cope with Stress

15

Textbooks:

1. Managing Soft Skills for Personality Development - edited by H.N.Ghosh, McGraw Hill India, 2017.
2. Soft Skills: An Integrated Approach to Maximize Personality, Gajendra S. Chaudhan, Sangolita Sharma, Wiley India

Additional References:

1. Personality Development and Soft Skills, Harun K. Mitra, Oxford Press
2. Business Communication, Shalini Kalia, Shalita Agrawal, Wiley India
3. Cornerstone: Developing Soft Skills, Sherfield, Pearson India

Semester II

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FOUNDATION COURSE

Semester III

Internal marks: 25

External marks: 75

Total Marks: 100

Lectures: 45

Objectives

- Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.
- Gain an overview of significant skills required to address competition in career choices.
- Appreciate the importance of developing a scientific temper towards technology and its use in everyday life.

Module 1 **Human Rights Provisions, Violations and Redressal** (12 lectures)

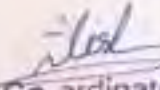
- Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (4 Lectures)

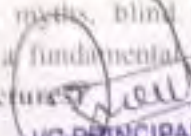
Module 2 **Dealing With Environmental Concerns** (11 lectures)

- Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects. (3 Lectures)
- Some locally relevant case studies of environmental disasters. (2 Lectures)
- Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness. (3 Lectures)
- Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation. (3 Lectures)

Module 3 **Science and Technology I** (11 lectures)

- Development of Science- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment. (3 Lectures)
- Nature of science- its principles and characteristics. Science as empirical, practical, theoretical, validated knowledge. (2 Lectures)
- 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. (3 Lectures)


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FOUNDATION COURSE

Semester IV

Internal marks: 25

External marks: 75

Lectures: 45

Total Marks: 100



Module 1 **Significant, contemporary Rights of Citizens** (12 lectures)

- 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. (3 Lectures)
- B. **Right to Information**- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories. (3 Lectures)
- C. **Protection of Citizens'/Public Interest**-Public Interest Litigation, need and procedure to file a PIL; some landmark cases. (3 Lectures)
- D. **Citizens' Charters, Public Service Guarantee Acts.** (3 Lectures)

Module 2 **Approaches to understanding Ecology** (11 lectures)

- A. **Understanding approaches to ecology**- Anthropocentrism, Biocentrism and Eco centrist; Ecofeminism and Deep Ecology. (3 Lectures)
- B. **Environmental Principles-1**: the sustainability principle; the polluter pays principle; the precautionary principle. (4 Lectures)
- C. **Environmental Principles-2**: the equity principle; human rights principles; the participation principle. (4 Lectures)

Module 3 **Science and Technology II** (11 lectures)

Part A: Some Significant Modern Technologies, Features and Applications: (7 Lectures)

- i. **Laser Technology**- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.
- ii. **Satellite Technology**- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.
- iii. **Information and Communication Technology**- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.
- iv. **Biotechnology and Genetic engineering**- applied biology and uses in medicine pharmaceuticals and agriculture; genetically modified plant, animal and human life.
- 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.

Part B: **Issues of Control, Access and Misuse of Technology.** (4 Lectures)

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Part A. Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres: (4 Lectures)

- 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).
- 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.

Part B. **Soft skills required for competitive examinations-** (7 Lectures)

- i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking
- ii. Motivation: Concept, Theories and Types of Motivation
- iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment
- iv. Time Management: Effective Strategies for Time Management
- v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations, Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester IV)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

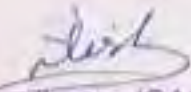
QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning/ definition of concepts / terms from all Modules.	a) Total marks: 15 b) For 1 A, there will be 3 marks for each sub-question.


