



SIES COLLEGE OF COMMERCE & ECONOMICS AUTONOMOUS
(AFFILIATED TO UNIVERSITY OF MUMBAI)
RE-ACCREDITED GRADE “A” BY NAAC
B.COM (BANKING & INSURANCE)

Sr. No.	HEADING	PARTICULARS
1	TITLE OF THE COURSE	B. Com (Banking & Insurance)
2	ELIGIBILITY FOR ADMISSION	HSC OR EQUIVALENT
3	MINIMUM PERCENTAGE	45%
4	SEMESTERS	I AND II
5	LEVEL	UG
6	PATTERN	03 YEARS & 06 SEMESTERS CBGS 04 YEARS & 08 SEMESTERS CBGS
7	TO BE IMPLEMENTED FROM	FROM ACADEMIC YEAR 2024--2025 IN A PROGRESSIVE MANNER

PROGRAM OUTCOMES - B.COM (BANKING & INSURANCE)

PO- 1: After completing three years degree course – Bachelor of Commerce (Banking and Insurance) (B.Com. B&I) program, learners will develop a foundation in banking and insurance related areas.

PO- 2: Learners will acquire practical knowledge, training in professional skills and ethics to build competencies in the area of banking and insurance.

PO- 3: Learners will develop their personalities along with commercial, communication, research, analytical and managerial skills in various theoretical and operational aspects and reforms in banking and insurance sector.

PO- 4: Learners will be able to relate to global challenges and be exposed to newer avenues in the banking, insurance and financial sectors.

PO- 5: Learners will be trained in leadership skills and social responsibilities with sensitivity towards environment and sustainability.

SEM I			
COURS E CODE	SUBJECT	CREDIT S	REMAR K
	Major		
BBI-MAJS1 - 101	Principles and Practices of Banking	4	MAJOR
BBI-MAJS1 - 102	Principles of Management	2	MAJOR
	Open Electives		
BBI-OES1-103	Introduction to HRM	2	OE
BBI-OES1-104	Applications to IT - I	2	OE
	Vocational Skill Courses		
BBI-VSCS1 - 105	Financial Accounting	2	VSC
	Skill Enhancement Courses		
BBI-SECS1 - 106	Business Mathematics	2	SEC
	Ability Enhancement Courses		
BBI-AECS1 - 107	English for Business Communication - I	2	AEC
	Value Education Courses		
BBI-VECS1 - 108	Indian Business Environment	2	VEC
	IKS		

BBI-IKSS1 - 109	Indian Knowledge System	2	IKS
	Co-Curricular Courses		
BBI-CCS1-110	Co-Curricular Courses	2	CC
	Total	22	

SEM II			
COURS E CODE	SUBJECT	CREDIT S	REMAR K
	Major		
BBI-MAJS2 - 101	Principles and Practices of Insurance	4	MAJOR
BBI-MAJS2 - 102	Principles of Marketing	2	MAJOR
	Open Electives		
BBI-OES2-103	Talent Management	2	OE
BBI-OES2-104	Applications to IT - II	2	OE
	Vocational Skill Courses		
BBI-VSCS2 - 105	Business Valuation & Accounting	2	VSC
	Skill Enhancement Courses		
BBI-SECS2 - 106	Business Statistics	2	SEC
	Ability Enhancement Courses		
BBI-AECS2 - 107	English for Business Communication - II	2	AEC
	Value Education Courses		

BBI-VECS2 - 108	EVS	2	VEC
	Minor		
BBI-MINS2 - 109	Business Economics	2	MINOR
	Co-Curricular Courses		
BBI-CCS2-110	Co-Curricular Courses	2	CC

BBI-MAJS1-101 Principles and Practices of Banking**Marks : 100****Course Credits : 4****Course Outcomes**

Course Outcome	PO Mapping
The learners will be able to understand and explain fundamental concepts and recent developments within the banking sector, including emerging trends and regulatory changes.	PO1, PO2, PO4
the learners will be able to identify and classify various banking channels and payment systems, assessing their roles and significance within the financial ecosystem	PO1, PO2, PO3, PO4
the learners will be able to examine government initiatives for an inclusive financial system, such as microfinance, and analyze their impact on financial accessibility and economic development	PO1, PO2, PO3, PO4, PO5
the learners will be able to illustrate the concept and process of financial planning, differentiating between various strategies and approaches to managing personal and organizational finances	PO1, PO2, PO3, PO4, PO5
the learners will be able to evaluate the effectiveness of diverse banking channels and payment methods, proposing improvements to enhance service delivery and customer satisfaction	PO1, PO2, PO3, PO4, PO5
the learners will be able to design and recommend a financial plan or inclusive finance model that incorporates principles of financial literacy, accessibility, and sustainability for targeted populations	PO1, PO2, PO4, PO5

Syllabus

Sr.No.	Modules	Number of lectures
1	Module -1- Introduction to Indian Financial System Overview of financial system, meaning characteristics significance, Structure of Indian Financial System. Components of Indian	15

	financial system-Financial Institutions, Financial markets, Financial Services, Financial Assets.	
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2	Module 2 - An Overview of Banking Industry History of banking in India. Definition of Banks, Types of Banks, Principles of Banking, Banking System in India, Overview of RBI, Public, Private, Co-operative, Payment Bank, Regional Rural Banks. Commercial banking – Meaning, Functions of commercial bank (primary and secondary)	15
3	Module 3 – Banking sector reforms and Universal Banking Banking sector reforms: Recommendations of the Narasimhan committee 1991 & 1998. Universal Banking: Concept of Universal Banking, Evolution of Universal banking, Services to Government, Payment & Settlement services, Merchant Banking, Bancassurance.	15
4	Module-4 -Regulatory and Developmental Framework of Banking RBI – Introduction to RBI, Constitution of RBI, Role, and functions of RBI. Introduction to Basel Framework. Ombudsman in Banking	15
	Total Lectures	60

Reference Books:

- Management of Banking and Financial Services, by Suresh Padmalatha, Pearson Education India.
- Modern Commercial Banking by H.R. Machiraju, New Age International (P) Limited, Publishers
- Banking Law and Practice By Mishra Sukhvinder , S. Chand & Co. Ltd.
- Banking and Financial Services, by Dr. Mukund Sharma, Himalaya Publications.
- Indian Financial System, by M.Y. Khan, Tata Mc Graw Hill.

PROPOSED SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 40 marks
- Semester end examination 60% i.e. 60 marks

A. Internal Assessment 40 marks

Description	Marks
Internal test - Objectives based 1mark each question	20
Presentation/Assignment -Viva/Internship/Book Review/NGO/Project/Open Book Test/Field Visit/ Banking Operation/Banking Exams.	20
Total	40

B. Semester end examination 60 marks – Proposed Paper Pattern

Duration: 2 hours		Total Marks: 60
Q1. Question 1 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q2. Question 2 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q3. Question 3 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q4. Question 4 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15

Passing criteria: Minimum 40% in Internal (16 out of 40) and 40% (24 out of 60) in semester end examination

BBI-MAJS1-102 Principles of Management**Marks : 50****Course Credits : 2**

Course Outcome	PO Mapping
the learners will be able to describe the various principles governing management and its significance in the banking and insurance industry.	PO 1, PO 2
the learners will be able to explain the organisation structures followed in companies.	PO 1, PO 2
the learners will be able to interpret the various management functions in various sectors.	PO 1, PO 2, PO 3
the learners will be able to analyse the management strategies of various organizations and the leadership for sustainable growth across borders and sectors.	PO 1, PO 2, PO 3, PO 4 PO5
the learners will be able to assess the dynamics of relationships in organizations.	PO 1, PO 2, PO 3, PO 4 PO5
the learners will be able to formulate solutions to management problems.	PO 3, PO 4,PO5

Syllabus	Number Of Lectures
Introduction to management Introduction to Management Definition of Management as a Profession, Traditional V/s Contemporary management. Contributions of contemporary writers-Henry Fayol, F. W. Taylor, Peter Drucker, C. K. Prahalad. The process of management Management Process- planning, organizing, staffing, directing, controlling and controlling.	15

Organization Structure. Types of structures Conflict between line and staff managers. Measures to resolve the conflicts. Business Leaders Leaders in the Indian Industry (J.R.D Tata and Ratan Tata of the Tata group, Kumar Mangalam Birla of the Birla group, Mr Dhirubhai Ambani and Sons of the Reliance group of companies, Varghese Kurien of Amul, Narayan Murthy of Infosys. Leaders in the Banking and Insurance Industry Indian Leaders (Banking & Insurance)- Uday Kotak of Kotak Bank, Naina Lal Kidwai of HSBC Bank , Deepak Parekh of HDFC Bank.	15
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References:

