

VIVEKANAND COLLEGE, KOLHAPUR (An Empowered Autonomous Institute)

Annual Teaching Plan

Academic Year- 2026-27

Class – B. Com- I –Group B- Div –B

Semester – I

Department- Commerce

Subject – Principles of Business Management paper - I

Name of teacher- Dr. Umesh Dhondiram Dabade



Month- July 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction to Management:	Introduction, Concept, Characteristics of Management, Importance of Management, Management as an Art, Management as a Science, Management as a Profession, Management and Administration, Levels of Management.
15	-	15		

Month- August 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Managerial Functions, Roles, and Skills:	Managerial Functions –Functions of Management Managerial Roles - Interpersonal Roles, Informational Roles, Decisional Roles. Managerial skills - Technical Skill, Human Skill, Conceptual Skill, Diagnostic skills, communication skills Decision making Skill, Analytical Skill
15	-	15		

Month- September 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Development of Management Thought:	Taylor's Scientific Management: Principles of Scientific Management, Fayol's Administrative Management :14 principles of management, Max weber's Bureaucratic Management: Meaning and features of Bureaucracy Elton Mayo's Human Relation Management: Introduction to Hawthorne Experiment
15	-	15		

Month- October 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Management in the Twenty-first Century:	Human Resource Management, Production Management, Marketing Management, Financial Management and Agri- Business Management
15	-	15		

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VIVEKANAND COLLEGE, KOLHAPUR (An Empowered Autonomous Institute)

Annual Teaching Plan

Semester – II

Academic Year- 2026-27

Class – B. Com- I –Group A- Div –A

Department- Commerce

Subject – Principles of Business Management paper - II

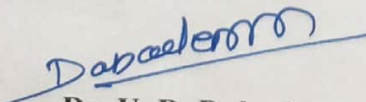
Name of teacher- Dr. Umesh Dhondiram Dabade

Month- December, 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Planning and Decision Making	Planning -Concept, importance, steps in planning process , types of planning
15	-	15		Decision Making Concept, techniques of decision making and Process of Decision Making

Month- January, 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Organizing and Staffing	Organizing: Organizing: Concept, Steps in organizing. Centralization and Decentralization (Merit and Demerit) Delegation of Authority (Meaning and Elements)
15	-	15		Staffing: Concept, Importance of staffing, Sources of Recruitment, Scientific Selection Process

Month- February, 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Motivation and Leadership	Motivation: Concept, Financial and Non - Financial Motivation, Theories of Motivation: Maslow's Need-Hierarchy Theory, Douglas McGregor's Theory X and Y
15	-	15		Leadership: Concept, Importance, Qualities of Leader, Leadership style

Month- March, 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Directing, Co- ordination and Controlling	Directing – Concept and techniques of directing
15	-	15		Co-ordination: Concept, Need, Types of Co-ordination Controlling: Concept , Importance of controlling types of Controlling, steps in control Process Techniques of Control


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Academic Year- 2026-27

Class – B. Com- I –Group B

Semester – I

Department- Commerce

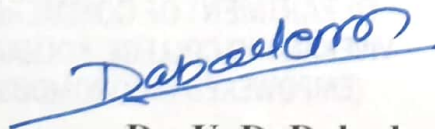
by A -
Generic

Subject – IKS-Indian Knowledge System- Indian Business Management

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July-August- 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Indian Management:	Indian Management (a) Evolution of Indian Management, key ideas of Indian Management, Role of Values in Management, Indian Epics and Management, (b) Dimensions of Vedic Management, Bhagwad Gita, Ramayan, Buddha's Management, Kautilaya's Arthshastra
15	-	15		

Month- Sept-Oct 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Indian Business Models	Business Model of Tata, Business Model of Bajaj Group, Business Model of Aditya Birla Group, Business Model of Reliance Industries, Business Model of AMUL
15	-	15		

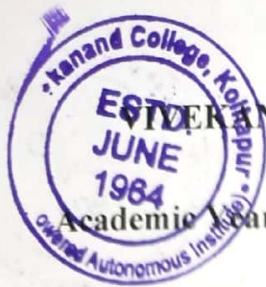


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Class – B. Com- II –Group B – A & B

Semester – III

Department- Commerce

Subject – Marketing Management Paper –I

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July-August- 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Introduction of Marketing	A-Introduction of Marketing : Meaning & Definition of Marketing- Features Marketing- Importance of Marketing, Core Conc of Marketing, Scope of Marketing B-Marketing Environment: Meaning, Features, Types and Importance Marketing Environment
15	-	15		