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No.	Modules / Units
1	<p>Macro Economic overview of India</p> <ul style="list-style-type: none"> • Overview of New Economic Policy-1991, - Role of Social Infrastructure with reference to education, health and family welfare. • Sustainable Development Goals and Policy measures: Make in India, Invest in India, and Skill Development and Training Programmes. • Foreign Investment Policy Measures in India – Foreign Investment Promotion Board, FDI- MNCs and their role.
2	<p>Agriculture During Post Reform Period</p> <ul style="list-style-type: none"> • National Agricultural Policy 2000: Objectives, Features and Implications • Agricultural pricing and agricultural finance • Agricultural Marketing Development-Agricultural Market infrastructure- Market information- Marketing training- Enabling environments-Recent developments
3	<p>The Industry And Service Sector During Post Reform Period</p> <ul style="list-style-type: none"> • Policy Measures- Competition Act 2003, Disinvestment Policy, Micro, Small and Medium Enterprises [MSME sector] since 2007. • Industrial Pollution in India: Meaning, Types, Effects and Control. • Service Sector: Recent trends, role and growth in Healthcare and Tourism Industry
4	<p>Banking and Financial Market</p> <ul style="list-style-type: none"> • Banking Sector- Recent trends, issues and challenges in Banking and Insurance Industry • Money Market – Structure, Limitations and Reforms. • Capital Market – Structure, Growth and Reforms.




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No.	Modules / Units
1	Introduction to International Trade <ul style="list-style-type: none"> Theories of International Trade - Ricardo's Theory of Comparative Costs and the Heckscher- Ohlin Theory. Terms of Trade - Types and Limitations. Gains from International trade - Offer Curves and Reciprocal Demand.
2	Commercial Policy <ul style="list-style-type: none"> Commercial Trade Policy - Free Trade and Protection - Pros and Cons. Tariff And Non Tariff Barriers: Meaning, Types and Effects International Economic Integration - Types and Objectives: -EU and Brexit, ASAEN
3	Balance of payments and International Economic Organization <ul style="list-style-type: none"> Balance of Payment: Meaning, Structure, Types of Disequilibrium. Causes and measures to correct the disequilibrium in Balance of Payments WTO- Recent Developments in TRIPS, TRIMS and GATS.
4	Foreign Exchange market <ul style="list-style-type: none"> Foreign Exchange Market: Meaning, Functions, Determination of Equilibrium Rate of Exchange. Purchasing Power Parity Theory, Spot and Forward Exchange Rates, Arbitrage. Role of Central Bank in foreign exchange rate management, Managed flexible exchange rate system of India.

[Signature]
 Co-ordinator, IQAC
 Prabhakar Patil Education Society's
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T.Y.B.A. History

SEMESTER - V

Core Course V- History of Modern Maharashtra (1818 CE-1960 CE)

Objectives:

1. To acquaint students with regional history.
2. To understand political and socioeconomic developments during the 19th and 20th centuries.
3. To create understanding of the movement that led to the formation of Maharashtra.

Module I: Beginning of the British Rule

- (a) Socio-Economic conditions of Maharashtra in 19th Century
- (b) Administration and Judiciary
- (c) Tribal and Peasant Uprisings

Module II: Socio-Economic Awakening

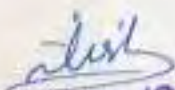
- (a) Mahatma Jotirao Phule - Satya Shodhak Samaj and Universal Humanism
- (b) Prarthana Samaj
- (c) Contribution of thinkers of Maharashtra to Economic Nationalism


Module III: Political Developments in Maharashtra (1885-1960)

- (a) Moderates, Extremists and Revolutionaries in Maharashtra
- (b) Response to Gandhian Movements in Maharashtra
- (c) Satyukta Maharashtra Movement

Module IV: Emergence of New Forces

- (a) Contribution of Reformers in Education
- (b) Contribution of Reformers towards Emancipation of Women
- (c) Contribution of Reformers towards Upliftment of Depressed Classes: N. R. Shinde, Rajarshi Shahu Maharaj and Dr. B.R. Ambedkar


Co-ordinator, IQAC
Prabhakar Patil Education Society's
Arts, Commerce and Science College,
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T.Y.B.A. History

SEMESTER -VI

Core Course V – History of Contemporary India (1947 CE- 2000 CE)

Objectives:

1. To understand the process of making the Constitution and the Integration and Reorganization of Indian States.
2. To acquaint the students with the political developments in India after Independence.
3. To comprehend the socio-economic changes and progress in science and technology in India.

