

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
B.Voc (Financial Markets and
Services)Semester – III Paper No. -
GEC-07 Quantitative Aptitude
Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcome:	
1. Students will be able to analyze and make sense of the given data. 2. Students will be able to solve social and economical issues using analytical skills 3. Students will be able to understand a prospective business executive's abilities. 4. Students will be able to analyze the mental alertness, analysis, and accuracy.	
Topic s	Hour s
Unit 1 :Number System 1.1. Number System, Decimal Fractions, 1.2. H.C.F. and L.C.M. of numbers, 1.3. Square, Square root and cube ,cube root. 1.4. Simplification, Problems on numbers. 1.5. Odd Man Out, Series, Equations and Average	15
Unit 2 :Compound Interest ,Ratio Proportion and Partnership 2.1. Ratio and Proportion, Chain Rule, Percentage 2.2. Profit and Loss, Partnership 2.3. Simple Interest and Compound Interest 2.4. Allegation or Mixture	15
Unit 3 : Arithmetical Ability 3.1. Problems on Ages 3.2. Time and Work, Pipes and Cisterns, Time Speed and Distance. 3.3. Problems on Trains, Problems on Streams 3.4. Race and games, Calendar, Clocks	15
Unit 4 : Data Interpretation 4.1. Permutations and Combinations, 4.2. Probability 4.3. Data Interpretation: Tabulation, Bar Graphs, Pie-Charts 4.4. Practical based quantitative ability – Problem solving, critical thinking etc	15
	60
Recommended Activity : Problem based practical and group discussions	
References : 1. Dr. R. S. Aggarwal, Quantitative Aptitude, S. Chand Publications. 2. TCY , Reasoning ability and Quantitative Aptitude, Wiley Publications. 3. Dinesh Khattar , Quantitative Aptitude for Competitive Examinations, Pearson Publications. 4. M. Tyra , Magical Book on Quicker Maths 5. Quantitative Aptitude for Competitive Exams, Disha Publications 6. Arun Sharma, Quantitative Aptitude ,McGraw Hill Education.	

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
B.Voc (Financial Markets and Services) / B.Voc (Accounting and
Taxation) Semester – III Paper No.- GEC-07
Indian Economy and Society
Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcomes:

1. Students will be able to understand demographic structure of India
2. Students will be able to analyze economic issues and its applications in decision making
3. Students will be able to understand the features and issues of Indian society
4. Students will be able to understand the Rural Community and Governance system

Topic s	Hour s
Unit 1 Demography of India 1.1. Population dynamics: Fertility, Mortality and migration; Causes and consequences 1.2. Population Growth - Male-Female Ratio- Life Expectancy 1.3. Poverty and Unemployment in India -Causes and Effects 1.4. Meaning and Problem Urbanization in India-Smart City Projects –Rural to Urbanmigration	15
Unit 2 Economic Issues in India 2.1. Problems of Weaker Sections: Scheduled Caste & Tribe, Minorities and OBCs 2.2. Agrarian Change in Post-Independent India -Concept of Social Anthropology 2.3. Social Welfare- Meaning, Definition and Policies of Social Welfare 2.4. Corruption: Meaning, Forms and causes, Anti-corruption movements in India	15
Unit 3 Indian Society 3.1. Values, Culture, ideas and lifestyle in Indian Society 3.2. Social Empowerment - Meaning, Need and Initiatives in India 3.3. Role of women in Agriculture, Services sector and Industry 3.4. Effects of globalization on Indian society	15
Unit 4 Rural Community and Governance 4.1. Distinctive Features of Rural Community; Rural Urban differences and Linkages 4.2. Rural Social Institutions: Features of Rural Family - Forms of rural Marriage system 4.3. Rural Development: meaning, problems and initiatives for Rural Development 4.4. Rural Governance: Panchayat Raj System in India, 73 rd Constitutional Amendment	15
	60

Recommended Activity : Visits to villages, Smart village, Tribal communities, Panchayat- Field visits and Survey, Project, Seminar etc

References :

1. Desai, A.R. 2005, Rural Sociology in India, Bombay: Popular Prakashan Pvt. Ltd.
2. Doshi, S.L. & Jain, P.C. 2002, Rural Sociology, New Delhi: Rawat Publications.
3. Dube, S.C. 2003, India's Changing Villages, London: Routledge.
4. Srinivas, M.N. 1966, India's Villages, Bombay: Asia Publishing House.
5. Kartar Singh 1999, Rural Development: Principles, Policies and Management, Delhi: Sage.
6. Andre Beteille, 1974, Six Essays in Comparative Sociology, Oxford: Oxford University Press.
7. Kapadia, K.M. "The Family in Transition" in Patel, Tulsi (ed). 2005. The Family in India: Structure andPractice. New Delhi: Sage Publications India Pvt Ltd, Pp: 172-203.
8. Madan, G.R. 1990. India's Developing Villages. New Delhi: Allied Publishes, Pages: 3-28.
9. Patel, Tulsi (ed). 2005. The Family in India: Structure and Practice. New Delhi: Sage Publications IndiaPvt. Ltd, Pp: 19-33.
10. Gill, S.S. 1998, The Pathology of Corruption, New Delhi: Harper Collin Publishers
11. Evans-Pritchard, Edward E. 1966. Social Anthropology and Other Essays. New York:Free Press.
12. Deliege, Robert. 2011. (2nd Edn.). Anthropology of the Family and Kinship. New Delhi: PHI LearningPrivate Ltd

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
B.Voc (Accounting and Taxation) / B.Voc (Financial Markets and
Services) Semester – III Paper No.- GEC-09
Banking and Related Laws in India
Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcome:

1. Students will be able to understand Basic regulatory framework for banking in India
2. Students will be able to know the legal provisions for record maintenance, Debt recovery, prevention of money laundering of different laws
3. Students will be able to the laws related to Banking Practices, Right to information and Foreign exchange
4. Students will be able to know the legal provisions related to cyber laws and crimes, Information technology and Data Security

Topic s	Hour s
Unit 1 Regulatory Framework for Banking in India 1.1. RBI Act 1934 & Amendments 1.2. Banking Regulation Act 1949 & Amendments 1.3. Negotiable Instruments Act 1881 & Amendments 1.4. Banking Ombudsman Provisions	15
Unit 2 Legal Aspects of Banking Operations 2.1. The Bankers' Books Evidence Act-1891, CRPC Act-1973 Section -91, Evidence Act 1872 Section 65A and B 2.2. The Banking Companies (Acquisition and Transfer of Undertakings) Act-1970 2.3. The SARFEASI Act -2002: Legal aspects of Debt Recovery Tribunals 2.4. Prevention of Money Laundering Act, 2002 & Bankers' Responsibilities	15
Unit 3 Laws Related to Banking 3.1. BCSBI Code, Consumers Protection Act-1986 3.2. Right to Information Act, 2005, Prevention of Corruption Act, 1988 3.3. Foreign Exchange Management Act, 1999, Maharashtra Protection of Interest of Depositors (MPID) Act 1999 3.4. The Maharashtra Regional and Town Planning Act, 1966 and RERA	15
Unit 4 Cyber Laws and Crimes 4.1. Meaning and Types of Financial Cyber Crimes 4.2. Information Technology Act, 2000: Definitions, Authorities, Powers, Offences and Penalties etc 4.3. Data Security and its Importance 4.4. Case Studies on Cyber Crimes	15
	60
Recommended Activity : Visit to Banks	

References :

1. Bhole L.M. (2009), Financial Institutions and Market, Tata McGraw Hill, New Delhi
2. M.L.Tannan, C.R. Datta & S.K. Kataria (2011) Banking Law and Practice, Wadhwa & Company, Nagpur
3. Sudhir Naib, The Information Technology Act, 2005: A Handbook, OUP, New York, (2011)
4. S. R. Bhansali, Information Technology Act, 2000, University Book House Pvt. Ltd., Jaipur (2003).
5. Vasu Deva, Cyber Crimes and Law Enforcement, Commonwealth Publishers, New Delhi, 2003).
6. Right to Information Act, 2005
7. Prevention of Corruption Act, 1988
8. Foreign Exchange Management Act, 1999
9. The Maharashtra Regional and Town Planning Act, 1966
10. The Bankers' Books Evidence Act–1891
11. The Banking Companies (Acquisition and Transfer of Undertakings) Act–1970
12. The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act–(SARFASI-2002)
13. The Employees Provident Fund Act, 1952

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College

B.Voc (Financial Markets and Services)

Semester – IV

Paper No.- GEC-10

Recent Trends in Indian Economy

Credits – 4 (Hours 60)

Introduced from June 2019

Course Outcome: <ol style="list-style-type: none"> Students will be able to understand nature and features of Indian Economy Students will be able to understand agricultural business practices in India Students will be able to understand nature and structure of Indian Industrial Sector Students will be able to understand the Dynamics of Indian Public Finances 	
Topic s	Hour s
Unit 1 – Introduction to Indian economy <ol style="list-style-type: none"> 1.1. Basic features and Sectoral Growth of Indian Economy 1.2. Recent Issues and Challenges before Indian Economy 1.3. Economic Reforms since 1991 1.4. FDI – Concept, Sources and Sectoral inflow of FDI in India 	15
Unit 2 - Agricultural Development in India <ol style="list-style-type: none"> 2.1. Agriculture- Features, Agrarian Distress- Causes and Remedies 2.2. Recent Cropping Pattern, Production and Productivity, Agricultural Export: Volume, Composition and Direction 2.3. New Schemes for Agricultural Development 2.4. Current Trends in Agri-Allied Activities: Dairy, Food Processing, Poultry and Fishery 	15
Unit 3 – Industry and Services Sector <ol style="list-style-type: none"> 3.1. Structure and Growth of Industrial Sector, Recent Industrial Policy 3.2. Concept and Classification of Micro, Small and Medium Enterprises (MSMEs), Recent Schemes for Development of MSMEs 3.3. Components and Recent Trends in Services Sector (IT, Transport & Communication, Tourism & Hospitality, Banking, Insurance etc) 3.4. International Trade Policy: Recent EXIM Policy - Trends in Foreign Trade 	15
Unit 4 – Dynamics of Indian Public Finances <ol style="list-style-type: none"> 4.1. Meaning and types of budgets - Sources of Public Revenue 4.2. Deficit Financing: Importance and Measures: Overall Revenue, Effective, Fiscal, Primary and Monetary. 4.3. Recent Trends in Union Budget 4.4. Goods and Services Tax : Concept, Provisions in Act and Rates- GST and Banking Sector 	15
	60
Recommended Activity : Case studies and Policy Analysis	

References :

1. Agarwal, A. K. (1978). Economic Problems and Planning in North East India, Sterling Publishers Pvt. Ltd, New Delhi.
2. Venkata Reddy, K (2011). Agriculture and Rural Development -Himalaya Publishing House Delhi. Basu, Kaushik (1997), Analytical Development Economics: The Less Developed Economy Revisited
3. Dewett Kewal (2011). Indian Economy C. Chand & Co. Ltd. New Delhi 2011.
4. Economic Survey of India -2017-18 Ministry of Finance, Govt of India
5. GST Manual – GST Council of India , GST Council of India, Ministry of Finance, Govt of India
6. Indian Public Finance Statistics - Ministry of Finance, Govt of India
7. Irfan Habib, (2006). Indian Economy 1858-1914: A People's History of India, Vol.28, Tulika, 2006.
8. RBI (2018). Statistical Handbook of India 2017-18 www.rbi.org.in
9. Union Budget 2018-19 Ministry of Finance, Govt of India

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
B.Voc (Accounting and Taxation)
Semester – IV Paper No.- GEC-
10Banking and Financial System
Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcome:

1. Students will be able to understand Indian financial system
2. Students will be able to explain the features and components of Indian financial system
3. Students will be able to use banking products and services
4. Students will be able to use business practices of financial markets

Topic s	Hour s
Unit 1 – Introduction to Banking 1.1. Evolution, Functions and Role of Commercial Banks 1.2. Principles of Banking Business and its importance 1.3. Types of Banks - Public, Private, Foreign, Cooperative 1.4. Small Finance Banks and Payment Banks in India	15
Unit 2 - Deposits and Loans 2.1. Types and Features of Deposits -SA,CA,FD,RD,FCNR,NRO,NRE 2.2. Types and Features of Loans - Retail and Business Loans 2.3. Process of Credit Creation and Its limitations 2.4. Meaning, Causes, Provisions and Remedies for NPA	15
Unit 3 – E-Banking Services 1.1. Meaning and features of E-Banking, Various Internet Banking Services 1.2. Credit and Debit Card : Features and precautions for its secured use 1.3. Fund Transfer Process and features - NEFT, RTGS, IMPS 1.4. Mobile Banking - Features, different Mobile Apps and its Importance	15
Unit 4 – Financial Markets 3.1 Structure and Importance of Financial System 3.2 Money Market-Structure, Submarkets and Problems 3.3 Capital Market-Structure, Submarkets and Recent Development 3.4 Functions Stock Market- BSE and NSE, Stock Market Indices	15
	60

Recommended Activity : Visits to Banks, BSE, NSE

References :

1. Bhole L.M. (2009), Financial Institutions and Market, Tata McGraw Hill, New Delhi
2. Bhasin Nitin(2010), Financial Institutions and Financial Markets in India :Functioning and Reforms.New Century Publications, New Delhi
3. Berg Braam van den (2015),Understanding Financial Markets & Instruments, Academy of FinancialMarket, <https://eagletraders.com/books/afm/afm4.php>
4. Cade, Eddie (1998) Managing Banking Risks, Woodhead Publishing Ltd., in association with TheChartered Institute of Bankers, England.
5. Gupta, L.C (1997),Stock Exchange Trading in India; Society for Capital Market Research andDevelopment
6. Sethi Jyotsna and Bhatia Nishwan (2003),Elements of Banking and Insurance, Prentice Hall ofIndia,New Delhi
7. National Stock Exchange (2015), Securities Market (Basic) Module, NCFM, National StockExchange of India Limited
8. Joshi Vasant C. and Joshi Vinay V (1998), Managing Indian Banks: The Challenges Ahead,Response Books, New Delhi.