Principles of Management, T.Ramaswamy Himalaya Publications, Mumbai
Practices and Principles of Management L.M. Prasad, S.Chand and Sons Education Publishers, New Delhi.
Business Maharaajas, Gita PiramaI, Penguin Books, New Delhi.
Wisdom of Indian Business Leadership, G. Narayana, English Edition Publishers and Distributors India Pvt, Ltd.
In Search of Change Maestros, Pritam Singh and Asha Bhandarkar, Sage Publications, UK

SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:
Internal assessment 40% i.e. 20 marks
Semester end examination 60% i.e. 30 marks

(A) Internal Assessment 40 marks

Description	Marks
Test	10

Any one for 10 marks. Project, Presentation and Viva voce / Case studies /Assignments/ Internship /Certificate courses / Class Tests.	10
Total	20

(B)

Semester end

examination 60 marks

PAPER PATTERN

Duration : 2 hours	
Total Marks: 60	
Q.1 15 marks OR 15 marks	15
Q.2 15 marks OR 15 mark	15
Total	30
Note: 1. Questions may be divided into sub questions if required. 2. Q.2 may include theory (short notes) as one of the options.	

Passing criteria: Minimum 40% in Internal (16 out of 40) and 40% (24 out of 60) in semester end examination

BBI-OES1-103 Introduction to HRM**Marks : 50****Course Credits : 2**

Course Outcome	PO Mapping
recognise the fundamentals of Human Resource Management and its evolving trends in the Indian context.	PO1, PO2
understand the concept of Human Resource Planning and its importance in aligning human resources with organizational objectives across sectors and borders.	PO1, PO2, PO3, PO4
demonstrate proficiency in executing Recruitment and Selection processes using diverse methods to identify and acquire suitable talent.	PO1, PO2, PO3, PO4, PO5
connect the Placement, Induction, Training, and Development processes to facilitate seamless on boarding and enhance employee skills.	PO2, PO3, PO4, PO5
evaluate and refine Human Resource Development strategies to foster talent growth with values and ensure organizational sustainability.	PO2, PO3, PO4 PO5
develop skills in analyzing job roles effectively through Job Analysis and Evaluation techniques.	PO2, PO3, PO5

Sr. No.	Syllabus	Number of lectures
1	Unit 1: Introduction to Human Resource Management & Human Resource Planning <ul style="list-style-type: none">● Meaning and objectives of Human Resource Management, Importance of Human Resource management, scope, and functions of Human Resource management.● Role of Human Resource department, qualities of a good Human Resource manager,● Growth of Human Resource management, Emerging Trends of personnel management in India.● Concept of Human Resource planning, Importance of Human Resource planning, Process of Human Resource planning● Job Analysis, Job Evaluation- Concept, Methods & Difference	15

2	Unit 2: Recruitment, Placement, Induction, Training & Development <ul style="list-style-type: none"> Recruitment and selection: Concept, Process, Sources & Methods Placement- Concept & Benefits Induction: Concept, Process Training: Concept, importance, Process, Types of training-On the job & off the job; Human Resource Development – Concept & Methods, Promotion, and transfers 	15
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	Total Lectures	30
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References :

- C.B. Memoria -Personnel Management
- Dessler Gary, A Framework for Human Resource Management, Pearson Publication
- Dessler Gary, Varkkey Biju, Fundamentals of Human Resource Management, Pearson Publication, Rao VSP, Human Resource Management, Vikas Publishing, New Delhi
- K. Aswathappa – Human Resources and Personnel Management, Tata McGraw Hill
- Decenzo: Fundamentals of HRM, Wiley
- Edwin B. Flipppo, Personnel Management, McGraw-Hill

PROPOSED SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

A. Internal Assessment 20 marks

Description	Marks
Internal test - Objectives based 1mark each question	10
Presentation/Assignment -Viva/NGO Activity/Internship/Book Review/Case Study/Project/Open Book Test	10
Total	20

B. Semester end examination 30 marks – Proposed Paper Pattern

Duration: 1 hour	Total Marks: 30
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Q1. Question 1 (5 Marks x 3) or (7 and 8 Marks) or (15 Marks)	15
Q2. Question 2 (5 Marks x 3) or (7 and 8 Marks) or (15 Marks)	15

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-OES1-104 Applications to IT – I

Course Outcome	PO Mapping
the learner will be able to identify and define the basics concepts of Information Technology with reference to banking, insurance and related sectors.	PO1, PO-2, PO-3
the learner will be able to explain and describe the components and applications of IT and computers in related sectors.	PO1, PO-2, PO-3
the learners will be able to interpret data and demonstrate application of technology for managerial skills.	PO-2, PO-3
the learners will be able to compare basic working of different technologies and new trends in commerce related sectors.	PO-2, PO-3, PO-4, PO-5
the learners will be able to evaluate the use and importance of electronic technology for personal, professional and commercial activities.	PO-1, PO-2, PO-3, PO-4, PO-5
the learner will be able to integrate the knowledge of IT for self and society.	PO-2, PO-3 PO-4, PO5

Sr.No.	Modules	Number of lectures
1	<u>Unit 1: Computer Basics , Computer Organization and Architecture</u> Definition and Characteristics of Computer, History and evolution of Computers, Classification of Computers ,Working of Computers ,Applications of Computers ,Computer Organization, Different Architectures ,Number Systems	15 Hours

	<u>Unit 2: Computer Memory and Storage</u> Input Output Media Types of Memory , Primary and Secondary Storage devices ,Input Output Device	
2	<u>Unit 3: MS WORD 2013</u> Getting started, The Word window, New documents, Document navigation, Editing text, Working with text, Undo and Redo commands, Cut, copy, and paste, Find and replace Text formatting, Character formatting, Tab settings, Paragraph formatting, Paragraph spacing and indents Tables, Creating tables, Working with table content, Changing the table structure Page layout, Headers and footers, Page setup Graphics, Adding graphics and clip art, Working with graphics Proofing, printing and exporting, Spelling and grammar, AutoCorrect, Printing and exporting documents.	15 Hours
	Total Lectures	30 Hours

References Books:

1. Introduction to Information Technology, ITL Education Solutions Limited
2. Introduction to Information Technology – V. Rajaraman
3. Microsoft Word , Excel , Powerpoint – Just for beginners Dorothy House
4. Microsoft Word 2013 Step-by-Step Guide – Philo and Angstadt
5. MOS 2013 Study Guide for Microsoft Word – John Lambert

Scheme of Evaluation

**(A) Internal Assessment
Marks**

20

Description	Marks
One objective based online test (multiple choice questions, practical questions) of 10 marks	10
Project or Viva - Voce or Presentation or Assignment or Group Discussion or Case Studies or Open Book Test or Internship (Any 1 of 10 marks each)	10

Total	20
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**(B) Semester End Examination
Marks**

30

Sr.No.	Modules	Number of lectures
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Duration: 1 Hour

Question No	Particulars	Marks
Q1	Full Length Question (Attempt any 1 out of 2)	10
Q2	Full Length Question (Attempt any 1 out of 2)	10
Q3	Full Length Question (Attempt any 1 out of 2)	10
	Total	30

Note:

Equal weightage of all modules should be given in the examination question paper.

Q.1,2 and 3 – 10 marks question may be divided into sub questions of 5 and 5 marks or 7 and 3 marks, if required.

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in the semester-end examination.