Module I: The Nehru Era (1947 CE – 1964 CE)

- (a) Features of Indian Constitution
- (b) Integration and Reorganization of Indian States
- (c) Socio-Economic Reforms and Foreign Policy

Module II: Political, Social and Economic Developments (1964 CE – 1984 CE)

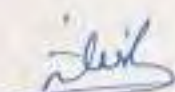
- (a) Political Developments after Nehru Era; Green Revolution
- (b) Abolition of Privy Purses and Titles; Nationalization of Banks; The Emergency
- (c) Janata Government; Return of Congress to power; Foreign Policy

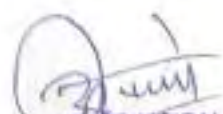
Module III: Political, Social and Economic Developments (1984 CE – 2000 CE)

- (a) Political Developments
- (b) Relations with Neighboring Countries
- (c) Liberalization, Privatization and Globalization

Module IV: Emerging Trends

- (a) Communalism and Separatist Movements
- (b) Women Empowerment and Policy of Reservation
- (c) Science, Technology and Education


Co-ordinator, IQAC
Prabhakar Patil Education Society's
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सत्र महावे अभ्यासपत्रिका -६
साहित्य आणि समाज भाग २
(तासिका ६०) श्रेयांकने ४

दिष्टे (Objective)

- १) समाजातील सामाजिक स्थित्यातराचा आणि साहित्याचा संबंध जाणून घेणे
- २) दलित साहित्याचे स्वरूप, वैशिष्ट्ये समजावून घेणे
- ३) स्त्रीवादी जाणीवेच्या साहित्याची वैशिष्ट्ये समजावून घेणे
- ४) निवडक कलाकृतीच्या आधारे वाङ्मयीन प्रवाह समजावून घेणे

घटक-१ सामाजिक स्थित्यंतरे आणि मराठी साहित्य (तासिका १५) श्रेयांकने १

- अ) महाराष्ट्रातील सामाजिक स्थित्यंतरे व मराठी साहित्य - मागोवा
- ब) साहित्य- समाज संबंध- १) दलित वाङ्मयातील सामाजिक जाणिवेचे स्वरूप - शरदचंद्र मुक्तिबोध, साहित्य विचार आणि समाजचिंतन, २) दलित जाणिवेचे स्वरूप - म.ना. वातखेडे यांच्या लेखाधारे

घटक-२ दलित साहित्य (तासिका १५) श्रेयांकने १


- अ) दलित साहित्य, संकल्पना व मराठीतील परंपरा
- ब) भाई तुम्ही कुठे आहात ! : ऋषिकेश कांबळे, चिन्मय प्रकाशन, जोरगावाचे


घटक-३ स्त्रीवादी जाणिवेचे साहित्य (तासिका १५) श्रेयांकने १

- अ) स्त्रीवादी साहित्याची संकल्पना व मराठीतील परंपरा
- ब) निवडलेल्या स्त्रीवादी कथांचा अभ्यास
 - १) गौरी देशपांडे - पाऊस आला मोठा (आहे हे अस आहे)
 - २) नानिया - दुष्काळ (अशी वेळ)
 - ३) प्रिया वेङ्कटर - खेळ मांडियला (विहार)
 - ४) उर्मिला पवार - सुटे मित्राण (ज्ञानचा एक)
 - ५) मेघना पेंढे - आहे कुठे अन्न (आंध्रप्रदेशाच्या गायी)
 - ६) नीरजा - महिषासुरमर्दिनी (श्रीम. हरबल्लेनी माती)
 - ७) प्रजा देवा पवार - जादेच्या नावाने (मिथिल नावाची कृती बरतिले)
 - ८) प्रतिमा जोशी - दरी (उत्तरांच)
 - ९) मनस्विनी लता खोर्डे - माझा जन्माची मोहर (जन्माचे वा आरशाचे परंपरे)
 - १०) वृद्धा महाजन - निर्वाणाची स्वप्ने (धर्मा दिवादी अन्न)