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College

B.Voc (Financial Markets and Services)

Semester – III

Paper No.- SDC-7

Business Practices of NBFCs

Credits – 6 (Hours 90)

Introduced from June 2019

Course Outcome:

1. Students will be able to understand the nature and features of NBFCs
2. Students will be able to understand business practices of NBFCs
3. Students will be able to conduct and coordinate the Business of NBFCs
4. Students will be able to analyze business policies of NBFCs

Topic s	Theor y	Practica l	Total Hours
Unit 1 Introduction to the NBFCs 1.1. Meaning, definitions and types of NBFCs 1.2. Functions and Role of NBFCs 1.3. Regulatory Bodies for NBFCs in India 1.4. Growth of NBFCs in India	15	00	15
Unit 2 Registration and Capital of NBFCs 2.1. Licensing System for NBFCs in India 2.2. Process of Registration of NBFCs in India 2.3. RBI act framework-asset-liability management system 2.4. Capital Structure of NBFCs -FDI in NBFCs in India	15	05	20
Unit 3 Management and functioning of NBFCs in India 3.1. Business and Growth of Loan Companies 3.2. Business and Growth of Infrastructure Finance Companies 3.3. Business and Growth of Investment Companies 3.4. Business and Growth of Housing Finance Companies	10	05	15
Unit 4 . Loans, Advances and Investments 4.1. Types of Credit Facilities 4.2. Credit appraisal techniques applied in NBFCs 4.3. Documentation and credit monitoring 4.4. Problems relating to Loans and Advances	15	05	20
Unit 5 . Audit and Compliances of NBFCs 5.1. Need and Importance of Audit for NBFCs 5.2. Reporting by NBFCs to Regulatory Authorities 5.3. Auditing authorities and Process 5.4. Problems relating audit procedures	15	05	20
	70	20	90

Note:

References

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College

B.Voc (Financial Markets and Services)

Semester – III

Paper No.- SDC-8

Cooperative Banking and Governance

Credits – 6 (Hours 90)

Introduced from June 2019

Course Outcome:

1. Students will be able to understand the cooperative credit system
2. Students will be able to
3. Students will be able to
4. Students will be able to

Topic s	Theor y	Practica l	Total Hours
Unit 1 Introduction to Cooperative banking 1.1.Origin and Evolution 1.2.Principles of Cooperation 1.3. Maharashtra Co-operative Societies Act, 1960. 1.4.Role in Economic Development	15	00	15
Unit 2 Structure of Cooperative Banking in India 2.1.Three Tier Structure-PACS, DCCB, SCB 2.2.Multi State Cooperatives 2.3.Urban Cooperative Banks 2.4.Problems of Dual Control – RBI/NABARD & State Government	16	04	20
Unit 3 Institutional Support to Cooperative Banks 3.1. RBI and Cooperative Banks 3.2. State Government and Cooperative Banks 3.3.NABARD and Cooperative Banks 3.4. NCDC and Cooperative Banks	10	05	15
Unit 4 . Governance in Cooperative 4.1.Administrative Structure of Cooperative Banks and Credit Societies -The Maharashtra State Co-op. Bank 4.2.Maharashtra State Coop. Credit Societies Fed. Ltd 4.3.Commissioner for Cooperation and Registrar 4.4. e-Governance and Corporate Governance in Cooperatives	12	08	20
Unit 5 . Business Analysis 5.1.Audit Procedures of Cooperative Banks & Its Importance 5.2. Analysis of Deposit and Loan products & Its Importance 5.3. Analysis of Interest Rate Structure and NIM 5.4. Analysis of Challenges of Cooperative Banks	15	05	20
	70	20	90
Recommended Activity : Practical based on units , Visit to cooperative banks and Supervisory organizations			
References			

**Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce,
Satara An Autonomous College**

B.Voc (Financial Markets and Services)

Semester – III

Paper No.- SDC-9

Small Finance and Payment

Banks Credits – 6 (Hours 90)

Introduced from June 2019

Course Outcome:

1. Students will be able to understand nature and business of Small Finance and Payment Banks
2. Students will be able to conduct business activities of Small Finance and Payment Banks
3. Students will be able to manage business of Small Finance and Payment Banks
4. Students will be able to promote products and services of Small Finance and Payment Banks

Topic s	Theor y	Practica l	Total Hours
Unit 1 Introduction to Small Finance Banks 1.1. Nature and Features of Small Finance Banks 1.2. Licensing Policy for Small Finance Banks 1.3. Business Practices of Small Finance Banks 1.4. Review of Small Finance Banks in India	15	00	15
Unit 2 Administration and Business of Small Finance Banks 2.1. Administrative Structure of Small Finance Banks 2.2. Deposit Products of Small Finance Banks 2.3. Retail and Corporate Loan Products of Small Finance Banks 2.4. Innovative Banks Products of Small Finance Banks	16	04	20
Unit 3 Introduction to Payment Banks 3.1. Nature and Features of Payment Banks 3.2. Licensing Policy for Payment Banks 3.3. Business Practices of Payment Banks 3.4. Review of Payment Banks in India	10	05	15
Unit 4 . Administration and Business of Payment Banks 4.1. Administrative Structure of Payment Banks 4.2. Payment Services Provided by Small Finance Banks 4.3. Insurance and Other Financial Products of Payment Banks 4.4. Investment Policy of Small Finance Banks	12	08	20
Unit 5 . Recent Issues in Small Finance and Payment Banks 5.1. FDI in Small Finance and Payment Banks 5.2. Money Market Operations and its access 5.3. Tools and Techniques of Products and Services Marketing 5.4. Visit to Small Finance and Payment Banks	15	05	20
	70	20	90
Recommended Activity : Visit to Small Finance and Payment Banks			
References			

**Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College**

**B.Voc (Financial Markets and
Services) Semester – IV Paper No.-
SDC-10 General Insurance Business
in India**

**Credits – 6 (Hours 90)
Introduced from June 2019**

Course Outcome: <ol style="list-style-type: none"> Students will be able to understand nature of general insurance business Students will be able to conduct business activities of General Insurance companies Students will be able to conduct the business of General Insurance Products Students will be able to promote products and services of GICs 			
Topic s	Theor y	Practica l	Total Hours
Unit 1 Introduction to Insurance Sector <ol style="list-style-type: none"> 1.1. Meaning, Definitions and Importance of General Insurance 1.2. History of General Insurance Sector in India 1.3. Principles of Insurance 1.4. Insurance Sector in India: Public and Private 	10	00	10
Unit 2 General Insurance Products and Process <ol style="list-style-type: none"> 2.1. Motor Insurance 2.2. Fire Insurance 2.3. Health Insurance 2.4. Marine Insurance, Crop and Livestock Insurance 	20	05	25
Unit 3 Administrative Structure and Schemes of GICs <ol style="list-style-type: none"> 3.1. The New India Assurance Co. Ltd 3.2. The Oriental Insurance Co. Ltd 3.3. United India Insurance Co. Ltd. 3.4. National Insurance Co. Ltd. and Agriculture Insurance Company of India Ltd. 	10	05	15
Unit 4 Regulatory Aspects and Grievances Redressal <ol style="list-style-type: none"> 4.1. IRDA and Important Provisions under IRDA Act, 1999 4.2. Insurance Brokers Association of India 4.3. Organizational Structure of The General Insurance Council 4.4. Redressal of Grievances - Role of Ombudsman, IGMS of IRDA and Tribunals 	12	08	20
Unit 5 . Insurance Documents, Policy Terms and Conditions <ol style="list-style-type: none"> 5.1. Insurance Policy Contract – Need for Proposal Forms 5.2. Scope of Cover- Policy Terms and Conditions 5.3. Endorsements in Insurance. 5.4. Claims Settlement- Investigation and assessment – Surveyors and loss assessors – Claim forms 	15	05	20
	67	23	90
Recommended Activity : Visits to General Insurance Companies			
References <ol style="list-style-type: none"> ICAI (2016) Principles and Practice of General Insurance, The Institute of Chartered Accountants of India: New Delhi. H Narayanan (2012) Indian Insurance: A Profile, Jaico Publishing House: Mumbai. K.C. Mishra and G.E. Thomas (2014) General Insurance - Principles and Practice, Cengage Learning: New Delhi. P.K. Gupta (2003) Insurance & Risk Management, Himalaya Publishing House: Mumbai. Ralph H. Blanchard (2001) Introduction to Risk and Insurance, Beard Books, 2001 Douglas Owen, Great Britain, MacKenzie Dalzell Edwin Stewar Chalmers (2018). The 			

Marine

DGCC

Insurance Act, 1906 Creative Media Partners, LLC, 2018

7. Jyotsna Sethi, Nishwan Bhatia(2012). Elements Of Banking And Insurance, PHI Learning Pvt. Ltd., 2012

DGCC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce,
SataraAn Autonomous College
B.Voc (Financial Markets and Services)
Semester – IV Paper No.- SDC-10
Life Insurance Business in India
Credits – 6 (Hours 90)
Introduced from June 2019

Course Outcome:

1. Students will be able to understand nature of Life Insurance Practices
2. Students will be able to conduct business activities of Life Insurance
3. Students will be able to manage business of Life Insurance Companies
4. Students will be able to promote products and services of Life Insurance Companies

Topic s	Theor y	Practica l	Total Hours
Unit 1 History and Concept of Insurance 1.1. Role and importance of Insurance 1.2. Review of Life insurance industry in India 1.3. Types of Life Insurance plans 1.4. Modern concepts of insurance-E-Insurance	15	00	15
Unit 2 Basics of Life Insurance 2.1. Human Life Value (HLV) 2.2. Risks of Individuals in Life Insurance 2.3. Financial Planning and Individual Life Cycle 2.4. Know Your Customer (KYC) norms for Insurance	16	04	20
Unit 3 Life Insurance Practices 3.1. The Risk and Premiums 3.2. Principle of Risk Pooling and Mutuality 3.3. Term insurance plans 3.4. Endowment and ULIP Plans 3.5. Practical on Insurance pricing – Basic elements – Premium – Rebates - Determining the premium	10	05	15
Unit 4 . Regulatory Aspects of Life Insurance 4.1. Married Women's Property Act -Beneficiaries under MWPAct 4.2. Employer –Employee Insurance -Key man, Partnership 4.3. Mortgage Redemption Insurance (MRI) 4.4. Types of claims and claims procedure-Forms and Procedure	12	08	20
Unit 5 . Practical on Life Insurance 5.1. Group Insurance: Features, Eligibility, Types – Group Term Insurance Scheme – Group Gratuity Scheme – Group Superannuation Scheme , Group Leave Encashment Scheme 5.2. Insurance Procedure: Prospecting Methods, Documentation- Proposal Form, KYC, Agent Report, Underwriting, Policy Document 5.3. Policy Claims: Types- Survival Benefits – Death Claims – Maturity Claims, Procedure of Policy Claims 5.4. Insurance Agents: Role, qualifications, functions and importance of – Insurance Brokers	15	05	20
	70	20	90
Recommended Activity : Visits to Life Insurance Companies			

References

1. ICAI (2016) Principles and Practice of General Insurance, The Institute of Chartered Accountants of India: New Delhi.
2. H Narayanan (2012) Indian Insurance: A Profile, Jaico Publishing House: Mumbai.
3. K.C. Mishra and G.E. Thomas (2014) General Insurance - Principles and Practice, Cengage Learning:

DGSC

NewDelhi.