BBI-VSCS1-105 Financial Accounting**Marks: 50****Course Credits: 2**

Course Outcome	PO Mapping
the learners will be able to define key accounting standards (AS 1, AS 2, AS 9, AS 10) and recall methods of stock valuation (FIFO and weighted average).	PO1, PO 2, PO 3, PO 4
the learners will be able to explain the concepts of depreciation and distinguish between different methods, including the provision for depreciation method.	PO1, O 2, PO 3, PO 4
the learners will be able to apply the methods of stock valuation (FIFO, weighted average) and depreciation (provision for depreciation) in practical accounting scenarios.	PO 2, PO 3, PO 4
the learners will be able to analyze hire purchase transactions, including interest calculations and accounting using the asset purchase method.	PO1, PO 2, PO 3, PO 4
the learners will be able to evaluate the advantages and limitations between hire purchase, installment, and lease agreements.	PO 2, PO 3, PO 4, PO5
the learners will be able to create accounting entries for hire purchase, installment, and lease transactions, and assess the impact on financial statements.	PO 2, PO 3, PO 4, PO5

1	<u>Unit I - Accounting Standards</u> <ul style="list-style-type: none"> Accounting Standards AS 1, 2, Stock valuation (FIFO and Weighted average method only) AS - 9, 10 - Including introduction to methods of Depreciation (Provision for Depreciation method) 	15 Hours
2	<u>Unit II – Hire Purchase, Instalment and Lease</u> <ul style="list-style-type: none"> Concept of Hire Purchase, Hire Purchase transactions (calculation of interest, accounting as per asset purchase method only, exclude repossession) Instalment and Lease and difference between Hire Purchase, Instalment and Lease, Types of lease, Advantages and limitations 	15 Hours
	Total Lectures	30 Hours

References:

1. Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi
2. Introduction to Financial Accounting by Horngren, Pearson Publications, New Delhi
3. Financial Accounting by M. Mukherjee and M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi
4. Accounting for managers by M.E Tukaram Rao.

SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

Please Note:

- ☐ Internal test can be conducted on line in the form of MCQs.

(A) Internal Assessment 20 marks

Description	Marks
One internal tests of 10 marks – (Multiple choice Questions)	10

One Project and Viva voce/Case studies/Assignments/ Open Book Test/ Review of Book, Magazine or Article	10
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Total	20
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B) Semester end examination 30 marks

PAPER PATTERN

Duration : 1 hours	
Total Marks: 30	
Q.1 15 marks OR 15 marks	15
Q.2 15 marks OR 15 marks	15
Total	30
<p>Note:</p> <ol style="list-style-type: none"> 1. Q.1,2 - 15 marks question may be divided into sub questions if required. 2. Q.2 May include theory (short notes) /Case Study in one of the options. 3. Please note the weightage to each unit won't be the same, but will depend on the importance and topics that are covered in that Unit, and questions that can be asked from topics. 	

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-SECS1-106 Business Mathematics

Course Outcome	PO Mapping
the learners will be able to recall and describe basic concepts related to percentage, profit and loss, commission, brokerage, and simple and compound interests.	PO1,PO2
the learners will be able to explain the concepts of returns on investments, annuity, EMI, shares, mutual funds, and insurance, showcasing a deeper understanding of these financial terms	PO1, PO2, PO3
the learners will be able to apply computational skills to solve problems related to banking and insurance, demonstrating practical application in real-world scenarios.	PO1, PO2, PO3, PO4
the learners will be able to distinguish between various aspects of interest and annuities, shares, and mutual funds, showcasing the ability to analyze and differentiate key components.	PO3, PO4, PO5
the learners will be able to calculate returns, EMI, annuity, premium of insurance, etc., allowing for the evaluation of financial scenarios and decision-making based on calculated outcomes.	PO1, PO2, PO5
the learners will be able to create optimum scenarios that benefit individuals in terms of banking and insurance.	PO1, PO2, PO4, PO5

Sr. No	Modules/Units	No of Lectures
1.	<u>Percentage Profit and Loss</u> Concept of percentage Rate of Return/Return on Investment Introduction to Commission and brokerage and trading costs – problems on commission and brokerage. Holding Period Return Calculations and Annualized Returns.	10
2.	<u>Interest and Annuity</u> Simple interest, compound interest, Equated monthly installments, reducing balance and flat rate of interest Annuity immediate- present value and future value Stated annual rate and effective annual rate	10
3.	<u>Shares Mutual Fund and Insurance</u> Shares- Concept, face value, market value, Issue Price, dividend, Equity shares, preference shares, bonus shares, calculation on return Mutual Fund- Simple problems on calculation of net income after considering entry load, exit load, dividend, change in net asset value Insurance- Concepts, calculation of age, premium bonuses, paid-up and surrender value.	10
	Total	30

REFERENCE BOOKS:

1. “Business Mathematics” by Gary Clendenen and Stanley A Salzman (2017) – Pearson Education
2. “Business Mathematics” by N.P. Bali and Manish Goyal (2018) – Laxmi Publications
3. “Business Mathematics” by David R Anderson, Dennis J Sweeney, and Thomas A Williams (2018) – Cengage Learning

BBI-AECS1-107 English for Business Communication – I

Course Outcome	PO Mapping
the learner will be able to identify and use appropriate channels, modes and media for effective interpersonal communication across sectors and borders for professional and personal development.	PO-2, PO-3, PO-4
the learner will be able to express and interpret organizational communication and also summarize texts, content in a commercial, ethical and cultural context.	PO-2, PO-3
the learner will be able to execute effective oral and written communication, individually and in groups for commercial, business and organizational purposes.	PO-2, PO-3
the learner will be able to integrate reading, writing, speaking and listening skills to meet professional, personal and evolving global requirements and challenges.	PO-2, PO-3, PO-4, PO-5
the learner will be able to discriminate and assess professional codes and business etiquette in a cultural and global context.	PO-1, PO-2, PO-3, PO-4, PO-5
the learner will be able to plan, formulate, create and design resources for communication.	PO-2, PO-3 PO-4

Sr. No.	Modules/Units	Number of lectures
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1	<u>UNIT 1: Theory of Communication</u> <ul style="list-style-type: none"> ● 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 of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine ● Objectives of Communication: Information, Persuasion, Motivation and Education. ● Methods and Modes of Communication: Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication & Business Etiquette. Modes: Use of Digital & E- communication Video and Satellite Conferencing. ● Obstacles to Communication in Business World: Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers/ Listening Skills 	15
2	<u>UNIT 2: Business Correspondence</u> <ul style="list-style-type: none"> ● Theory of Business Letter writing: Parts, Structure, Layouts- Full Block, Modified Block, Semi-Block, Principles of Effective Letter Writing. ● Personnel Correspondence: Statement of Purpose, Job Application Letter and Résumé, Letter of Acceptance of Job Offer, Letter of Resignation 	08
3	<u>UNIT 3: Language, Reading and Writing Skills</u> <ul style="list-style-type: none"> ● Reading Comprehension: Analysis of texts from different fields. ● Paragraph Writing: Preparation of the first draft, Revision and Self - Editing, Rules of spelling. ● Summarisation: Identification of main and supporting / sub points presenting these in a cohesive manner. 	07
TOTAL		30

Question Paper Pattern

Duration: 1 hour	
Total Marks: 30	
Q1. A. Essay type question (Any one out of two) (Module 1) OR B. Short notes (Any two out of four)	10
Q.2 Answer any two out of four : (Module 2) SOP, Résumé, Letters	10
Q.3 A. Comprehension Passage: (10 Marks) (Module3) OR B. Summary Writing	10
Total	30

Course Outcome	PO Mapping
the learners will be able to recall and define key terms related to business objectives, business environment	PO1, PO 2, PO3, PO4, PO5
the learners will be able to explain the significance of business objectives and the different factors (both internal and external) that influence business environments.	PO1, PO 2, PO3, PO4, PO5
the learners will be able to apply business environment analysis tools (e.g., PESTLE, SWOT, Porter's 5 Forces) to real-world business cases to assess opportunities and threats.	PO1, PO 2, PO3, PO4, PO5
the learners will be able to analyze the micro and macro environmental factors that affect business decisions, both within a company and in its broader operating environment.	PO 2, PO3, PO4, PO5
the learners will be able to critically assess the impact of changing political, economic, and technological factors on business performance and strategic decisions.	PO 2, PO3, PO4, PO5
the learners will be able to create recommendations for enhancing a company's global competitiveness by leveraging economic integration opportunities	PO 2, PO3, PO4, PO5

Unit	Modules	No of lectures
1	<ul style="list-style-type: none"> ● <u>Unit 1 Business and its Environment</u> ● Business Objectives : Meaning, Features, Importance, Classification Business Environment : Meaning, Features, Importance, Components Micro and Macro Environment: ● Introduction to Micro- Environment : Internal Environment (Value system, Mission, Objectives, Organizational Structure, Organizational Resources [Finance, Production, Marketing, Human resources], Corporate Image) ; External Environment (Firm, Customers, Suppliers, Distributors, Competitors, Society) ● Introduction to Macro-Environment Components – Political, Economic, Socio-Cultural, Demographic, Technological, Legal, Natural Analysis of Business Environment : Importance, Factors, Techniques (PESTLE, SWOT, 5 Forces Analysis), Ansoff Matrix 	15 Hours
2	<ul style="list-style-type: none"> ● <u>Unit 2: International Business Environment</u> ● WTO : Evolution, GATT, Objectives and Functions of WTO, Pros & Cons of WTO for the Indian economy ● Globalization : Meaning, Nature, Stages of Globalization, Features of Globalization, Foreign market entry strategies ● MNCs and TNCs : Meaning, Features, Merits and Demerits Foreign trade in India : Balance of Trade, FDI and its implications for Indian industries, Concept and importance of economic integration (Like PTA, FTA, Custom Union et.al) 	15 Hours
	Total Lectures	30 Hours

References:

1. Business Environment: Nature, Institutions and Policy by Singh Shrawan Kumar. Publisher: Taxmann
2. Business Environment by Riley Pippa Publisher: Viva Books
3. Business Environment by Suresh Bedi. Publisher: Excel Books
4. Business Environment by Mittal Vivek. Publisher: Excel Books
5. Business Environment Text And Cases by Paul Justin Publisher: Tmh ; 2008

SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

Please Note:

- ☐ Internal test can be conducted on line in the form of MCQs.