Co-ordinator, IGAC
Prabhakar Patti Education Society's
Arts, Commerce and Science College,
Veshvi - Alibag 402 209.

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Unit-II	Study Of Different Groups Of Microbes-II. Classification, Morphological characteristics, cultivation, reproduction and significance 2.1 Protozoa - Major Categories of Protozoa Based on motility, reproduction. Medically important Protozoa Life cycle of Entamoeba 2.2 Algae - Characteristics of algae; morphology, Pigments, reproduction Cultivation of algae. Major groups of Algae - an overview Biological, Medical and economic importance of Algae. Differences between Algae and Cyanobacteria 2.3 Fungi and Yeast -Characteristics: structure, Reproduction, Cultivation of fungi and yeasts. Major fungal divisions- overview. Life cycle of yeast, Biological and economical importance 2.4 Slime molds and Myxomycetes	12 lectures 03 Lectures 03 Lectures 03 Lectures 01 Lecture	
Unit-III	Microbial Growth: 3.1 a. Definition of growth, Mathematical Expression, Growth curve b. Measurement of growth c. Direct microscopic count – Breed's count, Petroff - Haussere counting chamber- Haemocytometer. d. Viable count – Spread plate and Pour plate technique e. Measurements of cell constituents f. Turbidity measurements – Nephelometer and spectrophotometer techniques g. Synchronous growth, Continuous growth (Chemostat and Turbidostat) h. Influence of environmental factors on growth i. Microbial growth in natural environment. j. Counting viable non-culturable organisms-Quorum sensing techniques	15 lectures	
USMB-202	EXPLORING MICROBIOLOGY.	2 Credits (45 lectures)	
Theory		15 lectures	
Unit-I	Microbial Interactions: 1.1 Types of Microbial Interactions: Mutualism, Cooperation, Commensalism, Predation Parasitism, Amensalism, Competition 1.2 Human Microbe Interactions a) Normal flora of the human body Skin, Nose & Nasopharynx, Oropharynx, Respiratory tract, Eye, External ear, Mouth, Stomach, Small intestine, Large intestine, Genitourinary tract. b) Relationship between microbiota & the host c) Gnotobiotic animals 1.3 Microbial associations with vascular plants a) Phyllosphere		


 Co-ordinator, IQAC
 Prabhakar Patil Education Society's
 Arts, Commerce and Science College,
 Veshvi, Alibag 402 209.


 HOD/PRINCIPAL
 Prabhakar Patil Education Society's
 Arts, Commerce & Science College
 Veshvi - Alibag

Seminar on "Cross cutting Issues in Professional Ethics & Management" & "Importance of Management Education - A Career oriented approach"