4. P.K. Gupta (2003) Insurance & Risk Management, Himalaya Publishing House: Mumbai.
5. Ralph H. Blanchard (2001) Introduction to Risk and Insurance, Beard Books, 2001
6. Douglas Owen, Great Britain, MacKenzie Dalzell Edwin Stewar Chalmers (2018). The Marine Insurance Act, 1906 Creative Media Partners, LLC, 2018
7. Jyotsna Sethi, Nishwan Bhatia(2012). Elements Of Banking And Insurance, PHI Learning Pvt. Ltd., 2012

DGSC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College

B.Voc (Financial Markets and Services)

Semester – IIV

Paper No.- SDC-12

Bancassurance Services

Credits – 6 (Hours 90)

Introduced from June

2019

Course Outcome:

1. Students will be able to understand nature and business of
2. Students will be able to conduct business activities of
3. Students will be able to manage business of
4. Students will be able to promote

Topic s	Theor y	Practica l	Total Hours
Unit 1 Introduction to Bancassurance 1.1. Meaning and Features of Bancassurance 1.2. Importance of Bancassurance for Banks 1.3. Importance of Bancassurance for customers 1.4. Global Scenario of Bancassurance	15	00	15
Unit 2 Structural Classification of Bancassurance 2.1. Referral Model - Advantages and Problems 2.2. Corporate Agency- Advantages and Problems 2.3. Joint Ventures - Advantages and Problems 2.4. Product based classification- Stand-alone Insurance- Blend of Insurance	16	04	20
Unit 3 Regulation and Process of Bancassurance 3.1. RBI Guidelines for the Banks to enter into Insurance Business 3.2. IRDA Guidelines for Bancassurance 3.3. Open Architecture for Bancassurance 3.4. Institutional Alliance for Bancassurance	10	05	15
Unit 4 . Bancassurance in India 4.1. Key drivers of Bancassurance 4.2. Distribution channels for Bancassurance- Special advisers, Bank employees, Salaried agents, Corporate agency & Brokerage firm etc 4.3. Requirements for success in Bancassurance 4.4. Challenges and Problems regarding Bancassurance	12	08	20
Unit 5 Bancassurance Practices 5.1. Status of Bancassurance in India 5.2. Strategies and Policies adopted by banks 5.3. Review of Bancassurance products 5.4. Case studies on Bancassurance products	15	05	20
	70	20	90
Recommended Activity : Visit to Banks			

References

1. Bancassurance – An Emerging Concept in India-https://www.insuranceinstituteofindia.com/downloads/Forms/III/Journal-2008/Journal08_%20pg49-54_banc.pdf
2. Bancassurance and Indian Banks - http://www.irdindia.in/journal_ijrdmr/pdf/vol2_iss1/3.pdf
3. Barua, A. (2012). Bancassurance. Lambert Academic Publishing, 15, 24-29
4. Kumar, S. (2013). In Bancassurance: Distribution channels and strategies in an emerging market. Varanasi, U.P.: Global Vision Publishing House, 22-30.
5. Molyneux, N. (1999). Bancassurance. UK: Palgrave Macmillan.
6. Tobias C. Hoschka (2016) Bancassurance in Europe, Springer, 2016,

DDGC

<p style="text-align: right;">Rayat</p> <p>Shikshan Sanstha's</p> <p style="text-align: center;">Dhananjayrao Gadgil College of Commerce, Satara An Autonomous college under Shivaji University, Kolhapur</p> <p style="text-align: center;">B.Voc – Accounting and Taxation Part II</p> <p style="text-align: center;">(Corporate Accounting) (Semester -III)</p> <p>Paper No- SDC-8 Marks - 100 Credits - 6</p>					
Unit No	Contents	Th	Pr	T	Outcomes
1	Introduction to Company Meaning of Company, types of company, shares, share capital, share issue procedure, methods of share issue installment, bid, underwriting and private placements	20	00	20	Understanding about company and types of shares
2	Accounting Procedure for Issue of Shares Journal Entries and Ledger Accounts and their Accounting treatment in final accounts of Companies	10	10	20	Understanding of Accounting procedure of Issue of Shares
3	Final Accounts of Companies Preparation of final accounts of companies along with schedules in vertical format only. As per Companies Act, 2013	10	15	25	Understanding of Final Accounts of companies
4	Procedure for e- Registration of Company Procedure for registration of Companies, Introduction to MCA portal Learning for Online Registration procedure	10	15	25	Understanding of company registration procedure
Total Hours		90			

Reference Books:-

- 1) Gupta R. L. Radhaswamy M. - Company Account
- 2) Maheshwari S. N. - Corporate Accounting.
- 3) Shukla M. C. ; Grewal T.S. and Gupta S.C. - Advanced Accounts
- 4) Jain and Narang- Advanced Accountancy
- 5) S.P. Iyengar - Advanced Accountancy

6) H. Chakraborty- Advanced Accountancy

Websites:-

1. www.icaai.org.
2. www.icsi.org.
3. www.accountingcapital.com

DGCG



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara An Autonomous
college under Shivaji University, Kolhapur **B.Voc – Accounting and
Taxation Part II**

(Introduction to Goods and Services Tax) (Semester -III)

Paper No- SDC-7

Marks - 100

Credits - 6

Unit No	Contents	Th	Pr	T	Outcomes
1	Introduction to Goods and Service Tax Taxation system in India , Authorities of Taxation System , Background, What is Tax, Classification of Taxes, Direct Taxes and Indirect Taxes, Genesis of GST in India, Concept of GST, Taxes to be Subsumed in GST , Applicability of SGST , CGST and IGST	20	00	20	Understanding of Concept of GST
2	Legal Framework of GST Framework of GST as Introduced in India Legislative framework , Classification of Goods and Services , Registration , Composition Scheme , Exemptions , Taxable event with respect to supply of goods .	10	10	20	Understanding Concept of Legal Framework of GST
3	Supply Under GST Supply under GST, Intra State Supply, Inter State supply, Benefits of GST, Constitutions provisions, Creating GST Tax Ledgers, Transactions for GST, Purchase and Sales Transactions, GST Tax Payment, GST Reports, Locations of supplier of goods.	10	15	25	Understanding of Various concepts under GST

4	Calculation of Tax Liability Under GST Manner of utilization of Input Tax Credit, GST Common Portal, Calculation of Tax liability under GST.	10	15	25	Calculations of Tax liabilities under GST
	Total Hours	90			

Rference - :

- 1) **Dr.Yogendra Bangar -:** Taxation Income Tax and GST .
- 2) **Dr.Yogendra Bangar & Dr. Vandana Bangar -:** Indirect Tax Laws .
- 3) **Aditya Singhania -:** GST Practice Manual with GST Audit .
- 4) **Gurukripa -:** GST Self Learning

Websites

- 1) www.gst.gov.in



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara An Autonomous
 college under Shivaji University, Kolhapur **B.Voc. – Accounting and
 Taxation Part II**

(GST Reporting Simulation Lab) (Semester -III)

Paper No- SDC-9

Marks - 100

Credits - 6

Unit No	Contents	Th	Pr	T	Outcomes
1	Registration PAN based Registration, GST Registration form filling and obtaining GSTIN.	00	20	20	Understanding the registration of GST
2	Maintenance of Books and Records Purchase book, Sales Book, Debit Note, Credit Note, Tax Invoice	00	20	20	Preparation of necessary documents for GST
3	Calculation of Tax Liability Calculation of tax liability under various supply of goods and various services	00	25	25	Calculation of Tax liabilities under various supply
4	GST Returns Filling of Various GST Returns	00	25	25	Filling of GST Returns
	Total Hours		90		

Rference - :

- 1) **Dr.Yogendra Bangar -:** Taxation Income Tax and GST .
- 2) **Dr.Yogendra Bangar & Dr. Vandana Bangar -:** Indirect Tax Laws .
- 3) **Aditya Singhania -:** GST Practice Manual with GST Audit .
- 4) **Gurukripa -:** GST Self Learning

Websites

- 1) www.gst.gov.in

Bachelor of Vocation in Accounting and Taxation and Financial Markets and Services**Part II , Sem IV****Organizational Behavior****Paper No: GEC-12****Marks - 100****Credits – 4****Course Objectives:****Objectives:**

1. To make students aware about individual and group behaviour at work place.
2. To familiarize students with the impact of technology on work life.
3. To provide knowledge about E-Organization.

Contents	Theory	Practical	Total	Output
Unit I : Basics of Organizational Behavior: 1.1 Introduction to OB: Meaning, Definitions & Characteristics 1.2 Significance of Organizational Behavior. 1.3 Evolution of an Organizational Behavior	12	03	15	Knowledge about the concept of Organisational Behaviour.
Unit II : Individual and Group Behavior: Individual Behavior 2.1.1 Personality – Meaning, stages of personality development. 2.1.2 Perception – Perceptual process 2.1.3 Attitudes – Components of attitudes, Types of attitude. 2.1.4 Learning- Concept & Theories of learning. Group Behavior– Meaning, Definition, Types of groups. Formation of group. Factors influencing group performance	12	03	15	Acquaintance with determinants of Individual and Group Behavior.
Unit III : E- Organization & Organizational Behavior E- Organization- 3.1.1 Concept of E-Organization, E-Business, E-Commerce. 3.1.2 Uniqueness of E-Organization.	12	03	15	Acquaintance with Organizational Behavior in an E-World.

<p>Impact of E-Organization on group Behavior- decision making, building trust, politics and networking, sexual harassment and verbal abuse.</p> <p>E-Organizations and organizational systems – team structures, work design, employee selection, and work life balance.</p>				
<p>Unit IV : The Organizational Dealings and Change Management:</p> <p>A) Organizational Dealings- Conditions affecting multinational operations – social, legal and ethical, political, economic and individual differences.</p> <p>B) Organizational Culture- Organizational development – development techniques.</p> <p>Change Management –Concept, Need, Causes of change, Resistance to change. Implementation of change successfully.</p>	12	03	15	Acquaintance with The Organizational System and Managing Change.
	48	12	60	
<p>Reference Books:</p> <ol style="list-style-type: none"> 1. Robbins Stephen P., Organizational Behaviour, 9th Edition, Prentice Hall Publication, new Jersey. Robbins Stephen P., Judge Timonthy A. and Sanghi Seems, Organizational Behaviour, Person Education, 13th Edition. 2. Newstrom John W., Organizational Behaviour: Human Behaviour at work, McGraw-Hill India, 12th Edition, Ninth Reprint 2010. 4. Luthans Fred, Organizational Behaviour, McGraw Hill International Edition, 11th Edn. 2008. 5. Aswathappa K., Organizational Behaviour, Himalaya Publishing House, New Delhi, 8th revisededn. 6. Keith Devis and John Newstorm, Human Behaviour at work.7. P.SubbaRao, 'Management and Organizational Behaviour, Himalaya Publishing House, 1st edn, 2004. 				

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College Affiliated to Shivaji University, Kolhapur)
Bachelor of Vocation in Accounting and Taxation Part II , Sem IV
Customer Relationship Management

Paper No: GEC-11

Marks - 100

Credits – 4

Course Objectives:

Objectives:

1. To make students aware about the fundamentals of Relationship Marketing Strategy
2. To develop an understanding of CRM implementation issues

Contents	Theor y	Practica l	Total	Output
Unit I : Introduction to Customer Relationship Management (CRM): 1.1 Definition 1.2 Objectives and Features 1.3 process of CRM 1.4 Benefits of CRM to Customers and Organisations 1.5 Forms of CRM- 1.5.1 Strategic CRM 1.5.2 Operational CRM 1.5.3 Analytical CRM 1.5.4 Collaborative CRM 1.6 CRM success factors 1.7 Components of CRM: Information, Process, Technology and People 1.8 Barriers to CRM	12	03	15	Knowledge about the concept of Customer Relationship Management.
Unit II : CRM Marketing Initiatives and Customer Service 2.1 CRM Marketing Initiatives: Cross-Selling and Up-Selling, Customer Retention, Behaviour Prediction, Customer Profitability and Value Modeling, Channel Optimization, Personalization and Event-Based Marketing 2.2 CRM and Customer Service: Call Center and Customer Care: Call Routing, Contact Center Sales-Support, Web Based Self Service, Customer Satisfaction Measurement, Call-Scripting, Cyber Agents and Workforce Management	12	03	15	Acquaintance with CRM Marketing Initiatives and Customer Service.
Unit III : Planning , Implementation and Evaluation of CRM: 3.1 Planning and Implementation of CRM : Business to Business CRM, Sales and CRM, Sales Force Automation, Sales Process/ Activity	12	03	15	Acquaintance with : Planning ,Implementation and Evaluation of CRM.