(B) Internal Assessment 20 marks

Description	Marks
One internal tests of 10 marks – (Multiple choice Questions)	10
One Project and Viva voce/Case studies/Assignments/ Open Book Test/ Review of Book, Magazine or Article	10
Total	20

C) Semester end examination 30 marks

PAPER PATTERN

Duration : 1 hours	
Total Marks: 30	
Q.1 15 marks OR 15 marks	15
Q.2 15 marks OR 15 marks	15
Total	30
<p>Note:</p> <ol style="list-style-type: none">1. Q.1,2 - 15 marks question may be divided into sub questions if required.2. Q.2 May include theory (short notes) /Case Study in one of the options.3. Please note the weightage to each unit won't be the same, but will depend on the importance and topics that are covered in that Unit, and questions that can be asked from topics.	

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-IKSS1-109 Indian Knowledge System

Course Outcome	PO Mapping
the learner will be able identify and define key concepts of the Indian Knowledge System, including its historical significance and core philosophies.	PO-2, PO-3, PO-4
the learner will be able explain the cultural and historical context of Bharatvarsha and its influence on contemporary Indian society.	PO-1, PO-2, PO-3
the learner will be able apply principles from Indian Knowledge Systems to analyze modern issues in arts and sciences, demonstrating their relevance today.	PO-2, PO-3
the learner will be able analyze the interconnections between traditional Indian arts and sciences, highlighting their contributions to knowledge and culture.	PO-1, PO-2, PO-3, PO-4, PO-5
the learner will be able evaluate the impact of Indian Knowledge Systems on global perspectives in education, arts, and science, discussing both strengths and limitations.	PO-2, PO-3, PO-4, PO-5
the learner will be able design a project that integrates elements from Indian Knowledge Systems with contemporary practices in arts or sciences, showcasing innovative applications.	PO-2, PO-3 PO-4

Module No.	Modules	Number of lectures
1	<p>Introduction to Indian Knowledge system</p> <ul style="list-style-type: none">Philosophical foundation of IKS: Introduction to Sankhya, Vaisheshika and Nyayaa. Introduction to Indian management thoughts and practices-work, personality and leadership with reference to Indian Ethos, Indian Epics, Bhagavad Gita and other scriptures	10
2	<p>Glimpse of Bharatvarsha</p> <ul style="list-style-type: none">Sacred Geography: Mountains & Riversa. Food & Diet: Distinctive features of regional cuisines. Dietary guidelines of Ayurveda, Naturopathy.	10

3	Arts and Science . Schools of music and dance: important features a. India's contribution to medicine, surgery and mathematics.	10
	Total Lectures	30

Bibliography:

An Introduction to Indian Knowledge Systems: Concepts and Applications, B Mahadevan, V R Bhat, and Nagendra Pavana R N; 2022 (Prentice Hall of India).

Indian Knowledge Systems: Vol I and II, Kapil Kapoor and A K Singh; 2005 (D.K. Print World Ltd).

The Beautiful Tree: Indigenous India Education in the Eighteenth Century, Dharampal, Biblia Impex, New Delhi, 1983. Reprinted by Keerthi Publishing House Pvt Ltd., Coimbatore, 1995.

‘Knowledge traditions and practices of India’, Kapil Kapoor, Michel Danino, CBSE, India.

Dr. Subhash Kak, Computation in Ancient India, Mount, Meru Publishing (2016)

Dharampal, Indian Science and Technology in the Eighteenth Century, Academy of Gandhian Studies, Hyderabad, 1971, republic. Other India Bookstore, Goa, 2000

Robert Kanigel, The Man Who Knew Infinity: A Life of the Genius Ramanujan, Abacus, London, 1999

Alok Kumar, Sciences of the Ancient Hindus: Unlocking Nature in the Pursuit of Salvation, CreateSpace Independent Publishing, 2014

The Positive Sciences of the Ancient Hindus; BrijendraNath Seal; 4th Edition; 2016

Fine Arts & Technical Sciences in Ancient India with special reference to Someśvara's Mānasollāsa; Dr. Shiv Shekhar Mishra, Krishnadas Academy, Varanasi 1982

Mints and Minting in India; Upendra Thakur; Chowkhanba Publication; 1972

Economic Sutras by Prof. Satish Y. Deodhar, IIMA Books series

Coomaraswamy, Ananda K. 2002. Early Indian Architecture: Cities and City-Gates, Munshiram Manoharlal Publishers.

Vatasyayan, Kapila. 1997. The Square and the Circle of the Indian Arts, Abhinav Publication.

Hardy, Adam. 2015. Theory and Practices of Temple Architecture in Medieval India: Bhoja's Samrangansutradhar and The Bhojpur Line Drawings, Dev Publishers & Distributors.

B. Datta and A. N. Singh, History of Hindu Mathematics, 2 Parts, Lahore 1935, 1938; Reprint, Asia Publishing House, Bombay 1962; Reprint, Bharatiya Kala Prakashan, Delhi 2004.

C. N. Srinivas Iyengar, History of Indian Mathematics, The World Press, Calcutta 1967.

S. Balachandra Rao, Indian Mathematics and Astronomy: Some Landmarks, 3rd Ed. Bhavan's Gandhi Centre, Bangalore 2004.

G. G. Emch, M. D. Srinivas and R. Sridharan, Eds., Contributions to the History of Mathematics in India, Hindustan Book Agency, Delhi, 2005.

BBI-CCS1-110 CC- CO-CURRICULAR COURSE

Nature of the Course:

Non-classroom experiential course integrating learning beyond academics through arts, sports, wellness, community service, entrepreneurship, environmental and cultural engagement.

Duration: Minimum 30 hours of participation (as per NEP 2020 guidelines).

COURSE OUTCOMES (COs) – PO MAPPING

CO No.	Course Outcome	PO Mapping
CO 1 (Remember)	Learners will be able to recall the importance of co-curricular engagement in holistic personal and professional development.	PO-1, PO-3
CO 2 (Understand)	Learners will be able to understand the significance of participating in arts, culture, wellness, sports, and community-based activities for balanced growth.	PO-2, PO-3, PO-4
CO 3 (Apply)	Learners will be able to apply organizational, communication, and leadership skills while engaging in various college-level and intercollegiate activities.	PO-2, PO-3, PO-4
CO 4 (Analyse)	Learners will be able to analyse their personal strengths, interests, and social responsibilities through participation in diverse co-curricular fields.	PO-2, PO-3, PO-4, PO-5
CO 5 (Evaluate)	Learners will be able to evaluate their contribution towards community development, sustainability, and team-based initiatives.	PO-3, PO-4, PO-5
CO 6 (Create)	Learners will be able to design, plan, and execute events or initiatives that foster creativity, teamwork, and leadership in co-curricular domains.	PO-2, PO-3, PO-4, PO-5

COURSE IMPLEMENTATION AND INSTRUCTIONS

1. Duration & Credits

- **Total duration: Minimum 30 hours (Odd/Even Semester).**
- **On completion, students earn 2 credits under the Co-Curricular Course component.**