Month- Sept-Oct 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Consumer Behaviour	Consumer Behaviour: Meaning, and Significance of Consumer Behaviour - Factors affecting Consumer Behaviour- The Buying Decision process.
15	-	15		

Subject – Marketing Management Paper –II

Month- July-August- 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Segmentation, Targeting & Positioning	Segmentation, Targeting & Positioning: Concept and importance and Bases of market segmentation, Concept of Targeting, Concept of Positioning,
15	-	15		

Month- Sept-Oct 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Marketing Research and Marketing Information System	A) Marketing Research – Meaning, objectives, importance and Process of marketing research B) Marketing Information System (MIS):- Concept, Importance and components of MIS.
15	-	15		

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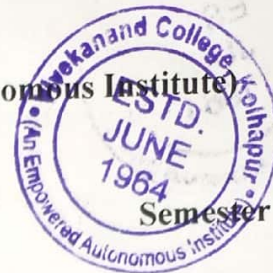
Annual Teaching Plan

Academic Year- 2026-27 Class – B. Com- II –Group B- Div –A & B

Department- Commerce

Subject – Marketing Management Paper –III

Name of teacher- Dr. Umesh Dhondiram Dabade



Semester – IV

Month- Dec 2026, Jan- - 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Marketing Mix	A) Product –Meaning, Types of Product, packaging - Role and functions of packaging, Product life-cycle B) Price: Meaning, Importance of price in the marketing mix, factors affecting price of a product/service.
15	-	15		

Month- Feb-March 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Place and Promotion	A) Place: -Meaning and Importance, types of distribution channels, factors affecting choice of a distribution channel B) Promotion: Meaning, four elements of promotion mix
15	-	15		

Subject- Marketing Management Paper – IV

Month- Dec 2026, Jan- 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Recent Trends in Marketing -I	Rural Marketing:- Concept, Problems of rural marketing, Rural marketing strategies. Service Marketing : Introduction, definition, features of Service, Types of Service, marketing strategies for Service
15	-	15		

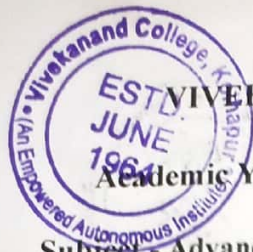
Month- Feb-March 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Recent Trends in Marketing -II	Digital Marketing – Introduction, Scope, nature, Tools of digital marketing, Advantages of digital marketing. Green Marketing:- Introduction, Features, Advantages of Green Marketing
15	-	15		

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Academic Year- 2026-27

Class – B. Com- III –Group-A- Div –A

Semester – V

Department- Commerce

Subject – Advanced Accountancy Paper –I

Name of teacher- Dr. Umesh Dhondiram Dabade

Month- July-August- 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Bank Final Accounts	Bank Final Accounts :- (Vertical Format Only)
15	-	15		

Month- Sept-Oct 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Hire Purchase System	Hire Purchase System :- Meaning and Legal Position, Hire Purchase Agreement, journal Entries and Ledger Accounts in the books of Hire vendor and Hire purchase
15	-	15		

Subject – Advanced Accountancy Paper –II

Month- July-August- 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Insurance Claim	Insurance Claim :- (Fire insurance) Loss of Stock and Loss of Profit Policy
15	-	15		

Month- Sept-Oct 2026			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Farm Accounting	Farm Accounting:- Introduction, objectives, characteristics of Farm Accounting, preparation of final account
15	-	15		

Academic Year- 2026-27

Class – B. Com- III –Group A- Div –A

Semester – VI

Department- Commerce

Subject – Advanced Accountancy Paper –III

Month- Dec 2026, Jan- - 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – I- Analysis of Financial Statements	Meaning and Types of Financial Statements, Analysis of financial statements: Comparative Statement Analysis, Common-size Statement Analysis, Trend Analysis
15	-	15		

Month- Feb-March 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – II- Ratio Analysis	Meaning, Advantages and Limitations of Accounting ratios. Classification of Ratios
15	-	15		

Subject – Advanced Accountancy Paper – IV

Month- Dec 2026, Jan- 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – III- Working Capital –	Working Capital: Meaning, Significance and Determinants of Working Capital, Types of Working Capital, Estimation of Working Capital Requirements
15	-	15		

Month- Feb-March 2027			Module	Sub-Unit Planned
Lectures	Practical's	Total	Module – IV- Funds Flow Statement	Funds flow Statement - Meaning of Fund and Funds Flow Statement, Preparation of Funds Flow Statement
15	-	15		

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