Management, Sales Territory Management, Contact Management, Lead Management, Configuration Support, Knowledge Management 3.2 CRM Implementation: Steps- Business Planning, Architecture and Design, Technology Selection, Development, Delivery and Measurement 3.3 CRM Evaluation: Basic Measures: Service Quality, Customer Satisfaction and Loyalty, Company 3E Measures: Efficiency, Effectiveness and Employee Change				
Unit IV : CRM New Horizons 4.1 Meaning and Definition of e-CRM 4.2 Origin of Technology for CRM 4.3 Features 4.4 process of e- CRM 4.5 Advantages of e-CRM 4.6 Application of e-CRM 4.7 Different Levels of E- CRM 4.8 Privacy in E-CRM:	12	03	15	Acquaintance with CRM New Horizons
	48	12	60	
Reference Books: 1) Customer Relationship Management ,Mohamed H.Peeru,Vikas Publication House 2) Customer Relationship Management Essentials , Gosney,John,Prentice Hall of India				



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara An Autonomous
 college affiliated to Shivaji University, Kolhapur

**B.Voc. – Accounting and
 Taxation Part II
 (Cost Accounting) (Semester -IV)**

Paper No- SDC-10

Marks - 100

Credits - 6

Unit No	Contents	Th	Pr	T	Outcomes
1	Unit 1 Introduction to Cost Accounting What is Financial Accounting, Limitations of Financial Accounting, Need for Cost Accounting, Difference between Financial and Cost Accounting, Introduction, Concepts of Cost, Costing, Cost Accounting and Cost Accountancy, Origin of Cost Accounting , Definition , Objectives , Advantages and limitations of Cost Accounting , Cost Unit and Cost Centre	20	00	20	Understanding about Cost accounting concepts and basic terms used in Cost accounting
2	Unit 2 Elements of Costs Material , Labour and Expenses , Types of Cost and Classification of Overheads Preparation Cost Sheet and Estimated cost sheet – Tender and Quotations	10	10	20	Understanding about types of various costs and cost sheet and quotations
3	Unit 3 Purchase and Issue of Materials Purchase Department – functions, centralized & decentralized purchasing , Purchase procedure , Documents involved in purchase procedure, methods of Inventory control , classification and codification of materials, Issue of Material	10	15	25	Understanding of material issue process
4	Unit 4 Labour Cost Introduction , meaning , Time keeping and Time Booking , Methods of remuneration , Incentives plans, Documents involved in recording labour costs	10	15	25	Understanding of methods of remuneration and various incentives plans
Total Hours		90			

Reference Books:-

1. Cost Accounting - Jain, Narang
2. Cost Accounting - M. N. Arora
3. Cost Accounting - Jawaharlal
4. Cost Accounting - Maheshwari
5. Cost Accounting - Khanna, Pandey & Ahuza
6. Cost Accounting - P. V. Ratnam

Websites:- 1. www.icaai.org 2. www.icmai.in



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara An Autonomous
college under Shivaji University, Kolhapur **B.Voc. – Accounting and**

Taxation Part II

(Management Accounting) (Semester -IV)

Paper No- SDC-11

Marks - 100

Credits - 6

Unit No	Contents	Th	Pr	T	Outcomes
1	Unit 1 Introduction to Management Accounting Meaning of Management Accounting, Nature, Role of Management accounting in decision making, Management accounting Vs Financial accounting, Tools and techniques of management accounting	20	00	20	Understandin g the concept of Management Accounting
2	Unit 2 Financial Statements Meaning and Types of Financial Statements, Analysis of financial statements, Ratio Analysis- Advantages, Limitations, Classification of Ratios - Profitability, turnover, solvency and liquidity ratios.	10	10	20	Understandin g of Financial Statements of Companies
3	Unit 3 Funds flow Statement & Cash flow Statement a) Meaning of Funds, Meaning of Funds Flow Statement, Identifying of flow of funds, Preparation of Funds Flow Statement. b) Meaning of Cash Flow Statement, Cash and cash equivalents, Cash flow from operating activities, Cash flow from investing activities & Cash Flow from financing activities, Preparation of Cash Flow Statement. (AS-3) c) Difference between Funds Flow Statement and Cash Flow Statement.	10	15	25	Understandin g of Cash and Fund flow statement and their Preparation
4	Unit 4 Working Capital Meaning of working Capital , Types of working Capital	10	15	25	Understandin g of concept

	, Factors affecting working capital , Operating cycle of manufacturing concern . Determination of working capital.				of working capital and their determination
	Total Hours	90			

Reference Books

1. Khan M.Y. and Jain P.K. - Management Accounting
2. Charles T. Horngren - Introduction to Management Accounting
3. Pandey I. M. - Management Accounting
4. Manmohan & Goyal : Principles of Management Accounting.
5. Maheshwari : Principles of Management Accounting.
6. Robert Anthony and Vijay Govindrajana - Management Control System.

Websites:-

1. www.cimaglobal.com
2. www.accountantnextdoor.com



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara An Autonomous
college under Shivaji University, Kolhapur **B.Voc. – Accounting and
Taxation Part II**

(Practical on Cost and Management Accounting) (Semester -IV)

Paper No- SDC-12

Marks - 100

Credits - 6

Unit No	Contents	Th	Pr	T	Output
1	Cost Unit & Cost Centre Industrial Visit – Collection of data on various Cost units and Cost center determined by industries	20	00	20	Understanding of cost units and cost center
2	Cost Sheet Specimen of work cost sheet – Library assignment by collecting the cost sheets	10	10	20	Understanding of process of preparation of cost sheet
3	Tender – Specimen of standard form of tender – Collection of advertisement from newspapers Labour – Preparation of Time card, Time – cum job card, Job card, Wages abstract, Payroll or Wages sheet.	10	15	25	Understanding of various formats of labour and tender
4	Material – Preparation of Purchase Requisition , Request for Quotation , Comparative statement of quotations , Purchase order , Good received Note , Material Inspection Report , Debit Note , Invoice Cash Budget – Preparation of Cash Budget	10	15	25	Understanding of various forms prepared in to the Industry
Total Hours		90			

Reference Books

1. Khan M.Y. and Jain P.K. - Management Accounting
2. Charles T. Horngren - Introduction to Management Accounting
3. Pandey I. M. - Management Accounting
4. Manmohan & Goyal : Principles of Management Accounting.
5. Maheshwari : Principles of Management Accounting.
6. Robert Anthony and Vijay Govindrajana - Management Control System.

Websites:-

1. www.cimaglobal.com
2. www.accountantnextdoor.com

DDGC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College Affiliated to Shivaji University, Kolhapur)
Bachelor of Vocation in Accounting and Taxation Part II , Sem IV
Customer Relationship Management

Paper No: GEC-11

Marks - 100

Credits – 4

Course Objectives:

Objectives:

1. To make students aware about the fundamentals of Relationship Marketing Strategy
2. To develop an understanding of CRM implementation issues

Contents	Theor y	Practica l	Total	Output
Unit I : Introduction to Customer Relationship Management (CRM): 1.1 Definition 1.2 Objectives and Features 1.3 process of CRM 1.4 Benefits of CRM to Customers and Organisations 1.5 Forms of CRM- 1.5.1 Strategic CRM 1.5.2 Operational CRM 1.5.3 Analytical CRM 1.5.4 Collaborative CRM 1.6 CRM success factors 1.7 Components of CRM: Information, Process, Technology and People 1.8 Barriers to CRM	12	03	15	Knowledge about the concept of Customer Relationship Management.
Unit II : CRM Marketing Initiatives and Customer Service 2.1 CRM Marketing Initiatives: Cross-Selling and Up-Selling, Customer Retention, Behaviour Prediction, Customer Profitability and Value Modeling, Channel Optimization, Personalization and Event-Based Marketing 2.2 CRM and Customer Service: Call Center and Customer Care: Call Routing, Contact Center Sales-Support, Web Based Self Service, Customer Satisfaction Measurement, Call-Scripting, Cyber Agents and Workforce Management	12	03	15	Acquaintance with CRM Marketing Initiatives and Customer Service.
Unit III : Planning , Implementation and Evaluation of CRM: 3.1 Planning and Implementation of CRM : Business to Business CRM, Sales and CRM, Sales Force Automation, Sales Process/ Activity	12	03	15	Acquaintance with : Planning ,Implementation and Evaluation of CRM.

Management, Sales Territory Management, Contact Management, Lead Management, Configuration Support, Knowledge Management 3.2 CRM Implementation: Steps- Business Planning, Architecture and Design, Technology Selection, Development, Delivery and Measurement 3.3 CRM Evaluation: Basic Measures: Service Quality, Customer Satisfaction and Loyalty, Company 3E Measures: Efficiency, Effectiveness and Employee Change				
Unit IV : CRM New Horizons 4.1 Meaning and Definition of e-CRM 4.2 Origin of Technology for CRM 4.3 Features 4.4 process of e- CRM 4.5 Advantages of e-CRM 4.6 Application of e-CRM 4.7 Different Levels of E- CRM 4.8 Privacy in E-CRM:	12	03	15	Acquaintance with CRM New Horizons
	48	12	60	
Reference Books: 1) Customer Relationship Management ,Mohamed H.Peeru,Vikas Publication House 2) Customer Relationship Management Essentials , Gosney,John,Prentice Hall of India				

M.Com. (Information Technology) Part II



Rayat Shikshan Sanstha's,
Dhananjayrao Gadgil College of Commerce, Satara.
(An Autonomous College)
Affiliated to Shivaji University, Kolhapur.

Name of the Programme: M.Com. Part II (Information Technology)			Semester – III
Name of the Course (Subject): Management Accounting Paper I (Subject Code MIT19-301)			
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: 1) To understand the application of accounting techniques for management. 2) To develop competency among the students for taking managerial decisions.			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Introduction to Management Accounting 1.1 Meaning and Nature of Management Accounting 1.2 Role of Management accounting in decision making 1.3 Management Accounting Vs Financial Accounting 1.4 Tools and techniques of Management Accounting	20	- Lecture - PPT - Videos
2	Inflation Accounting (Price Accounting) 2.1 Limitations of historical Accounting, Methods of Accounting for charging prices, Current purchasing power method 2.2 Determination of Profit, Current cost accounting method, Features of CCA system 2.3 Current cost operating profit, Depreciation Adjustment, Cost of sales adjustment 2.4 Monetary working Adjustment, Gearing Adjustment, Merits & Demerits of inflation accounts	20	- Lecture - PPT - Videos - Practical Work
3	Financial Statements Analysis: 3.1 Introduction, Meaning and Nature of Financial Statement, 3.2 Significance and Limitations of Financial Statement 3.3 Types of Financial Statement Analysis ; Fs, 3.4 Preparation of Common Size and Comparative Financial Statement	20	- Lecture - PPT - Videos - Practical Work
4	Funds flow Statement & Cash flow Statement 4.1 Meaning of Funds and Funds Flow Statement, Identifying of flow of funds 4.2 Preparation of Funds Flow Statement, Meaning of Cash	20	- Lecture - PPT - Videos - Practical

	Flow Statement		Work
4.3	Cash and cash equivalents, Cash flow from operating, investing and financing activities		
4.4	Preparation of Cash Flow Statement (AS-3) Difference between Funds Flow Statement and Cash Flow Statement.		

Reference Books:

1. Management Accounting- Khan M.Y. and Jain P.K.
2. Introduction to Management Accounting - Charles T. Horngren -
3. Management Accounting - Pandey I. M. -
4. Principles of Management Accounting - Manmohan&Goyal
5. Principles of Management Accounting - Maheshwari
6. Management Control System - Robert Anthony and Vijay Govindrajan
7. Bhagavati - R. S. N. Pillai

Websites:-

1. www.cimaglobal.com
2. www.accountantnextdoor.com

DGSC



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara.
(An Autonomous College)
Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com. Part II (Information Technology)		Semester – III	
Name of the Course (Subject):Business Finance Paper –I Subject Code: MIT19.302			
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: 1) Acquaintance with the financial management skill. 2) Familiarity with Capitalization and Capital Structure. 3) Knowledge of sources of finance and Marketing of securities. 4) Understanding the concept of WCM.			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Unit I: Environment of Business Finance: 1.1 Business Finance - Concept, scope and significance, organization of finance, functions , role of financial Manager , relationship of finance with economics and accounting 1.2 Modern Approach to Financial Management- investment decision, finance decision, and dividend decision.	20	Lecture Interactive
2	Unit II : Capitalization and Capital Structure: 2.1 Capitalization- Concept and theories, over capitalization, undercapitalization and optimum capitalization - concept,	20	Lecture Interactive Discussion

	Symptoms, causes, effects and remedies. 2.2 Capital Structure: Concept, theories, determinants of capital structure,		method
3	Unit III: Sources of Long term finance and Marketing of securities : 3.1 Securities- Equity shares, preference shares, venture capital, term loans and debentures- Meaning, characteristics, merits, demerits and legal provisions 3.2 Methods of marketing of securities – Listing of securities, Initial Public Offer (IPO), Secondary Market, Further Public Offer (FPO), Rights issue, Private placement, preferential allotment and under writing of securities- stock market operations. SEBI - Genesis, organization, objectives, functions, Role of SEBI in capital market.	20	Lecture Interactive Discussion method
4	Unit IV: Working Capital Management: 4.1 Concept, types and significance of working capital - factors determining working capital requirements -Sources of working capital - Accruals, trade credit, overdraft, cash credit and short term borrowings from commercial banks, public Deposits, Inter- corporate- deposits, short term loans from financial institutions, Commercial Paper (CP) etc. 4.2 Cash and Liquidity Management, Credit Management and Inventory Management.	20	Lecture Interactive Discussion method

Reference Books:

- 1) Essentials of Business Finance – Dr.R.M.Shrivastav
- 2) Corporation Finance – S.C.Kuchal
- 3) Investment and Securities Market in India – V.A.Avdhani
- 4) Corporate Financial Policy – Guthmann and Dougall
- 5) Readings in Indian Financial Services – Digvijay
- 6) Corporate Finance – Brealey, Richard A. & Steward CMyers
- 7) Stock Exchange and Investment - Raghunathan
- 8) Stock Exchange Trading in India – Gupta L.C.
- 9) Capital Issues, SEBI and Listing – Chandratre K.R.
- 10) Corporate Mergers, Amalgamations & Take over – Verma J.C.
- 11) Corporate Restructuring and Indian Perspective – Mattoo P.K.
- 12) Financial Services in India – M.A.Kohok
- 13) Ravi M Kishore, Financial management (2008) Taxman,Allied services pvt.Ltd, New Delhi.
- 14) prasanna Chandra, Financial management (2010) TMH, New Delhi.
- 15) Bhole L.M. Finanical Institutions and Markets (2007) TMH, N. Delhi.
- 16) Aswthappa, International Business