2. Activity Options (Choose any one or combination to complete 30 hours):

- **Cultural & Literary Skills: Cultural Club, Marathi Vangmay Mandal, Speakers' Forum.**
- **Sports & Fitness: Gymkhana, Yoga, Physical Education.**
- **Social Outreach & Community Service: NSS, DLLE, Rotaract, NGO collaborations.**
- **Entrepreneurship & Career Orientation: Entrepreneurship Cell, Finance Club, Commerce Forum.**
- **Environmental & Sustainability Practices: Green Club, Value Lab, Eco Activities.**
- **Research and Innovation: Research Cell, Tech Clubs.**
- **Life Skills & Safety: Self-Defence, Disaster Management, Value Education.**

3. Methods of Completion

Any combination of the following modes summing up to 30 hours:

- **Attending events (college/intercollegiate).**
- **Participating or presenting in events.**
- **Organising events as a core committee member.**

4. Evaluation and Documentation

- **Students must maintain a CC Log Sheet recording hours and activities, duly verified by the respective coordinator.**
- **Evaluation based on participation, initiative, teamwork, reflection, and discipline.**

5. Certification

- **Certified completion of 30 hours (by event head/committee) will qualify the learner for 2 credits.**

SEM II

BBI-MAJS2-101 Principles and Practices of Insurance

Marks: 100

Course Credits : 4

Course Outcome	PO Mapping
define the concept of insurance, explain its importance, and identify methods for determining individual and organizational insurance needs.	PO1, PO2, PO4
describe and differentiate between major insurance products, including life, health, property, and liability insurance, by examining their purposes and coverage areas	PO1, PO2, PO3, PO4
analyze the regulatory framework governing the insurance sector, assessing its impact on consumer protection and industry standards	PO1, PO2, PO3, PO4, PO5
examine career pathways within the insurance industry, outlining key roles, required skills, and growth opportunities	PO3, PO4, PO5
evaluate the effectiveness of various insurance products in meeting diverse risk management needs, proposing suitable products based on specific scenarios	PO2, PO3, PO5
develop a basic insurance needs assessment for a hypothetical individual or organization, considering coverage requirements, risk factors, and regulatory implications	PO1, PO2, , PO3, PO5

Sr.No.	Modules	Number of lectures
1	Module I: Introduction to Insurance Understanding Risk – Kinds of business risks - Need and Scope of insurance - Evolution of insurance - Principles of insurance. Significance of insurance.	15
2	Module 2 - An Introduction to Life Insurance & Health Insurance Life Insurance Business – Components, Human Life Value Approach, Mutuality, Principle of Risk Pooling, Life Insurance Contract, Determinants of Risk Premium. Products of LIC – Introduction of life insurance plans. Traditional & Non-Traditional Life Insurance Products (Introduction, Forms, and procedures). Health Insurance – Meaning, IRDA Regulations, determinants of Health Insurance, Health Insurance Market in India, and determinants of Risk Premium.	15
3	Module 3 - An Introduction to Home, Vehicle and Fire Insurance Home Insurance - Introduction, Forms and Procedures, Inclusions and Exclusions in policies, Determinants of Risk Premium, and Impact of Catastrophes on Home Insurance. Vehicle Insurance- Introduction, Forms and Procedures, Determinants of Risk Premium, Inclusions and Exclusions. Fire insurance - Introduction, Forms and Procedures, Determinants of Risk Premium, Inclusions and Exclusions.	15

4	Module-4 -Regulatory and Developmental Framework of Insurance Malhotra Committee recommendations for Insurance Sector. IRDA – Introduction to IRDA, Constitution of IRDA, Role and functions of IRDA. Ombudsman in Insurance- Overview of the institution of the insurance ombudsman, Legal provisions governing the insurance ombudsman, Jurisdiction and types of complaints handled. Dispute Resolution Process, Legal procedures involved in resolving insurance-related disputes, Powers, and functions of the insurance ombudsman.	15
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	Total Lectures	60
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Reference Books:

- The Life Insurance Industry in India (Current state and Efficiency), by Tapas Kumar Parida & Debashish Acharya, Palgrave Macmillan.
- Insurance Principles and Practices by M.N.Mishra & Dr. S. B. Mishra, S.Chand & Co. Pvt. Ltd.
- Handbook of Insurance, George Dionne, Springer.
- The Fundamentals of Insurance Theories Principles & Practices by Hargovind Dayal, Notion Press.

PROPOSED SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 40 marks
- Semester end examination 60% i.e. 60 marks

A. Internal Assessment 40 marks

Description	Marks
Internal test - Objectives based 1mark each question	20
Presentation/Assignment -Viva/NGO Activity/Internship/Book Review/Project/Open Book Test/IRDA Exam/Field Visit	20
Total	40

B. Semester end examination 60 marks – Proposed Paper Pattern

Duration: 2 hours		Total Marks: 60
Q1. Question 1 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q2. Question 2 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q3. Question 3 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15
Q4. Question 4 (15 Marks) or (5 Marks x 3) or (7 and 8 Marks)		15

Passing criteria: Minimum 40% in Internal (16 out of 40) and 40% (24 out of 60) in semester end examination

BBI-MAJS2-102 Principles of Marketing**COURSE CODE-BBI-MAJS2-102****COURSE****CREDIT: 02****Course Objectives:**

Course Outcome	PO Mapping
The learners will be able to explain the concept of marketing.	PO 1, PO 2
The learners will understand the importance of marketing in business.	PO 1, PO 2
The learners will differentiate between the various marketing concepts and components.	PO1, PO 2 PO 3
The learners will analyse the importance of marketing in the banking and insurance industry.	PO1, PO 2 PO 3, PO 4
The learners will be able to evaluate the various marketing strategies.	PO 2, PO 3, PO 4
The learners will be able to analyse the importance of social marketing.	PO 2, PO 3, PO 4

Sr. No	Syllabus	No. of lectures
1	<p>Introduction to Marketing</p> <p>Introduction to Marketing: Definition, features, advantages and scope of marketing.</p> <p>Concepts of Marketing: Needs, wants and demands, transactions, transfer and exchanges.</p> <p>Orientations of a firm: Production concept; Product concept; selling concept and marketing concept, social relationship, Holistic marketing</p> <p>Marketing Environment, The micro environment of business: Management structure; Marketing Channels; Markets in which a firm operates; competitors and stakeholders. Macro environment: Political Factors; Economic Factors; Socio Cultural Factors ,Technological Factors (PESTLE Analysis).</p> <p>Consumer Behaviour</p> <p>Consumer Behaviour: Meaning, features, importance, factors affecting</p> <p>Consumer Behaviour</p>	15

2	<p>Marketing Mix Marketing mix: Meaning –elements of Marketing Mix. Product, Pricing, Promotion and placement</p> <p>Segmentation, Targeting and Positioning Segmentation – meaning , importance , basis Targeting meaning , types Positioning – meaning – strategies</p> <p>Modern marketing trends Social marketing, Relationship marketing</p>	15
	Total	30

References-

- Kotler Philip, Marketing Management, Prentice Hall, New Delhi.
- Stanton, Etzel, Walker, Fundamentals of Marketing, Tata- McGraw Hill, New Delhi.
- Saxena, Rajan, Marketing Management, Tata-McGraw Hill, New Delhi.
- McCarthy, E.J., Basic Marketing: A managerial approach, Irwin, New York.
- Pillai R S, Bagavathi, Modern Marketing.