Attendance



Sl. No.	Roll No.	Class	Name of student	Sign
1)	6084	T.Y.Bcom	Dakshata Chandrakant Gavand	Prasad
2)	6061	T.Y.B.com	Siddhanta Ravindra Mhatre	S.M.
3)	4108	F.Y.B.com	Nisha Sanjay Gamare	M.S. Gamare
4)	4034	F.Y.B.com	Harshali Santosh Dandekar	H.Dandekar
5)	9025	T.Y.BSC	Tanvi Avinash Mhatre	T.M.
6)	9061	T.Y.BSC	Ruchi Rajesh Moakande	R.Moakande
7)	9001	T.Y.BSC	Rasika Ravindra Sathe	R.Sathe
8)	9032	T.Y.BSC	Kranti Kiran Raut	K.K.Raut
9)	9021	T.Y.BSC	Samika Prabhakar Patil	S.Patil
10)	9049	T.Y.BSC	Sonali Sanjay Bhuvad	S.Bhuvad
11)	223	S.Y.BSC.CS	Surabhi Anil Patil	S.Patil
12)	225	S.Y.BSC.CS	Divya Ram Thale	D.Thale
13)	6007	T.Y.B.com	Diksha Rajendra Kadve	D.R.Kadve
14)	6008	T.Y.B.com	Shreya Jitenindra Patil	S.J.Patil
15)	6003	T.Y.B.com	Kirti Shashikanth Ghardet	K.Ghardet
16)	6004	T.Y.B.com	Manasi Santosh Patil	M.Patil
17)	6005	T.Y.B.com	Neha Avinash Patil	N.Patil
18)	8065	S.Y.BSC	Sneha Rajendra Thale	S.Thale
19)	6087	T.Y.B.com	Divyashree Nandkishor Prasad	D.N.Prasad
20)	6088	T.Y.B.com	Sakshi Santosh Patil	S.S.Patil
21)	6022	T.Y.B.com	Rutika Mohendra Jitkar	R.Jitkar
22)	6054	T.Y.B.com	Payal Vinod Tambe	P.Tambe
23)	6055	T.Y.B.com	Divyashree Rajendra Kamble	D.R.Kamble
24)	213	S.Y.BSC.CS	Vedika Gurunath Pangerkar	V.Pangerkar
25)	214	S.Y.BSC.CS	Bhruvika Satywan Patil	B.Patil
26)	232	S.Y.BSC.CS	Komal Anant Zaware	K.Zaware

Sr No.	Roll No.	Class	Name of student	Sign
27.	203	S.V.Bsc.C.S	Chitra Somchekar Acharya	<u>Chitra</u>
28.	204	S.Y Bsc.CS	Jidnyasa Jayendra Gharat	<u>Jidnyasa</u>
29.	7009	F.Y. B.S.C.	Estwari shashikant patil	<u>Estwari</u>
30.	7025	F.Y. B.S.C.	vaidhaki hirachandra patil	<u>Vaidhaki</u>
31.	8023	S.Y.B.S.C.	shreya Balkrushna Thakur	<u>Shreya</u>
32.	7021	F.Y. Bsc	Juvevia Tarveer Khalfe	<u>Juvevia</u>
33.	7042	F.Y. BSC	Sneha Vinod Jambhale	<u>Sneha</u>
34.	7003	F.Y. Bsc	Palak Harishchandra Bhagat	<u>Palak</u>
35.	7010	F.Y.Bsc	Kinjal Prakash Kothekar	<u>K.P.Kothekar</u>
36.	7042	F.Y.B.COM	Isha Sanjay Gamare	<u>Ishamare</u>
37.	8004	Sy Bsc.	Akanksha Rashwant Divkar	<u>Akanksha</u>
38.	8005	Sy Bss	Tanvi Rupesh Jamkar	<u>Tanvi</u>
39.	6081	T.Y.B.com	Salli sanjay malvi	<u>Salli</u>
40.	6082	T.Y.B.com	Sakshi Sandip patil	<u>Sakshi</u>
41.	1112	Jy.BA	Jayesh kishor Patil	<u>Jayesh</u>
42.	219	Sy.BSC.CS	Pritya yagash Patil	<u>Pritya</u>
43.	217	S.Y.BSC.CS	Jitly Manoj Patil	<u>Jitly</u>
44.	6078	Tybcorn	Bhakti kishor Gurav	<u>Bhakti</u>
45.	6080	Tybcorn	Siddhi Surendra shelke	<u>S.S.shelke</u>
46.	6079	Tybcorn	Jyoti A. Yadav	<u>Jyoti</u>
47.	6074	Tybcorn	sonika . S. Bhargat	<u>Sonika</u>
48.	6091	TYB.com	shruti . S. Gaikwad.	<u>Shruti</u>
49.	6073	TYB.com	shubhavi . S. Patil.	<u>Shubhavi</u>
50.	216	S.V. BSC.CS	Subodh P. Sondankar	<u>Subodh</u>
51.	129	F.Y BSC.CS	Raj Lahu Patil	<u>Raj</u>
52.	218	S.Y BSC.CS	Omkar Parvash Patil	<u>Omkar</u>
53.	210	S.Y BSC.CS	Pranjwal Rajesh Malushte	<u>Pranjwal</u>
54.	227	S.Y .BSC.CS	Abhijit Amar Raut	<u>Abhijit</u>
55.	224	S.Y .BSC.CS	Anam Rajesh Prabhale	<u>Anam</u>
56.)	6076	TY .B.com	Rutika Pinesh Jaysalkar	<u>Rutika</u>
57.)	6077	TY .B.com	Aryan Dnyaneshwar Bansi	<u>Aryan</u>
58.	6057	TY B.COM	Ketan U. Patilkar	<u>Ketan</u>
59.	6036	TY B.COM	Ash Patil R. Pathan	<u>Ash</u>
60.	6035	TY B.COM	Abhishek S. Maurya.	<u>Abhishek</u>
61.	5051	S.Y B.COM	Hiren H. Ravariya.	<u>Hiren</u>