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com. Part II(Information Technology)		Semester – III	
Name of the Course (Subject): Python Programming		Subject Code: MIT 19-303	
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload –6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: 1. To acquaint with the principles of Python 2. To understand object oriented programming 3. To know file handling techniques 4. To aware how Python can be used for application development			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	1.1 Installing Python, Simple program using Python, Expressions and Values, Variables and Computer Memory, error detection, multiple line statements, Designing and using functions, 1.2 Functions provided by Python, Tracing function calls in memory model, omitting return Statement. Working with Text: Creating Strings of Characters, Using Special Characters in Strings, Creating a Multiline String, Printing Information, Getting Information from the Keyboard.	20	<i>Lecture, Interactive ICT Based Use of program</i>
2	2.1 A Boolean Type , Choosing Statements to Execute, Nested If Statements , Remembering the Results of a Boolean Expression Evaluation, a Modular Approach to Program Organization, 2.2 Importing Modules , Defining Modules, Testing Code Semi automatically Grouping Functions Using Methods: Modules, Classes, and Methods , Calling Methods the Object-Oriented Way, Exploring String Methods, Underscores.	20	<i>Lecture Interactive ICT Based Discussion Method</i>
3	3.1 Storing Collections of Data Using Lists: Storing and Accessing Data in Lists, Modifying Lists, Operations on Lists , Slicing Lists , Aliasing, List Methods , Working with a List of Lists. 3.2 Repeating Code Using Loops: Processing Items in a List, Processing Characters in Strings, Looping Over a Range of	20	<i>Lecture Interactive ICT Based List loops etc</i>

	Numbers, Processing Lists Using Indices, Nesting Loops in Loops, Looping Until a Condition Is Reached, Repetition Based on User Input, Controlling Loops Using Break and Continue Reading and Writing Files: Kinds of files, Opening a File, Techniques for Reading Files, Files over the Internet, Writing Files, Writing Algorithms that use the File-Reading Techniques, Multiline Records.		
4	<p>4.1 Storing Data Using Other Collection Types: Storing Data Using Sets, Storing Data Using Tuples, Storing Data Using Dictionaries, Inverting a Dictionary Creating Graphical User interface: Building a Basic GUI, Models, Views, and Controllers, Customizing the Visual Style Widgets, Object-Oriented GUIs, Regular expressions</p> <p>4.2 Databases: Overview, Creating and Populating, Retrieving Data, Updating and Deleting, Using NULL for Missing Data, Using Joins to Combine Tables, Keys and Constraints.</p>	20	<i>Lecture Interactive ICT Based Discussion Methods.</i>

Reference Books:

1. Practical Programming: An introduction to Computer Science Using Python, second edition, Paul Gries, Jennifer Campbell, Jason Montojo, The Pragmatic Bookshelf.
2. Python for Informatics: Exploring Information, Charles Severance
3. Learning Python, Fourth Edition, Mark Lutz, O'Reilly publication
4. Introduction to Python for Computational Science and Engineering (A beginner's guide), Hans Fangohr
5. John V Guttag. "Introduction to Computation and Programming Using Python", Prentice Hall of India
6. R. Nageswara Rao, "Core Python Programming", Dreamtech



Rayat Shikshan Sanstha's,
Dhananjayrao Gadgil College of Commerce, Satara.
 (An Autonomous College)
 Affiliated to Shivaji University, Kolhapur


Name of the Program : M.Com. Part II (Information Technology)		Semester – III	
Name of the Course (Subject): Research Methodology		Subject Code: MIT 19-304	
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload –6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: <ol style="list-style-type: none"> 1) Articulate the students with the basics of Research. 2) Conversance with the Research Design. 3) Insight into Data Collection. 4) Inculcating Analysis of the Data and Report Writing basics among the students. 			
Unit No.	Name & Contents of Units	No .of Lectures	Teaching Method
1	Introduction to Research : 1.1 Meaning, Definition, Objectives, Types of Research, Research Process. 1.2 Methods of research – Survey Method, Case Study Method. 1.3 Research in Commerce and Management.	20	<i>Lecture, Interactive ICT Based</i>
2	Research Design: 2.1 Meaning and definitions, Objectives, Steps and Characteristics of Good Research Design. Advantages of preparing Research Design. 2.2 Types of Research Design: Exploratory, descriptive, diagnostic and experimental 2.3 Research Problem A) Formulation of research problem. B) Hypothesis – concept, types, formulation of hypothesis.	20	<i>Lecture Interactive ICT Based Discussion Method</i>
3	Data Collection: 3.1 Meaning of data, Types of data (qualitative and quantitative). 3.2 Methods/Source of Data Collection: A) Primary Source of data – Questionnaire, Interview and Observation, difference between questionnaire and schedule, types of questionnaire and schedule, types of questions in questionnaire, Interviews – types of interviews. B) Secondary Source of data	20	<i>Lecture Interactive ICT Based Group Discussion</i>
4	Analysis of the Data and Report Writing: 4.1 Classification and Tabulation, Use of Computer in Research 4.2 Analysis and Interpretation by use of MS-Excel. <i>Testing of hypothesis. (Small Samples and Large Samples)</i> 4.3 Report Writing: - Layout of project report, chapterization, components and characteristics of good research report.	20	<i>Lecture Interactive ICT Based Project Industrial Visit</i>

Reference Books:

1. Michael V.P., 'Research Methodology in Management', Himalaya Publishing House, New Delhi.
2. Krishnaswami O.R. and Ranganatham M., 'Methodology of Research in Social Sciences', Himalaya Publishing House, New Delhi.
3. Kothari C.R., 'Research Methodology – Methods and Techniques', New Age International Publishers.
4. Pauline V. Young, 'Scientific Social Surveys and Research', Prentice-Hall of India Pvt. Ltd., New Delhi.
5. Sachdeva J.K., Business Research Methodology, Himalaya Publishing House, Gupta S.P., Statistical Methods, Sultan Chand & Sons.
6. Herekar P.M; Research Methodology and Project Work, Phadke Prakashan, Kolhapur.

Note: Research Methodology and Project Work papers syllabus is common for all *optional papers*.
Nature of Question Paper Same as per compulsory paper of M.Com- II

M. Com. (Information Technology) II Semester IV

 Rayat Shikshan Sanstha's Dhananjayrao Gadgil College of Commerce, Satara. (An Autonomous College) Affiliated to Shivaji University, Kolhapur			
Name of the Programme: M.Com. Part II (Information Technology)			Semester –IV
Name of the Course (Subject): Management Accounting Paper II (Subject Code MIT19-401)			
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: 1) To acquaint with knowledge of management control system and techniques there under. 2) To apply marginal costing in decision making. 3) To apply the concept of standard costing for variance analysis.			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Management Control System 1.1 Meaning and Importance of Management Control System 1.2 Management Control Process 1.3 Management Information System (MIS) - Meaning and Characteristics 1.4 Responsibility Accounting -Meaning and Objectives 1.5 Types of Responsibility Centre	20	- Lecture - PPT - Videos
2	Marginal Costing 2.1 Meaning and application of Marginal Costing 2.2 Difference between Absorption Costing and Marginal Costing 2.3 Break Even Analysis 2.4 Cost Volume - Profit Analysis 2.5 Decision making by using marginal costing - Make or buy decisions, Shut down or continue decisions, Alternative-course of action etc.	20	- Lecture - PPT - Videos - Practical Work
3	Budgetary Control 3.1 Meaning of Budget & Budgetary Control 3.2 Objectives 3.3 Advantages & limitations 3.4 Types of Budgets (Theory only) 3.5 Practical problems on cash, flexible and capital budget only	20	- Lecture - PPT - Videos - Practical Work
4	Standard Costing and Variance Analysis 4.1 Meaning of Standard Cost and Standard Costing 4.2 Advantages and Limitations 4.3 Variance Analysis - Material, Labour and Overheads variances	20	- Lecture - PPT - Videos - Practical Work

Reference Books:

1. Management Accounting- Khan M.Y. and Jain P.K.
2. Introduction to Management Accounting - Charles T. Horngren -
3. Management Accounting - Pandey I. M. -
4. Principles of Management Accounting - Manmohan&Goyal
5. Principles of Management Accounting - Maheshwari
6. Management Control System - Robert Anthony and Vijay Govindrajan

Websites:-

1. www.cimaglobal.com
2. www.accountantnextdoor.com

DGCG



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara.
 (An Autonomous College)
 Affiliated to Shivaji University,
 Kolhapur

Name of the Programme : M.Com. Part II (Information Technology)		Semester –IV	
Name of the Course (Subject): Business Finance Paper –II		(Subject Code: MIT19.402)	
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload –6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: <ol style="list-style-type: none"> 1) Acquaintance with the Corporate Restructuring. 2) Conception with the Leasing, Hire purchase and Project Finance. 3) Understanding of Mutual Funds and Credit Rating. 4) Awareness about International Finance. 			

Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Corporate Restructuring : 1.1 Meaning, forms Corporate Restructuring, Acquisitions, Divestures, and Other forms 1.2 Mergers & Take Overs: meaning, benefits, Reasons and legal procedure	20	<i>Lecture, Interactive ICT Based Use of case lets</i>
2	Leasing, Hire purchase and Project Finance- 2.1 Leasing - Meaning, Types, reasons for leasing and mechanism of leasing. Hire-purchase- Meaning, features, choice between leasing and hire purchase arrangements. 2.2 Project finance - Meaning, features and main parties.	20	<i>Lecture Interactive ICT Based Discussion Method</i>
3	Mutual Funds and Credit Rating- 3.1 Mutual funds - Meaning, significance, kinds of mutual funds schemes, performance of mutual funds in India. 3.2 Credit Rating - Meaning, Need, Credit rating agencies in India- Types and Methodology of credit rating.	20	<i>Lecture Interactive ICT Based Group Discussion Industrial Visit</i>
4	International Finance- 4.1 Meaning, need, issue of GDR/ADR and foreign currency boards 4.2 Foreign Investment in India – Foreign Direct Investment and Foreign Institutional Investment Meaning, reasons and government policy.	20	<i>Lecture Interactive ICT Based Discussion Methods.</i>

Reference Books:

1. Essentials of Business Finance – Dr. R. M. Shrivastav
2. Corporation Finance – S.C.Kuchal
3. Investment and Securities Market in India – V.A.Avdhani
4. Corporate Financial Policy – Guttman and Dougall
5. Readings in Indian Financial Services – Digvijay
6. Corporate Finance – Brealey, Richard A. & Steward C Myers
7. Stock Exchange and Investment - Raghunathan
8. Stock Exchange Trading in India – Gupta L.C.
9. Capital Issues, SEBI and Listing – Chandratre K.R.
10. Corporate Mergers, Amalgamations & Take over – Verma J.C.
11. Corporate Restructuring and Indian Perspective –Mattoo P.K.
12. Financial Services in India – M.A.Kohok
13. Ravi M Kishore, Financial management (2008) Taxman, Allied services pvt.Ltd, New Delhi.
14. Prasanna Chandra, Financial management (2010) TMH, New Delhi.
15. Bhole L.M. Financial Institutions and Markets (2007) TMH, N. Delhi.
- 16. Aswthappa, International Business THM, N. Delhi.**



Rayat Shikshan Sanstha's,
Dhananjayrao Gadgil College of Commerce, Satara.
 (An Autonomous College)
 Affiliated to Shivaji University,
 Kolhapur

Name of the Programme : M.Com. Part II (Information Technology)		Semester –IV	
Name of the Course (Subject): PHP		(Subject Code: MIT 19-403)	
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload –6 Hrs Per Week
Introduced from June 2020			
Course Outcomes: 1. To understand principles of PHP 2. To know object oriented programming 3. To acquaint file handling techniques 4. To know how PHP can be used for application development			
Unit No	Name & Contents of Units	No .of Lectures.	Teaching Method
1	1.1 Introduction of PHP, Embedding PHP with HTML, Enhancing further, PHP Language Basics: Using variable in PHP, understanding Data types, operator and expressions. Making decisions: simple decision with if statements, switch, ternary operator, do while loop, for statement, break, loop skip iteration, nested loop, Function: calling functions, working with variable functions, own functions references, recursive functions. 1.2 Arrays: creating and accessing array elements, looping through arrays, multidimensional array, manipulating array Strings: creating and accessing strings, searching strings, replacing text within strings and formatting strings.	20	<i>Lecture, Interactive ICT Based Use of program</i>
2	2.1 Handling HTML forms with PHP: HTML forms work, capture form data with PHP, multi value fields, web forms with PHP, 2.2 Storing PHP variables in forms, create file upload forms, redirecting PHP.	20	<i>Lecture Interactive ICT Based framework</i>
3	3.1 Introducing Database and SQL: Deciding how to store data, quick play with MYSQL, connecting to MYSQL from PHP, retrieving data from MYSQL with PHP. Manipulating MYSQL data with PHP insert, update, delete records 3.2 Working with files and directories: understanding files and directories, getting information on files, opening and closing files, reading files and writing files , file permissions, Copying,	20	<i>Lecture Interactive ICT Based List loops etc</i>

	renaming and deleting files, working with directories.		
4	<p>4.1 Advanced PHP Programming Cookies – What is Cookie, Cookie Syntax, How to Create, Store, Retrieve and Delete Cookie. PHP File Upload – Create an Upload-File Form, Upload Script and Save Uploaded file, putting restrictions on uploads.</p> <p>4.2 Session – What is Session? Creating, Storing and Destroying Sessions. Classes & Object – OO Concepts, Define Class, Class Attributes, An Object, Creating an Object, Object Properties & Methods, Object constructors and destructors, Static Method, Class Inheritance, Abstract Class, Implement Inheritance.</p>	20	<i>Lecture Interactive ICT Based</i>

Reference Books:

1. Matt Doyle, Beginning PHP 5.3, Wiley India Edition, 2012 .
 2. PHP6 and MySQL, Steve Suehring, Tim Converse and Joyce Park, Wiley India 2010, Second Edition
 3. Vikram Vaswani, PHP: A Beginners guide, Tata Mcgraw Hill, 2009.
 4. Core PHP Programming” by Atkinson Leon, Suraski Zeev, Pearson Publication
 5. Larry Ullman, PHP 6 and MySQL 5, Pearson Education, 2008.
- Practical VI (Practical Based on above syllabus)



Rayat Shikshan Sanstha's,
Dhananjayrao Gadgil College of Commerce, Satara.
(An Autonomous College)
Affiliated to Shivaji University,
Kolhapur.