The scheme of examination shall be divided into two parts:

- **Internal assessment** **40% i.e. 20 marks**
- **Semester end examination** **60% i.e. 30 marks**

(A) Internal Assessment 20 marks

Description	Marks
Test	10
Any one for 10 marks. Project, Presentation and Viva voce / Case studies /Assignments/ Internship /Certificate courses / Class Tests.	10
Total	20

(B)

Semester end examination 60 marks PAPER

PATTERN

Duration : 2 hours	
Total Marks: 60	
Q.1 15 marks OR 15 marks	15
Q.2 15 marks OR 15 mark	15
Total	30
Note: Question may be divided into sub questions if required	

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-OES2-103 Talent Management**Marks: 50****Course Credits : 2**

Course Outcome	PO Mapping
understand the concept, historical evolution, and scope of Talent Management, along with its necessity, benefits, and limitations in modern organizations.	PO1, PO2
differentiate between talent engagement and employee retention.	PO2
interpret the Life Cycle of Talent Management, comprehending its significance and steps in the talent management process.	PO2, PO3
analyse various approaches to Talent Management and stay updated on current trends shaping the field.	PO3, PO4
evaluate the Talent Value Chain and recognize strategies to bridge Talent Gaps effectively within organizations.	PO3, PO4, PO5
Develop a comprehensive talent management process tailored to the needs of a specific organization	PO2, PO3, PO5

Sr. No.	Modules	Number of lectures
1	<u>Unit 1: Introduction to Talent Management</u> <ul style="list-style-type: none">• Talent Management – Meaning, History, Scope of Talent Management, Need of Talent Management, Benefits and Limitations of Talent Management, Principles of Talent Management, Source of Talent Management• Building Blocks for Talent Management: Introduction, Effective Talent Management System, Building Blocks of Effective Talent Management System.• The Talent Value Chain, Talent Gap – Meaning, Strategies to Fill Gaps• Role of HR in Talent Management, Role of the HR Manager.	15
2	<u>Unit 2: Life Cycle of Talent Management, Talent Planning and Engagement</u> <ul style="list-style-type: none">• Life Cycle of Talent Management - Meaning, Steps in Talent Management Process, Importance of Talent Management Process, Stages of Talent Management Process, Essentials of Talent Management Process• Talent Planning - Objectives of Talent Planning, Steps in Talent Planning, Succession Planning Program• Talent Engagement and Retention: Introduction, Concept of	15

	Talent Engagement, Retention, Employee Engagement and Retention	
	Total Lectures	30

Reference Books:

- Dessler Gary, A Framework for Human Resource Management, Pearson Publication
- Dessler Gary, Varkkey Biju, Fundamentals of Human Resource Management, Pearson Publication, Rao VSP, Human Resource Management, Vikas Publishing, New Delhi
- K. Aswathappa – Human Resources and Personnel Management, Tata McGraw Hill
- Lance A Berger, Dorothy R Berger, Talent Management Hand Book, McGraw Hill
- Hasan, M., Singh, A. K., Dhamija, S. (eds.), Talent management in India: Challenges and opportunities, Atlantic Publication
- Seema Sanghi: The Handbook of Competency Mapping: Understanding, Designing and Implementing Competency Models in Organizations, Sage Publishing

PROPOSED SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

A. Internal Assessment 20 marks

Description	Marks
Internal test - Objectives based 1mark each question	10
Presentation/Assignment -Viva/NGO Activity/Internship/Book Review/Case Study/Project/Open Book Test	10
Total	20

B. Semester end examination 30 marks – Proposed Paper Pattern

Duration: 1 hour	Total Marks: 30
Q1. Question 1 (5 Marks x 3) or (7 and 8 Marks) or (15 Marks)	15
Q2. Question 2 (5 Marks x 3) or (7 and 8 Marks) or (15 Marks)	15

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-OES2-104 APPLICATIONS TO IT - II

Course Outcome	PO Mapping
Learner will be able to recall and list concepts of Operating Systems	PO1
Learner will be able to explain OS functions, process scheduling, IT roles in various fields,	PO1,PO-3
Learner will be able to apply OS concepts in Windows operations, use IT tools for communication and multimedia tasks, prepare algorithms & flowcharts, and construct PowerPoint slides with text, images, audio, and video.	PO-1, PO-2,PO-3
Learner will be able to analyze and differentiate types of OS, categories of software, IT components, multimedia elements, programming languages,	PO-1, PO-2, PO-3, PO-4
Learners will be able to evaluate OS and software tools for specific needs, assess IT applications in industries, judge the quality of presentations, and evaluate ethical concerns related to software piracy.	PO-2, PO-3, PO-5
Learners will be able to create complete multimedia-enriched PowerPoint presentations with animations and transitions; develop original algorithms and flowcharts; design simple IT-based solutions; and produce creative digital content using multimedia concepts.	PO-2, PO-3 PO-4, PO5

Sr.No.	Modules	Number of lectures
1	Unit 1: Operating System Definition , Types of OS, Functions of OS , Process, Process Scheduling Features of Windows OS , Windows XP Computer Software and Hardware , types of software , software piracy	10

2	Unit 2: Information Technology Definition , Essential Components, Role of IT in various fields , Careers in IT industry , Multimedia essentials , Multimedia applications Computer Programming and Languages, Program development Cycle , Algorithm , Flowcharts , Generations of Programming Languages ,Language translators ,Linker , Loader	10
3	Unit 3: E – Introduction to Power point 2013 Introduction, Creating a New Presentation, Slide layout , Adding , removing and organizing slides , Adding Title and Subtitle and Text to a slide , Inserting a Graphic , Video and Audio to a slide, Setting and running a slide show Animations and Transition in Power Point	10
	Total Lectures	30 Hours

References Books:

1. Introduction to Information Technology, ITL Education Solutions Limited
2. Introduction to Information Technology – V. Rajaraman
3. MOS 2013 Study Guide for Microsoft Excel – John Lambert
4. Microsoft Word , Excel , Powerpoint – Just for beginners Dorothy House

Scheme of Evaluation

(B) Internal Assessment
Marks

20

Description	Marks
One objective based online test (multiple choice questions, practical questions) of 10 marks	10
Project or Viva - Voce or Presentation or Assignment or Group Discussion or Case Studies or Open Book Test or Internship (Any 1 of 10 marks each)	10
Total	20

**(C) Semester End Examination
Marks**

30

Sr.No.	Modules	Number of lectures
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Duration: 1 Hour

Question No	Particulars	Marks
Q1	Full Length Question (Attempt any 1 out of 2)	10
Q2	Full Length Question (Attempt any 1 out of 2)	10
Q3	Full Length Question (Attempt any 1 out of 2)	10
	Total	30

Note:

Equal weightage of all modules should be given in the examination question paper.

Q.1,2 and 3 – 10 marks question may be divided into sub questions of 5 and 5 marks or 7 and 3 marks, if required.

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in the semester-end examination.

BBI-VSCS2-105 Business Valuation & Accounting

Course Outcome	PO Mapping
define the key methods used in the valuation of goodwill.	PO1, PO 2, PO 3, PO 4
explain the concepts and steps involved for valuing goodwill.	PO1, PO 2, PO 3, PO 4
apply the different methods of goodwill valuation to real-world scenarios.	PO1, PO 2, PO 3, PO 4, PO5
analyze the valuation of shares using various methods	PO1, PO 2, PO 3, PO 4
evaluate the appropriateness of different share valuation methods based on the type of business and market conditions.	PO1, PO 2, PO 3, PO 4, PO5
calculate the value of shares using the Discounted Cash Flow (DCF) method and solve basic problems related to DCF valuation.	PO1, PO 2, PO 3, PO 4

Sr.No.	Modules	Number of lectures
1	<u>Unit I - Valuation of goodwill</u> <ul style="list-style-type: none"> Valuation of Goodwill – Maintainable Profit method, Super Profit Method Capitalization method, Annuity method 	15 Hours
2	<u>Unit – II Valuation of Shares</u> <ul style="list-style-type: none"> Valuation of Shares – Intrinsic Value method, Yield value and Fair value method Introduction to valuation of shares by DCF method. Basic sums on DCF methods 	15 Hours
	Total Lectures	30 Hours

SCHEME OF EXAMINATION:

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

. Internal Assessment 20 marks

Description	Marks
Internal test – Multiple Choice Questions	10
Tutorial /Assignment / Open Book Test / Value Added Course/ Project / Presentation / Outreach / Internship / Case Study / Research etc.	10
Total	20

B. Semester end examination 30 marks – Proposed Paper Pattern
All questions compulsory.
Each question contains 2 sub questions.