Sr No.	Roll No.	class	Name of student	sign	
62	208	S.Y.CS	Piyush Kambale	Piyush	ne
63	207	S.Y.CS	Hemant Jaitkar.	Hemant	
64	153	F.Y.CS	Ayush Mishra	Ayush	
65	167	F.Y.CS	Dennis Chaudhary	Dennis	
66	215	S.Y.CS	Sahil - M. Chaudhary	Sahil	
67	218	S.Y.CS	Lavish M. Patil	Lavish	
68	222	S.Y.CS	Siddhi Patil	Siddhi	
69	228	S.Y.CS	Sakshi Sonavane	Sakshi	
70	229	S.Y.CS	Sayali R. sume	Sayali	
71	218	S.Y.CS	omkar. patil	O. Patil	
72	219	S.Y.CS	pooya patil	P. Patil	
73	217	S.Y.CS	Jaiy patil	J. Patil	



Seminar on "Cross cutting issues in professional
Ethics & management" & "Importance of management
Education - A career oriented approach

Attendance

Sl. No.	Name of staff	Sign
1.	Nutan N. mhatre	Amhatre
2.	Vinaya Patil	Vatil
3.	Aditi Mhatre	Amhatre
4.	Pooja mhatre	Pooja Patil
5.	Pooja patil	Patil
6.	Kanip Thale	BT
7.	Sujit patil	Pati
8.	ketaki patil	Katil
9.	mandar patil	MP
10.	Priti Nagarekar	Pnagarekar
11.	shwetal zinje	Shwetal
12.	Priti patil	Pp Patil



PPES ACS College, Veshvi, Alibag
10/02/2024

RNC, Department of Mathematics & Department of Physics
Organized Seminar on
"Cross cutting issues in Biological ethics & management"
And
Importance of Management Studies

Agenda
1. Introduction to the seminar
2. The importance of Management Studies
3. Cross cutting issues in Biological ethics & management
4. Q&A
5. Conclusion



Google

Alibag, Maharashtra, India
MV7R+9MG, Gondhalpada, Varasoli, Alibag, Maharashtra 402201, India
Lat 18.663589°
Long 72.890889°
10/02/24 08:42 AM GMT +05:30

GPS Map Camera



Google

Alibag, Maharashtra, India
PPES ACS College Veshvi Alibag
Lat 18.663581°
Long 72.890826°
10/02/24 10:45 AM GMT +05:30

GPS Map Camera




Prabhakar Patil Education Society's
Arts, Commerce and Science College Veshvi-Alibag

NOTICE

All Students are hereby informed that Seminar on "Cross Cutting Issues in Professional Ethics and Management" & "Importance of Management Education- A Career Oriented Approach" is organized by Department of Physics, Department of Mathematics and IQAC on 10th Feb 2024 at 10:00 AM in association with Pillai HOC Institute of Management Studies and Research (PHiMSR) in the PPES ACS College campus.