Name of the Program : M.Com. Part II (Information Technology)		Semester –IV	
Name of the Course (Subject): Project work in IT		(Subject Code: MIT 19-404)	
Project Work: 60 Marks	Viva-voce: 40 Marks	Total Marks 100	Credit Assigned - 04 Workload – 4 Hrs Per Week
Introduced from June 2020			

An individual student must prepare a major software project under the guidance of internal teacher. Project report will be evaluated by the panel of teachers. The panel for viva-voce examination will be appointed by College Examination Center. The student should prepare the project report on the work carried out by him/her.

Guidelines for Project:

Number of Copies: The student should submit one Hard-bound copy of the Project Report.

Acceptance/Rejection of Project Report:-

The student must submit an outline of the project (Synopsis) report to the college for approval. The college holds the right to accept the project or suggest modifications for resubmission. Only on acceptance of draft project report, the student should make the final copies.

Format of the Project Report:

The student must adhere strictly to the following format for the submission of the Project Report.

a. Paper:

The Report shall be typed on white paper, A4 size, for the final submission. The Report to be submitted to the must be original and subsequent copies may be photocopied on any paper.

b. Typing:

The typing shall be of standard letter size, 1.5 spaced and on one side of the paper only. (Normal text should have Arial Font size 11 or 12. Headings can have bigger size)

c. Margins:

The typing must be done in the following margins:

Left -----1.5 inch, Right ----- 1 inch Top ----- 1 inch, Bottom ----- 1 inch

d. Front Cover: The front cover should contain the following details:

TOP: The title in block capitals of 6mm to 15mm letters.

CENTRE: Full name in block capitals of 6mm to 10mm letters.

BOTTOM: Name of the University, Course, Year of submission -all in block capitals of 6mm to 10mm letters on separate lines with proper spacing and centering.

At the beginning and end of the report, two white black bound papers should be provided, one for the purpose of binding and other to be left blank.

Documentation Format

Cover Page

Institute/College Recommendation

Guide Certificate

Declaration

Acknowledgement

Index

Chapter Scheme

- 1) Introduction to Project -Introduction -Existing System -Need and scope of Computer System Organization Profile
- 2) Proposed System -Objectives -Requirement Eng. - Requirement Gathering - SRS
- 3) System Analysis -System Diagram - DFD - ERD - UML (if applicable)
- 4) System Design - Database Design - Input Design - Output Design
- 5) Implementation - System Requirement - Hardware - Software - Installation process - User Guideline
- 6) Output (with valid Data) (Minimum 4 reports)
- 7) Conclusion and Suggestions - Conclusion - Limitations - Suggestion
- 8) References/ Bibliography: -
 - i) Books: -
 - ii) Journals: -
 - iii) Periodicals and Newspapers: -
 - iv) Web
 - v) Questioner/Schedule (if used)
 - vi) Source code (Include Main Logic source code)



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College)
 Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com - Regular/ IT /BM		Semester – I	
Name of the Course (Subject): Managerial Economics (Paper –I)			
Semester End Exam (SEE)60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2019			
Course Objectives: 1. To acquaint students with micro-economic principles and managerial decisions 2. To understand the application of economics theories in the field of managerial decision making 3. To apply economic reasoning to solve problems of business. 4. To stimulate students interest by showing the relevance and use of various economic theories.			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Unit I: Introduction to Managerial Economics 1.1.Meaning, features and Scope of Managerial Economics 1.2.Role and Responsibilities of Business Manager 1.3.Economic Tools and Techniques for Managerial Economist 1.4.Problems and challenges before Managerial Economist	15	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
2	Unit II: Demand Analysis 2.1.Elasticity of Demand -Types and Methods of Measurement 2.2.Demand Forecasting –Meaning and Methods 2.3.Demand Forecasting for New Products 2.4.Case study on Demand Forecasting and Its applications	20	1.Lecture 2.Use of PPT 3.YouTube 4. Industrial visit
3	Unit III: Consumer Choice under Risks 3.1.The Bernoulli Hypothesis 3.2.Neumann-Morgenstern Index 3.3.The Friedman-Savage Hypothesis 3.4.Markowitz Hypothesis	20	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
4	Unit IV: Production Theory 4.1.Isoquants –Concept and Characteristics 4.2.Cob-Douglas Production Function 4.3.Expansion Path and Return to scale - Economic Region 4.4.Break Even Analysis- Advantages, Limitations and ItsManagerial Applications	20	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion

References

- 1) Ahuja H.L. (2010). Business Economics.S. Chand & Company New Delhi-110055
- 2) Mithani D.M. and Murthy G.K. (2007). Fundamentals of Business Economics. Himalaya PublishingHouse,
- 3) Mankar V.G. (2000).Business Economics. Himalaya Publishing House, New Delhi.
- 4) Stonier A.W. and Hague D.C.(1961) A Text Book of Economic Theory, Congman green and Co.London.
- 5) Ahuja H.L. (2008). Modern Micro Economic: Theory and Applications.S.Chand and Co. Ltd, NewDelhi.
- 6) Koutsoyiannis (1979). Modern Micro Economics. MacMillan Press Ltd. London.
- 7) Dewett K. K. (2006). Modern Economic Theory. S.Chand and Company Ltd., New Delhi.
- 8) JhinganM. L.(2012) Micro Economic Theory.Vrinda Publication (p) Ltd.
- 9) Dominick Salvatore (2011). Microeconomics. Shaum series, McGraw Hill Education.
- 10) Mithani D.M. (2011) Managerial Economics. Himalaya Publishing House, New Delhi
- 11) Seth M. L. (1996).Micro Economics. Lakshmi NarainAgarwalEdn. Publishers, Agra.



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College)
 Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com –BM		Semester – I	
Name of the Course (Subject): Banking and Finance Paper -I (Banking Business in India)			
Semester End Exam (SEE)60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2019			
Course Objectives: 1. To introduce about banking business in India 2. To acquaint the students about development and progress of commercial banks in India 3. To acquaint the students about development and progress of cooperative banks in India 4. To introduce about development of new banking organizations			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Unit I: Introduction to Indian Financial System 1.1. Structure of Indian Financial System 1.2. Financial Reforms in India 1.3. Recent Trends in Indian Financial System 1.4. Challenges before Indian Banking Industry	15	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
2	Unit II: Progress of Commercial Banks 2.1. Public Sector Bank in India -Profile and Progress 2.2. Private Sector Banks in India -Profile and Progress 2.3. Foreign Banks in India -Profile and Progress 2.4. Comparative Analysis of Commercial Banks in India	20	1.Lecture 2.Use of PPT 3.YouTube
3	Unit III: Progress of Cooperative Banks 3.1. Urban Cooperative Banks -Profile and Progress 3.2. DCC Banks -Profile and Progress 3.3. Maharashtra State Cooperative Bank - Profile and Progress 3.4. Problems and Remedies for cooperative banks	20	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
4	Unit IV: Other Specific Banks 4.1.Regional Rural Banks - Profile and Progress 4.2.Payment Banks - Functions, Progress and Challenges 4.3.Small Finance Banks - Functions, Progress and Challenges 4.4.Problems and Remedies for other specific banks	20	1.Lecture 2.Use of PPT 3.YouTube 4. Industrial visit
References 1. IIBF, Principles and Practices of Banking, 3 rd Edition, MacMillan Education. 2015 2. IIBF, Legal and Regulatory Aspects of Banking, 3rd Edition, MacMillan Education. 2015 3. IIBF-Information Systems for Banks, 3rd Edition, MacMillan Education. 2018 4. M.Y.Khan, Indian Financial System, McGraw Hill Education Pvt. Ltd, 9 th Edition, 2015 5. Preethi Singh, Dynamics of the Indian Financial system: Markets, Institutions and Services, AneBooks Private Ltd. 2015. 6. V.Nityanada Sharma, Banking and Financial System, Cambridge University Press-New Delhi. 2011.			



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College)
 Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com Regular / IT/BM		Semester – I	
Name of the Course (Subject): Management Concepts and Organizational Behaviour			
Paper-I (Management Concepts)			
Semester End Exam (SEE) 60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 5 Hrs Per Week
Introduced from June 2019			
Course Objectives: 1) Acquaintance with the with professional management. 2) Familiarity with the contributions of various management thinkers. 3) Knowledge of leadership and motivation theories. 4) Study of various controlling techniques.			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Unit I: <u>Introduction to Management</u> 1.1 Meaning & Definition 1.2 Nature and significance of management 1.3 Professional Management, meaning, need and characteristics 1.4 Managerial skills 1.5 Henry Mintzberg's roles of manager 1.6 Management of Change -Need for change 1.7 Lewin's Force Field Analysis Model 1.8 Resistance to change and remedies to overcome the resistance	15	Lecture, Interactive ICT Based
2	Unit II: <u>International Management</u> 2.1 Japanese Management practices. 2.2. Management in 21st century 2.3. International Management 2.4. Impact of globalization on management 2.5 Role of Global Manager	15	Lecture Interactive ICT Based Discussion Method
3	Unit III: <u>Leadership and Motivation:</u> 3.1. <u>Leadership:</u> 3.1.1. Concept and definition 3.1.2. Theories of leadership- (Traits theory, Behavioral theories, Fiedler's Contingency Theory, Harsey- Blanchard's Theory, The Managerial Grid, Likert's four systems of leadership) 3.2. <u>Motivation:</u> 3.2.1. Concept and process of motivation 3.2.2. Theories of motivation- Mc Clelands theory of needs, Willam Ouch's theory Z , Alderfer's ERG theory, Victor Vroom's expectancy theory 3.2.3 Porter - Lawler Model of Motivation	15	Lecture Interactive ICT Based Group Discussion

4	Unit IV: <u>Controlling Techniques and coordination:</u>	15	<i>Lecture</i>
	4.1. <u>Controlling Techniques:</u> 4.1.1 Concept & definition 4.1.2. Traditional and Modern techniques (MIS, Management Audit, ROI, Network Analysis – PERT and CPM) of control, Statistical Control Tools 4.2. <u>Coordination:</u> 4.2.1. Concept & definition 4.2.2. Principles of Coordination 4.2.3. Process of Coordination 4.2.4. Types of Coordination 4.2.5. Techniques of effective Coordination		<i>Interactive</i> <i>ICT Based</i> <i>Project</i> <i>Industrial Visit</i>
References: 1. Dr.C.B.Gupta , Organization and Management. 2.M.C. Shukla, Business Organization and Management. 3. Peter Drucker, The Practice of Management. 4. O.B. K. Aghurth, Principles of Management. 5. P. Subbarao, Management and Organizational Behaviour. 6. L. M. Prasad, Principles and Practice of Management, S. Chand and Sons NewDelhi. 7. P.K. Agarwal, Principles and Practice of Management, Pragati Prakation, Meerut. 8. B. S. Moshal, Management Theory and Practice, Galgotia Publishing Co., New Delhi.			



Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
 (An Autonomous College)
 Affiliated to Shivaji University, Kolhapur

Name of the Programme : M.Com -BM		Semester – I	
Name of the Course (Subject): Banking and Finance Paper -II (Financial Markets and Institutions)			
Semester End Exam (SEE)60 Marks	Continuous Internal Assessment (CIA) 40	Total Marks 100	Credit Assigned - 05 Workload – 6 Hrs Per Week
Introduced from June 2019			
Course Objectives: 1. To introduce about financial markets and institutions 2. To provide fundamental knowledge about financial services 3. To provide fundamental knowledge about insurance and mutual fund products 4. To introduce about business of NBFCs in India			
Unit No	Name & Contents of Units	No .of Lectures	Teaching Method
1	Unit I: Financial Markets and Institutions 1.1.Components and Important Institutions in Financial Markets 1.2.Financial Instruments - Conventional and Hybrid 1.3.Reforms in Financial Markets 1.4.Concept of Chartered Financial Analyst	15	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
2	Unit II: Financial Services 2.1. Issue Management and Intermediaries - Activities/Procedures 2.2. Demat Services- Nature, Services and Service Providers 2.3. Factoring and Forfeiting - Services and Service Providers 2.4. Credit Cards - Services, Plans, Products and Companies	20	1.Lecture 2.Use of PPT 3.YouTube
3	Unit III: Insurance and Mutual Fund Services 3.1. Life Insurance - Important Products and its features 3.2. General Insurance - Important Products and its features 3.3. Problems and Prospectus of Insurance Business in India 3.4. Mutual Fund - Important Companies and their Products	20	1.Lecture 2.Use of PPT 3.YouTube 4.Discussion
4	Unit IV:NBFCs in India 4.1.Role of NBFCs in Economic development 4.2.Venture Capital Funds - Companies, their Products & Services 4.3.Loan Companies - Companies and their Products and Services 4.4.Investment Companies and their Products and Services	20	1.Lecture 2.Use of PPT 3.YouTube 4. Industrial visit
References 1. IIBF, Principles and Practices of Banking, 3 rd Edition, MacMillan Education. 2015 2. IIBF, Legal and Regulatory Aspects of Banking, 3rd Edition, MacMillan Education. 2015 3. IIBF-Information Systems for Banks, 3rd Edition, MacMillan Education. 2018 4. M.Y.Khan, Indian Financial System, McGraw Hill Education Pvt. Ltd, 9 th Edition, 2015 5. Preethi Singh, Dynamics of the Indian Financial system: Markets, Institutions and Services, AneBooks Private Ltd. 2015. 6. V.Nityanada Sharma, Banking and Financial System, Cambridge University Press-New Delhi, 2011.			

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester –III Paper No. - GEC-7
Sub: Intellectual Property Rights, Patents and Cyber Law
Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcome: 1. Student will know the importance of Intellectual Property Rights 2. Student will know procedure for registering patents, copyright and trademarks 3. Student will know basics of Cyber law and IT Act 2000		
Topic s	Teaching Methods	Hour s
Unit 1 Intellectual Property Introduction 1.1. Protection of Intellectual Property Copyright, 1.2. Related Rights, 1.3. Patents, 1.4. Industrial Designs, 1.5. Trademark, 1.6. Unfair Competition.	Lecture, ICT Based, Interactive	15
Unit 2 Information Technology Related Intellectual Property Rights 2.1. Computer Software and Intellectual Property-Objective, Copyright Protection, Reproducing, Defences, Patent Protection. 2.2. Database and Data Protection-Objective, Need for Protection, UK Data Protection Act, 1998, US Safe Harbor Principle, Enforcement. 2.3. Protection of Semiconductor Chips-Objectives Justification of protection, Criteria, Subject-matter of Protection, WIPO Treaty, TRIPs, SPCA. 2.4. Domain Name Protection-Objectives, domain name and Intellectual Property, Registration of domain names, 2.5. Disputes under Intellectual Property Rights, Jurisdictional Issues, and International Perspective.	Lecture, ICT Based, Interactive	15
Unit 3 Patents (Ownership and Enforcement of Intellectual Property) 3.1. Patents-Objectives, Rights, Assignments, Defences in case of Infringement 3.2. Copyright-Objectives, Rights, Transfer of Copyright, work of employment Infringement, Defences for infringement 3.3. Trademarks-Objectives, Rights, Protection of good will, Infringement, Passing off, Defences. 3.4. Designs-Objectives, Rights, Assignments, Infringements, Defences of Design Infringement	Lecture, ICT Based, Interactive	15

<p>Unit 4 Cyber Law Basic and Information Technology Act 2000</p> <p>4.1. Cyber Law Basic</p> <p>4.1.1 Concepts of Technology and Law : Understanding the Technology of Internet, Scope of Cyber Laws, Cyber Jurisprudence</p> <p>4.2.1 Law of Digital Contracts : The Essence of Digital Contracts, The System of Digital Signatures, The Role</p>	<p>Lecture, ICT Based, Interactive</p>	<p>15</p>
<p>and Function of Certifying Authorities, The Science of Cryptography</p> <p>4.3.1 Intellectual Property Issues in Cyber Space: Domain Names and Related issues, Copyright in the Digital Media, Patents in the Cyber World.</p> <p>4.2. Information Technology Act 2000</p>		

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management

Semester – III Paper No.- GEC-8
Sub: Emerging trends in Information Technology

Credits – 4 (Hours 60)
Introduced from June 2019

Course Outcome: <ol style="list-style-type: none"> 1. Student will know the changes in technologies, applications and Systems around us 2. Student will know about E-banking, E-learning 3. Student will know about IoT and Cloud Computing technologies 		
Topics	Teaching Methods	Hours
Unit 1 E-Commerce 1.1. Introduction: E-commerce as Business need-commerce Types, Advantages, Disadvantages, e-Commerce Architecture 1.2. Internet Payment Systems: Characteristics - 4C Payment Methods - SET Protocol for Credit Card Payment - E-Cash, E- Check - Overview of Smart Card E-Banking 1.3. Transactions : Inter Banking, Intra Banking, Electronic Payments, (Payment – Gateway Example) 1.4. Securities in E-banking (SSL, Digital Signatures – Examples) 1.5. Services Provided : ATM, Smart Card ECS (Electronic Clearing System) e.g. Telephone , Electricity Bills	Lecture, ICT Based, Interactive	15
Unit 2 IoT 3.1. Overview 3.2. IoT – Key Features, advantages, Disadvantages 3.3. Internet of Things – Hardware, Software, Technology and Protocols 3.4. Internet of Things - Common Uses, Media, Marketing, & Advertising 3.5. IoT - Environmental Monitoring, Manufacturing Applications, Energy Applications, Healthcare Applications, Building/Housing Applications, Transportation Applications, Education Applications, Government Applications, Law Enforcement Applications, Consumer Applications	Lecture, ICT Based, Interactive	15
Unit 3 Cloud Computing 3.1. Overview 3.2. Planning 3.3. Technologies 3.4. Architecture, Infrastructure 3.5. Cloud Deployment Models - Public Cloud Model, Private Cloud Model, Hybrid Cloud Model, Community Cloud Model	Lecture, ICT Based, Interactive	15

Unit 4 E-learning 4.1. Models WBT, CBT, 4.2. Virtual Campus , 4.3. LMS & LCMS, 4.4. Video Conferencing, 4.5. Chatting Bulleting, 4.6. Building Online Community, 4.7. Asynchronous / Synchronous Learning,	Lecture, ICT Based, Interactive	15
4.8. Case Study		
Note:		
References 1. E – Commerce : Milind Oka 2. Internet (Use of Search Engines Google & yahoo etc) 3. E–Commerce :C.V.S.Murty 4. Fire Wall and Internet Security: William Cheswick, Stevens, Aviel Rubin 5. The Essential Guide to Knowledge management :Amrit Tiwana 6. The GISBook:GeorgeB.Karte. 6. Management Information System: Laudon & Laudon		

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester – III Paper No.- GEC-9
Sub: Digital Marketing
Credits – 4 (Hours 60)
Introduced from June
2019

Course Outcome: 1. To Understand basic concept of Digital Marketing 2. To Understand the working of Search Engine Optimization 3. To Learn major digital marketing channels , strategy and plan		
Topics	Teaching Methods	Hours
Unit 1 Introduction to Digital Marketing 1.1. Introduction, Definition-Digital Marketing 1.2. Advantages of digital Marketing 1.3. Digital medium in today's market 1.4. 3i Principals	Lecture, ICT Based, Interactive	10
Unit 2 Search Engine Optimization 2.1. Introduction 2.2. SEO Result Pages-Positioning, 2.3. Search Behavior 2.3.1 Goals 2.3.2 On-Page Optimization 2.3.3 Off-Page Optimization 2.3.4 Analyze 2.4. Pay Per Click 2.5. Digital Display advertising 2.5.1 Define 2.5.2 Format 2.5.3 Configure 2.5.4 Analyze	Lecture, ICT Based, Interactive	20
Unit 3 Email ,Social Media and Mobile Marketing 3.1. Introduction to Email Marketing 3.1.1 Data - Email marketing Process 3.1.2 Design and Content Writing 3.1.3 Delivery 3.1.4 Discovery 3.2. Introduction to Social Media Marketing 3.2.1 Social Media Marketing Phase-I-Goals, Different SocialMedia Channels 3.2.2 Social Media Marketing Phase-II-Implementation, Analyze 3.2.3 Laws and Guidelines 3.3 Introduction to Mobile Marketing 3.3.1 Opportunity 3.3.2 Optimize 3.3.3 Advertise 3.3.4 Analyze	Lecture, ICT Based, Interactive	20

Unit 4 Web Analytics 4.1. Introduction to Web Analytics 4.2. Goals, Setup, Monitor, Analyze 4.3. Strategy and Planning used in Digital Marketing 4.4 Case Study	Lecture, ICT Based, Interactive	10
Note:		
References: <ol style="list-style-type: none"> 1. The Art of Digital Marketing: The Definitive Guide to Creating Strategic, Targeted, and Measurable Online Campaigns- IAN DODSON 2. Digital Marketing Analytics: Making Sense of Consumer Data in a Digital World- Chuck Hemann and Ken Burbary 3. Digital Marketing For Dummies- Russ Henneberry and Ryan Deiss 		

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester – III Paper No.- SEC-7
Sub: Introduction to .NET Programming using C#
Credits – 6 (Hours 90)
Introduced from June 2019

Course Outcome:

1. To learn basic programming practices using C#.Net
2. To enhance applications development skill among the student

Topic s	Teaching Methods	Hour s
Unit 1 Introduction to .Net Framework 1.1 Introduction to Visual Studio .NET IDE 1.2 Overview 1.3 Architecture 1.4 .Net Framework(CLR, CTS,CLS, .Net Base Classes, JIT Compiler with its types) 1.5 Features of .Net	Lecture, ICT Based, Interactive	15
Unit 2 Introduction to C# & Windows Programming 2.1 Basics of C# : Operators, Data types, Control Structure, Loops 2.2 Built a Console Application - Compiling and building projects - Global Stack and Heap memory - Type Casting- Implicit and Explicit - Boxing and unboxing - Partial Class 2.3 Built a Windows Application - Compiling and building projects - Event Driven Programming 2.4 Controls:- Form, TextBox, Button, Label, CheckBox, Listbox, ComboBox, RadioButton, DateTimePicker, MonthCalendar, Timer, Progress bar, Scrollbar, PictureBox, ImageBox, ImageList, TreeView, ListView, Toolbar, StatusBar, DataGridView - Menu & Popup Menu - Dialog Boxes	Lecture, ICT Based, Interactive	20
Unit 3 Introduction to Web Programming 3.1 Understanding role of WEB server and WEB browser, HTTPrequest and response structure. 3.2 Types of server controls 3.3 Validation controls -Base validator, compare validator, range validator, grouping control validator 3.4 Web forms life cycle 3.5 Event handling in WEB forms, response.redirect, server.response, cross page post back property of button 3.6 ASP.NET state management 3.7 WEB.config, globalization and localization, App Domain	Lecture, ICT Based, Interactive	15

Unit 4 ADO .NET (Through MS Access, SQL Server) 4.1 Introduction to ADO.Net 4.2 ADO.NET Architecture- Connection, command, data reader, data adapter, data set 4.3 Understanding connected layer of ADO.NET and disconnected layer of ADO.NET	Lecture, ICT Based, Interactive	25
Unit 5. Introduction to Crystal Report 5.1 Basics of Crystal Report	Lecture, ICT Based, Interactive	15
5.2 Designing of Report		
Note:		
References 1. Inside C# - By Tom Archer, Andrew White chapel (Microsoft Pub) 2. ASP.NET Black Book- By Steven Holzner 3. Professional ASP.NET 2 –Wrox Series- Wallace B. McClure 4. C# 2012 Programming Black Book Covers .NET 4.5 Paperback – 2013 by Kogent Learning Solutions Inc. (Author) 5. C# 4.0 The Complete Reference Paperback – 16 Jun 2010 by Herbert Schildt 6. Mastering Crystal Report - BPB Publication 7. Crystal Report – The Complete Reference :- Tata McGraw Hill 8. Professional C# 4.0 and .NET 4 by Christian Nagel, Bill Evjen		

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester – III Paper No.- SEC-8
Sub: AJAX
Credits – 6 (Hours 90)
Introduced from June 2019

Course Outcome:

On completion of this course, students should be able to:

1. Design and implement Object classes using class diagrams, constructors, encapsulation, inheritance, and polymorphism.
2. Write applications that manipulate the Document Object Model to fetch and display information
3. Create anonymous functions and closures, and use them to store and access local data.
4. Create event listeners and call backs to respond to user-interface and network events.
5. Test and debug JavaScript web applications.