Duration: 1 hour		Total Marks: 30	
Q1. A or Q.1 A		15	
Q2. A or Q.2 A		15	
Total		30	

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

Course Outcome	PO Mapping
recall fundamental measures of central tendency, dispersion, correlation, and regression.	PO1
understand the concept of dispersion, correlation and regression.	PO2
apply statistical measures in financial management to solve problems and make informed decisions based on the data provided.	PO2, PO3, PO5
analyze bivariate data and interpret patterns and relationships, specifically focusing on correlation.	PO2, PO3
evaluate various measures and coefficients, determining their statistical, significance and appropriateness in different contexts.	PO1, PO2, PO3,
construct regression equations based on given data, showcasing the ability to synthesize statistical information and model relationships between variables in different contexts.	PO2, PO4, PO5

Sr. No	Modules/Units	No of Lectures
1.	<u>Measures of Central tendency</u> Definition of statistics, scope of statistics in Management and financial markets Criteria for good measures of central tendency, arithmetic mean, median mode for grouped and ungrouped data, combined and weighted mean Statistical Applications in Financial Management	10
2.	<u>Measures of Dispersion</u> _ Concept of dispersion, absolute and relative measures of dispersion, range variance, standard deviation, coefficient of variation, Statistical Applications in Financial Management	10
3.	<u>Correlation and regression (for ungrouped data)</u> _ Concept of correlation, positive and negative correlation, meaning of regression, two regression equations, Regression coefficients and properties	10

	Statistical Applications in Financial Management	
	Total	30

REFERENCE BOOKS:

1. Business Statistics: A first course” by David M Levine, Kathryn A Szabat and David F Stephan (2017) – Pearson Education
2. “Business Statistics” by Robert A Donnelly Jr. (2019) - Pearson Education
3. “Business Statistics: A Decision-Making Approach” by David F Groebner, Patrick W Shannon, and Philip C Fry (2018) - Pearson Education
4. “Business Statistics: For Contemporary Decision Making” by Ken Black (2020) - Wiley

**B. Com (Self Financing Courses – BMS, BFM, BAF & BBI)
Business Mathematics & Business Statistics**

SCHEME OF EXAMINATION:

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

A. Internal Assessment 20 marks

Description	Marks
Internal test – Multiple Choice Questions	10
Tutorial /Assignment / Open Book Test / Value Added Course/ Project / Presentation / Outreach / Internship / Case Study / Research etc.	10
Total	20

C. Semester end examination 30 marks – Proposed Paper Pattern

All questions compulsory.

Each question contains 2 sub questions.

Duration: 1 hour	Total Marks: 30
Q1. will be from Module 1	10
Q2. will be from Module 2	10
Q3 will be from Module 3	10
Total	30

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

BBI-AECS2-107 English for Business Communication - II

Course Outcome	PO Mapping
the learner will be able to identify and use appropriate channels, modes and media for effective interpersonal communication across sectors and borders for professional and personal development.	PO-2, PO-3, PO-4
the learner will be able to express and interpret organizational communication and also summarize texts, content in a commercial, ethical and cultural context.	PO-2, PO-3
the learner will be able to execute effective oral and written communication, individually and in groups for commercial, business and organizational purposes.	PO-2, PO-3
the learner will be able to integrate reading, writing, speaking and listening skills to meet professional, personal and evolving global requirements and challenges.	PO-2, PO-3, PO-4, PO-5
the learner will be able to discriminate and assess professional codes and business etiquette in a cultural and global context.	PO-1, PO-2, PO-3, PO-4, PO-5
the learner will be able to plan, formulate, create and design resources for communication.	PO-2, PO-3 PO-4

Sr. No.	Module	Number of lectures
1	<u>UNIT 1:</u> <ul style="list-style-type: none">● Presentation Skills: 4 Principles of Effective Presentation.● Group Communication:● Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit, Online.● Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson and the Participants, Drafting of Notice, Agenda and Resolutions.● Conference: Importance and Types, Organizing a Conference. Modern Methods: Skype and Webinar.● Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR.	15

2	UNIT 2: Business Correspondence <ul style="list-style-type: none"> • Trade Letters: Letters of Enquiry/Order, Letters of Complaints/ Claims and Consumer Grievance Letters. • Social and PR letters 	08
3	UNIT 3: Language and Writing Skills <ul style="list-style-type: none"> • Reports: Parts, Types, Feasibility Reports, Investigative Reports • Drafting of Notice, Agenda and Resolutions • Promotional Leaflets / Fliers 	07
	TOTAL	30

Question paper pattern :

Duration: 1 hour	
Total Marks: 30	
Q1. A. Essay type question (Any one out of two) (Module 1) OR B. Shorts Notes (Any two out of four)	10
Q2. Answer any two out of four (Module 2) Trade letters, Social PR Letters	10
Q3. A Report Writing (10marks) (Module 3) OR B. Attempt the following: Notice, Agenda and Resolution	10
Total	30

BBI-VECS2-108 ENVIRONMENTAL STUDIES-II

COURSE OUTCOMES – SEM II	PO Mapping
<p>Learners will be able to recognise the interdisciplinary nature of environmental studies and acquire the basic knowledge of the environment principles.</p> <p>Learners will be able to identify various geographical mapping techniques to solve map reading and map marking exercises.</p>	<p>PO 1</p> <p>PO4</p> <p>PO 5</p>
<p>Learners will be able to interpret and summarize various impacts of consumerism with respect to waste generation and its impact. Learners will be able to understand the impact of agriculture and industrial development</p>	<p>PO4</p> <p>PO5</p>
<p>Learners will be able to demonstrate principles of Sustainability and will be able to apply it in trade and commerce with IT and Geospatial Technologies.</p>	<p>PO1</p> <p>PO 2</p> <p>PO 4</p> <p>PO 5</p>
<p>Learners will be able to analyse the role of environmental and Governmental policies and its impact</p>	<p>PO3</p> <p>PO5</p>
<p>Learners will be able to evaluate the environmental policies and its application in management of the environment and evaluate their role as citizens and corporate social responsibility.</p>	<p>PO5</p> <p>PO 4</p>
<p>Learners will be able to plan, formulate, create and design resources for sustainability to combat global challenges in trade and commerce</p> <p>Learners will be able to develop an attitude of concern for the environment with use of sustainable resources, and attain harmony with Nature.</p>	<p>PO1</p> <p>PO4</p> <p>PO5</p>

SEMESTER II

UNIT – I: Environmental Problems with Agriculture and Industrial development		TOTAL NO OF LECTURES
1.1.	Environmental Problems Associated with Agriculture: Loss of productivity, Land Degradation, desertification. Sustainable Agricultural practices.	14
1.2	Environmental Problems Associated with Industries- causes, and effects of Air, and Noise Pollution.	
1.3	Environmental Problems Associated with Industries- causes, and effects of Water and Land Pollution.	
1.4	Sustainable Industrial practices – Green Business and Green Consumerism.	
1.5	Corporate Social Responsibility towards environment and Sustainable development goals	
UNIT – II: Solid waste and Environmental Management		14
2.1	Classification of solid wastes – Types and Sources of Solid Waste; Municipal solid waste, Industrial waste, Bio- medical waste, E waste and impact on health	
2.2	Solid Waste Management – solid waste management in Mumbai and schemes and initiatives run by MCGM and Role of citizens in waste management in urban and rural areas	
2.3	Environmental Management, Concept of Carbon Bank and Carbon Credit, and ecological footprint	
2.4	Concept and components of Geospatial Technology- GIS, GPS and remote sensing	
2.5	Applications of Geospatial Technology in Environmental Management	
UNIT – IV: Map-Filling (India)		02

TOTAL NUMBER OF LECTURES	30
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The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

Approved Scheme of Examination For B.Com

A) Internal Assessment 20 marks

FOR B.COM – SUBJECT : ENVIRONMENTAL STUDIES

Description	Marks
Objective based Internal test	10
Assignment – Identification of environmentally significant features of World (Semester I)and India (Semester II) and case studies	10
Total	20

B) Semester end examination 30 marks

APPROVED PAPER PATTERN

Duration : 1 hours	
Total Marks: 30	
Q.1 Answer the following- Module 1	15
OR	
Q.1 Answer any two short notes from the following(any 2/3) Module 1	15
Q.2 Answer the following- Module 2	15
OR	
Q.2 Answer any two short notes from the following(any 2/3) Module 2	15

Note: The 15 marks full length question may be sub divided into 2 short notes (any 2/3/4) can be asked for the total of 15marks ALTERNATIVELY

Q1. Answer any 2 out of 3/4 questions Module 1- 15marks

Q2. Answer any 2 out of 3/4 questions Module 2- 15marks

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination

REFERENCE BOOKS:

1. Singh, Savindra, : Environmental Geography, Prayag Pustak Bhavan, Allahabad, India
2. Gautam Alka, : Environmental Geography, Sharda Pustak Bhavan, Allahabad, India
3. Odum E.P.: Fundamentals of Ecology, W.B. Saunders, Philadelphia
4. Bharucha E., A Text Book of Environmental Studies, Universities Press, Hyderabad
5. Chiras, D. D and Reganold, J. P. (2010). Natural Resource Conservation: Management for a Sustainable Future. 10th edition, Upper Saddle River, N. J. Benjamin/Cummins/Pearson.
6. John W. Twidell and Anthony D. (2015). Renewable Energy Sources, 3rd Edition, Weir Publisher (ELBS)
7. William P. Cunningham and Mary A. (2015) Cunningham Environmental Science: A Global Concern, Publisher (Mc-Graw Hill, USA)
8. Gilbert M. Masters and W. P. (2008). An Introduction to Environmental Engineering and Science, Ela Publisher (Pearson)
9. Singh, J.S., Singh, S.P. & Gupta, S.R. 2006. Ecology, Environment and Resource Conservation. Anamaya Publications <https://sdgs.un.org/goals>
10. Harper, Charles L. (2017) Environment and Society, Human Perspectives on Environmental Issues 6th Edition. Routledge.
11. Harris, Frances (2012) Global Environmental Issues, 2nd Edition. Wiley- Blackwell.
12. Bawa, K.S., Oomen, M.A. and Primack, R. (2011) Conservation Biology: A Primer for South Asia. Universities Press.
13. Sinha, N. (2020) Wild and Wilful. Harper Collins, India.