It is mandatory for all the students of SY and TY to attend the seminar.


PRINCIPAL
Prabhakar Patil Education Society -
Arts, Commerce & Science College
Veshvi - Alibag



Prabhakar Patil Education Society's Arts, Commerce and Science College,
Veshvi - Alibag

Seminar on
"Cross cutting issues in Professional Ethics and Management"

Time : 10.00 am

Date :02/02/2024

Activity Report

Department of Mathematics and Physics in association with Internal Quality Assurance cell has organized seminar to inculcate values of professional ethics among students on 10th Feb. 2024. The activity was organized under the memorandum of understanding between Pillai HOC Institute of Management Studies and Research and Prabhakar Patil Education Society's Arts, Commerce and Science College, Veshvi, Alibag.

Dr. Omkar Pote, the Principal of our institute and Faculty Head Science Prof. Sujit Patil has welcomed Chief Speaker Dr. Ketan Veera and Mrs. Shweta Bhoir. Mrs. Ketaki Patil from IQAC has introduced chief speakers.

Dr. Ketan Veera, Director of Pillai HOC Institute of Management Studies and Research has elaborated on importance of behavioural approach, spiritual quotient in working environment.

Whereas Mrs. Shweta Bhoir, Journalist, Public Relations, Marketing and Community Outreach Officer - Pillai HOCL EDUCATIONAL CAMPUS, Rasayani has demonstrated on importance in management studies.

This program was carried out under MOU with Pillai HOCL EDUCATIONAL CAMPUS, Rasayani.

Prof. Kanip Thale from Physics department has concluded session by placing vote of thanks to all dignitaries. Prof. Nutan Mhatre from Mathematics and Prof. Kanip Thale along with all Science faculty members has taken initiative in making this program the successful one.

VC PRINCIPAL
Prabhakar Patil Education Society's
Arts, Commerce & Science College
Veshvi - Alibag



॥ ज्ञानदीपेन भास्वता ब्रह्मानवमः नाशयेत् ॥
Prabhakar Patil Education Society's

Arts, Commerce & Science College

Veshvi, Tal. Alibag, Dist. Raigad. Pin- 402209

Affiliated To University of Mumbai (AFF / RBCOG / 3838 of 2003)



Phone No. 8380055635
www.pnpcollege.edu.in

Email - pnpcollege11@gmail.com
info@pnpcollege.edu.in

Outward No. : PPES/ACS/2567/2024

Date : 10/02/2024

To,

Miss. Shweta Bhoir,
Journalist, Public Relations,
Marketing and Community Outreach Officer,
Pillai HOCL Education Campus Rasayani

Subject: Letter of Appreciation

Respected Sir,

On behalf of Prabhakar Patil Education Society's Arts Commerce and Science College we hereby put our sincere thanks for being Chief Guest of "Importance of Management Studies " on 10th Feb.2024.

It was indeed insightful session and we would like to organize more such sessions on related topics in near future.

Thanking you.