14. Varghese, Anita, Oommen, Meera Anna, Paul, Mridula Mary, Nath, Snehlata (Editors) (2022)
15. Conservation through Sustainable Use: Lessons from India. Routledge.
16. Bhagwat, Shonil (Editor) (2018) Conservation and Development in India: Reimagining
17. Wilderness, Earthscan Conservation and Development, Routledge.
18. Central Pollution Control Board Web page for various pollution standards. <https://cpcb.nic.in/standards/>
- Ahluwalia, V. K. (2015). Environmental Pollution, and Health. The Energy and Resources Institute (TERI).

BBI-MINS2-109 Business Economics - 1

Course Outcomes	PO Mapping
learners will be able to identify key concepts of microeconomics, including elasticity of demand, cost concepts, and revenue analysis.	PO1, PO2
learners will be able to describe the circular flow of income in both closed and open economies and explain the impact of economic fluctuations.	PO1, PO2
learners will be able to apply microeconomic principles, such as elasticity, production functions, and break-even analysis, to real-world business scenarios.	PO2, PO3, PO4
learners will be able to analyze the determinants of money supply, inflation, and the effects of monetary policy using Keynesian principles across sectors.	PO2, PO3, PO4
learners will be able to evaluate the role of government in public finance, focusing on budget structure, public debt, and principles of sound finance and economic sustainability.	PO3, PO4, PO5
learners will be able to develop policy recommendations by assessing the economic implications of public expenditure and debt management in various economic conditions.	PO2, PO3, PO4, PO5

Marks – 50**Course Credit: 02**

Module No.	Modules	Number of lectures
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1	<p>Microeconomics</p> <ul style="list-style-type: none"> · Scope and Importance of Micro Economics · Elasticity of demand – meaning and types – price, income and cross. · Production function –Short-run - Law of Variable Proportions. and long-run - Laws of Returns to Scale · Cost Concepts – meaning and types of cost - explicit and implicit, fixed and variable, economic and accounting, opportunity cost, total average and marginal costs. · Revenue concepts and Break-Even Analysis (with business application) · Numerical problems and case studies 	10
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	<p>based on elasticity of demand, production, cost and break-even analysis.</p>	
2	<p>Macroeconomics</p> <ul style="list-style-type: none"> · Macroeconomics: Meaning. Scope and importance. · Circular flow of income in a closed and open economy. · Short-run fluctuations- features and phases of trade cycles · Keynesian approach to demand for money, supply of money meaning and its determinants · Inflation- meaning, types- demand pull and cost push, causes Monetary policy- meaning and objectives and instruments of monetary policy · Case studies based on monetary policy implementations. 	10

3	Public Finance <ul style="list-style-type: none"> · Role of government to provide public goods – Principles of Sound and Functional Finance. · Union budget- Structure, Deficit concepts · Public expenditure – meaning and types, causes for the growth of public expenditure, Public debt – meaning and types, redemption of public debt, methods of redemption of public debt. 	10
	Total Lectures	30

References:

- 1) Mehta, P.L.: Managerial Economics – Analysis, Problem and Cases (S. Chand & Sons, N. Delhi, 2000)
- 2) Hirchey .M., Managerial Economics, Thomson South western (2003)
- 3) Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)
- 4) Frank Robert.H, Bernanke. Ben S., Principles of Economics (Tata McGraw Hill (ed.3)
- 5) Gregory Mankiw., Principles of Economics, Thomson South western (2002 reprint)
- 6) Samuelson & Nordhas.: Economics (Tata McGraw Hills, New Delhi, 2002)
- 7) Pal Sumitra, Managerial Economics cases and concepts (Macmillan, New Delhi, 2004)
- 8) H.L Ahuja, Principles of Microeconomics (S.Chand Publishing, 2019)
- 9) Robert S. Oindyck, Daniel L. Rubinfeld, Microeconomics 8th Edition (Prentice- Hall of India, 2013)

Scheme of Evaluation

(A) Internal Assessment

Marks

Description	Marks
One objective based online test (multiple choice questions, practical questions) of 10 marks	10
Project or Viva - Voce or Presentation or Assignment or Group Discussion or Case Studies or Open Book Test or Internship (Any 1 of 10 marks each)	10
Total	20

(B) Semester End Examination Marks

30

Maximum Marks: 30

Duration: 1 Hour

Question No	Particulars	Marks
Q1	Full Length Question (Attempt any 1 out of 2)	10
Q2	Full Length Question (Attempt any 1 out of 2)	10
Q3	Full Length Question (Attempt any 1 out of 2)	10
	Total	30

Note:

Equal weightage of all modules should be given in the examination question paper. Q.1,2 and 3 – 10 marks question may be divided into sub questions of 5 and 5 marks or 7 and 3 marks, if required.

Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in the semester-end examination.

BBI-CCS2-110 CC- CO-CURRICULAR COURSE

Nature of the Course:

Non-classroom experiential course integrating learning beyond academics through arts, sports, wellness, community service, entrepreneurship, environmental and cultural engagement.

Duration: Minimum 30 hours of participation (as per NEP 2020 guidelines).

COURSE OUTCOMES (COs) – PO MAPPING

CO No.	Course Outcome	PO Mapping
CO 1 (Remember)	Learners will be able to recall the importance of co-curricular engagement in holistic personal and professional development.	PO-1, PO-3
CO 2 (Understand)	Learners will be able to understand the significance of participating in arts, culture, wellness, sports, and community-based activities for balanced growth.	PO-2, PO-3, PO-4
CO 3 (Apply)	Learners will be able to apply organizational, communication, and leadership skills while engaging in various college-level and intercollegiate activities.	PO-2, PO-3, PO-4
CO 4 (Analyse)	Learners will be able to analyse their personal strengths, interests, and social responsibilities through participation in diverse co-curricular fields.	PO-2, PO-3, PO-4, PO-5
CO 5 (Evaluate)	Learners will be able to evaluate their contribution towards community development, sustainability, and team-based initiatives.	PO-3, PO-4, PO-5
CO 6 (Create)	Learners will be able to design, plan, and execute events or initiatives that foster creativity, teamwork, and leadership in co-curricular domains.	PO-2, PO-3, PO-4, PO-5

COURSE IMPLEMENTATION AND INSTRUCTIONS

1. Duration & Credits

- Total duration: Minimum 30 hours (Odd/Even Semester).
- On completion, students earn 2 credits under the Co-Curricular Course component.

2. Activity Options (Choose any one or combination to complete 30 hours):

- **Cultural & Literary Skills:** Cultural Club, Marathi Vangmay Mandal, Speakers' Forum.
- **Sports & Fitness:** Gymkhana, Yoga, Physical Education.
- **Social Outreach & Community Service:** NSS, DLLE, Rotaract, NGO collaborations.
- **Entrepreneurship & Career Orientation:** Entrepreneurship Cell, Finance Club, Commerce Forum.
- **Environmental & Sustainability Practices:** Green Club, Value Lab, Eco Activities.
- **Research and Innovation:** Research Cell, Tech Clubs.
- **Life Skills & Safety:** Self-Defence, Disaster Management, Value Education.

3. Methods of Completion

Any combination of the following modes summing up to 30 hours:

- Attending events (college/intercollegiate).
- Participating or presenting in events.
- Organising events as a core committee member.

4. Evaluation and Documentation

- Students must maintain a CC Log Sheet recording hours and activities, duly verified by the respective coordinator.
- Evaluation based on participation, initiative, teamwork, reflection, and discipline.

5. Certification

- Certified completion of 30 hours (by event head/committee) will qualify the learner for **2 credits**.