Katir

IQAC Co-ordinator
PPES ACS College Veshvi Alibag

Your's faithfully

[Signature]

Principal
Prabhakar Patil Education Society's
Arts, Commerce & Science College
Veshvi, Alibag
PPES ACS College Veshvi Alibag



Cross Cutting Issues in Professional Ethics and Management & Importance of Management Education- A Career Oriented Approach

Feedback form of "Cross Cutting Issues in Professional Ethics and Management & Importance of Management Education- A Career Oriented Approach"

Email *

patilhirachand710@gmail.com

Name of participant *

Vaidhahi Hirachand Patil

Category *

- Student
- Teaching Staff
- Non teaching staff

Class

Fy.Bsc

Roll

7025

Resource person's approach toward topic *

- Excellent
- Good
- Average
- Poor

Usefulness of content *

- Excellent
- Good
- Average
- Poor

Use of time allowed *

- Excellent
- Good
- Average
- Poor

Instructor's response to questions asked *

- Excellent
- Good
- Average
- Poor

Hospitality and assistance provided by organizers *

- Excellent
- Good
- Ave
- Poor

Will you recommend this program in future *

- Yes
- No

Any suggestions *

No

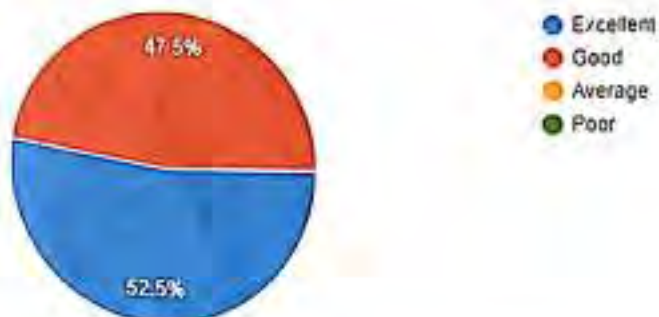
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Feedback Analysis: Cross Cutting Issues in Professional Ethics and Management

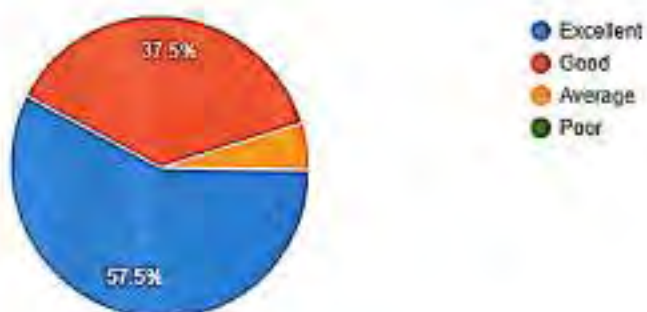
Resource person's approach toward topic

40 responses



Usefulness of content

40 responses



Use of time allowed

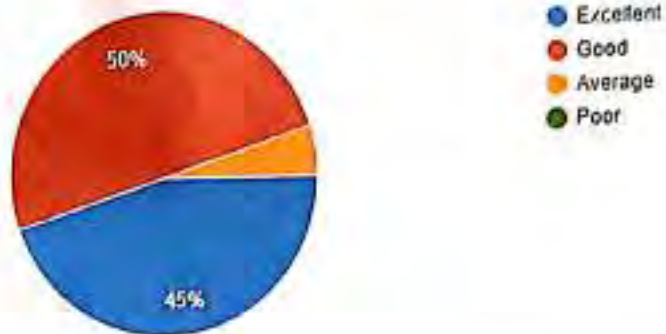
40 responses





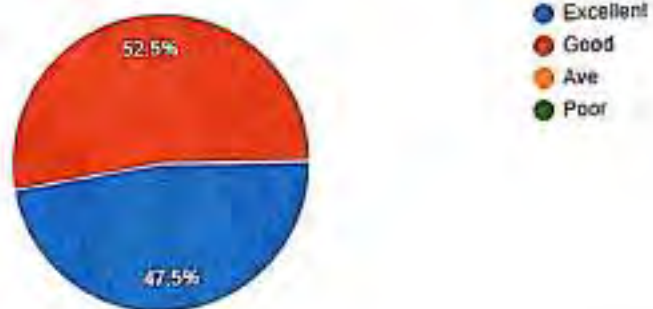
Instructor's response to questions asked

40 responses



Hospitality and assistance provided by organizers

40 responses



Will you recommend this program in future

40 responses