Topic s	Teaching Methods	Hour s
Unit 1 Introduction to AJAX 1.1. What is AJAX? 1.2. Ajax rich clients in the real world 1.3. Ajax advantages and disadvantages 1.4. The purpose of AJAX 1.5. Traditional web application 1.6. An AJAX web application 1.7. Alternatives to Ajax	Lecture, ICT Based, Interactive	15
Unit 2 Ajax Frameworks 2.1. The Purpose of Frameworks a. Choosing a Framework 2.2. Dojo a. Downloading Dojo b. Using Dojo for Ajax 2.3. Prototype a. Downloading Prototype b. Using Prototype for Ajax 2.4. Other Popular Frameworks a. Direct Web Remoting (DWR) b. AjaxAnywhere c. Simple Ajax (SAJAX) d. Sarissa e. Other Frameworks	Lecture, ICT Based, Interactive	20
Unit 3 HTML in AJAX 3.1. The HTML Document Object Model 3.2. Accessing Nodes a. Accessing Element Nodes b. Accessing Attribute Nodes c. getAttribute d. attributes[] e. Accessing Nodes by Type, Name or Value f. Accessing Nodes by Class Name 3.3. Removing Nodes from the DOM a. DOM Differences: The Whitespace Problem 3.4. Creating New Nodes	Lecture, ICT Based, Interactive	20

Unit 4 Ajax Applications 4.1. Login Form	Lecture, ICT Based, Interactive	20
---	---------------------------------------	-----------

DGCE

4.2. Quick Lookup Form 4.3. Preloaded Data <ol style="list-style-type: none"> Ajax Slideshow Navigable Tables 		
Unit 5 Project	Lecture, ICT Based, Interactive	15
Reference Book: <ol style="list-style-type: none"> STY Ajax Javascript and PHP: Phil Ballard, Michael Moncur Professional Ajax, 2ed: Nicholas C. Zakas, Jeremy Mcpeak, Joe Fawcett 		

DGC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
Advanced Diploma in Web Designing and Management

Semester – III Paper No.- SEC-9

Sub: Practical based on .NET Programming using C# & AJAX

Credits – 6 (Hours 90)

Introduced from June 2019

Topic s	Teaching Methods	Hour s
1. Programs based on Console Applications <ul style="list-style-type: none"> - Global Stack and Heap memory - Type Casting- Implicit and Explicit - Boxing and unboxing - Partial Class 	Problem Solving, ICTBased, Interactive	5
2. Programs based on Windows Applications <ul style="list-style-type: none"> - Event Driven Programming - Demonstration of Controls - Menu & Popup Menu - Dialog Boxes 3. Programs based on Windows Applications <ul style="list-style-type: none"> - Event Driven Programming - Demonstration of Controls - Menu & Popup Menu - Dialog Boxes 	Problem Solving, ICTBased, Interactive	25
4. Programs based on Web Applications <ul style="list-style-type: none"> - Types of server controls - Validation controls - Event handling in WEB forms - cross page post back property of button - ASP.NET state management 5. Programs based on ADO.NET <ul style="list-style-type: none"> - Using Ms-Access - Using SQL Server - Crystal Reports 	Problem Solving, ICTBased, Interactive	15
7. Program based on AJAX: 7.1 Dojo 7.1.1 Downloading Dojo 7.1.2 Using Dojo for Ajax 7.2 Prototype 7.2.1 Downloading Prototype 7.2.2 Using Prototype for Ajax 7.3 Other Popular Frameworks 7.3.1 Direct Web Remoting (DWR) 7.3.2 Ajax Any where 7.3.3 Simple Ajax (SAJAX) 7.3.4 Sarissa	Problem Solving, ICTBased, Interactive	15
8. AJAX: 8.1 Program based on Accessing Nodes 8.2 Program based on Document Object Model	Problem Solving, ICTBased, Interactive	15

9. AJAX: 9.1 Program based on Ajax Applications 9.1.1 Login Form 9.1.2 Quick Lookup Form 9.1.3 Preloaded Data 9.1.3.1 Ajax Slideshow 9.1.3.2 Navigable Tables	Problem Solving, ICTBased, Interactive	15
--	--	-----------

Note:

References

1. Inside C# - By Tom Archer, Andrew White chapel (Microsoft Pub)
2. ASP.NET Black Book- By Steven Holzner
3. Professional ASP.NET 2 –Wrox Series- Wallace B. McClure
4. C# 2012 Programming Black Book Covers .NET 4.5 Paperback – 2013 by Kogent Learning SolutionsInc. (Author)
5. C# 4.0 The Complete Reference Paperback – 16 Jun 2010by Herbert Schildt
6. Mastering Crystal Report - BPB Publication
7. Crystal Report – The Complete Reference :- Tata McGraw Hill
8. Professional C# 4.0 and .NET 4 by Christian Nagel, Bill Evjen

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management

Semester – IV Paper No.- GEC-

10Sub: Ethical Hacking

Credits – 4 (Hours 60)

Introduced from June 2019

Course Outcome:

By the end of this course, a student should be able to:

1. Outline ethical considerations of hacking
2. Outline legal considerations of hacking
3. Assess an environment using foot printing

Topics	Teaching Methods	Hours
Unit 1 1.1.Data Theft in Organizations 1.2.Elements of Information Security 1.3.Authenticity and Non Repudiation 1.4.Security Challenges, Effects of Hacking 1.5.Hacker – Types of Hacker, Ethical Hacker 1.6.Hactivism - Role of Security and Penetration Tester 1.7.Penetration Testing Methodology 1.8.Networking & Computer Attacks – Malicious Software (Malware), Protection Against Malware, Intruder Attacks on Networks and Computers 1.9.Addressing Physical Security – Key Loggers and Back Doors	Lecture, ICT Based, Interactive	15
Unit 2 2.1. Web Tools for Foot Printing 2.2. Google Hacking, Scanning, Enumeration 2.3. Trojans & Backdoors, Virus & Worms 2.4. Proxy & Packet Filtering 2.5. Denial of Service, Sniffer 2.6. Social Engineering – shoulder surfing, Dumpster Diving, Piggybacking	Lecture, ICT Based, Interactive	15
Unit 3 3.1. Physical Security – Attacks and Protection 3.2. Steganography – Methods, Attacks and Measures 3.3. Cryptography – Methods and Types of Attacks 3.4. Linux Hacking	Lecture, ICT Based, Interactive	15
Unit 4 4.1. Routers, Firewall & Honeypots, 4.2. Penetration Testing, Session Hijacking, 4.3. Web Server, SQL Injection, 4.4. Reverse Engineering, 4.5. Email Hacking	Lecture, ICT Based, Interactive	15

Note:

References

1. "Gray Hat Hacking The Ethical Hackers Handbook, 3rd Edition" by Allen Harper and Shon Harris
2. "The Web Application Hacker's Handbook: Finding and Exploiting Security Flaws, 2ed" by Dafydd Stuttard and Marcus Pinto
3. "Hacking For Dummies" by Kevin Beaver

DDGSC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
Advanced Diploma in Web Designing and Management
Semester – IV Paper No.- GEC-11
Sub: ERP
Credits – 4 (Hours 60) Introduced from June 2019

Course Outcome:

1. Students will be aquatinted with Basic concepts ERP
2. Students will familiar with ERP & its Related Technologies.
3. Students will be familiar with concept of OLAP & ERP implementation

Topic s	Teaching Methods	Hour s
Unit 1 ERP: An Overview 1.1. Introduction, Evolution 1.2. Basic ERP concepts 1.3. Enterprise- An Overview 1.4. Role of Enterprise, What is ERP? 1.5. Reasons for Growth of ERP 1.6. Advantages and Disadvantages of ERP 1.7. Risk in ERP implementations 1.8. Life cycle of ERP	Lecture, ICT Based, Interactive	15
Unit 2 ERP & Related Technologies 2.1. Introduction, Integrated Management Information 2.2. Business Modeling, Integrated Data model, 2.3. Business Process Reengineering(BPR) 2.4. Intranet &Extranet 2.5. Executive Information Systems(EIS), Data Mining 2.6. Supply Chain Management, Management InformationSystem(MIS) 2.7. Decision Support System(DSS) 2.8. Online Analytical Processing, 2.9. Product life cycle Management(PLM)	Lecture, ICT Based, Interactive	15
Unit 3 Online Analytical Processing (OLAP) 3.1 Introduction to OLAP 3.2 Rules of OLAP 3.3 OLAP and Data Warehousing, 3.4 Data Warehousing-Introduction to Data warehousing 3.5 Advantages ,tools and techniques ,Benefits of GIS 3.6 Uses of OLAP 3.7 Key Features of OLAP- 3.7.1 Multidimensional views of Data, 3.7.2 Calculation intensive, 3.7.3 Time Intelligence, 3.8 OLAP benefits, 3.9 Different styles of OLAP.	Lecture, ICT Based, Interactive	15

Unit 4 ERP Implementation 4.1 Introduction to ERP Implementation, objectives, 4.2 Phases- Pre-evaluation Screening, Package Evaluation, Project Planning Phase, GAP Analysis, Reengineering, Configuration, 4.3 Implementation Team Training, Testing, Going Live, End-User Testing, Post-Implementation 4.4 Use of ERP implementation	Lecture, ICT Based, Interactive	15
---	---------------------------------------	-----------

DGSC

Note:

References

1. Enterprise Resource Planning by Alexis Leon (Tata McGraw-Hill)
2. ERP Demystified by Alexis Leon (Tata McGraw-Hill)
3. ERP in simple steps by Kogent Solution, Wiley- Dreamtech Publications

DGSC

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester – IV Paper No.- SEC-10
Sub: Content Management System
Credits – 6 (Hours 90)
Introduced from June 2019

Course Outcome: 1. To learn basic of Wordpress ,Joomla,Drupal, 2. To develop web designing skills		
Topic s	Teaching Methods	Hour s
Unit 1 Fundamentals of Wordpress 1.1. Overview wordpress 1.2. Installation wordpress 1.3. Dashboard 1.4. Settings categories posts 1.5. Media 1.6. Pages	Lecture, ICT Based, Interactive	20
Unit 2 Introduction to Joomla 2.1. Introduction 2.2. What is Content Management System (CMS)? 2.3. History 2.4. Features 2.5. Advantages 2.6. Disadvantages 2.7. Architecture 2.8. Control panel 2.9. Toolbar 2.10. Menus	Lecture, ICT Based, Interactive	25
Unit 3 Drupal Basics 3.1. Introduction to Drupal & acquia Drupal 3.2. Header, blocks, links, comments 3.3. Drupal's module weighting and selection process 3.4. Basic structure of a module 3.5. .module, .info, .install file 3.6. Druple terminologies-Modules,Themes,Nodes,Blocks 3.7. Layout 3.8. File System 3.9. Adding content Type	Lecture, ICT Based, Interactive	25
Unit 4 Magento 4.1. Introduction about magento 4.2. Magento installation 4.3. Logo 4.4. Edit footer 4.5. Menubar 4.6. User creation 4.7. Contact form,Google map,Google analytics 4.8. Maintenance mode 4.9. Working with plugins and modules 4.10. Working with themes 4.11. Updation and deletion plugins 4.12. Upgrade the magento versions	Lecture, ICT Based, Interactive	

Note:

DGCC

References

1. Beginning Joomla! - [Dan Rahmel](#)
2. Drupal 8 Development Cookbook- Matt Glaman
3. Programmer's Guide to Drupal: Principles, Practices, and Pitfalls-Jennifer Hodgdon
4. Magento 1.4 Theming Cookbook -Jose Argudo Blanco

DGCG

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
(An Autonomous College)
Advanced Diploma in Web Designing and Management
Semester – IV Paper No.- SEC-11
Sub: Practical based on Content Management System
Credits – 6 (Hours 90)
Introduced from June 2019

Course Outcome:

1. To learn practical knowledge about CMS

Topic s	Teaching Methods	Hour s
1.1. Download & Installation Joomla 1.2. Create and store database 1.3. Program based on creating menus 1.4. Program based on adding menu items 1.5. Program based on modifying menu items 1.6 Program based on creating submenu items	Lecture, ICT Based, Interactive	30
2.1. Installing Drupal 2.2. The Admin Interface 2.3. Creating Content 2.4. Managing Content 2.5. Site Building 2.6. Site Configuration 2.7. How to add multiple menu and manage it. 2.8. Blocks And Regions 2.9. Default blocks, Custom Blocks, How To Add New Block Enable Default Blocks and Controlling the Front page 2.10 To Add New Menu and manage it	Lecture, ICT Based, Interactive	30
3.1 Magento installation 3.2 Edit footer 3.3 Menubar 3.4 User creation 3.5 Contact form 3.6 Google map 3.7 Google analytics	Lecture, ICT Based, Interactive	30

Rayat Shikshan Sanstha's
Dhananjayrao Gadgil College of Commerce, Satara
An Autonomous College
Advanced Diploma in Web Designing and Management

Semester – IV Paper No.- SEC-12

Sub: Major Project Credits

– 6 (Hours 90) Introduced

from June 2019

A group of maximum four students prepare a mini project under the guidance of internal teacher. Project report will be evaluated by the **internal teacher out of 40 marks** and there will be **viva-voce examination for 60 marks**. (Documentation – 25 Marks, Online Presentation—20 Marks, Viva-Voce --15 Marks) The panel for viva-voce examination will be appointed by the autonomous college exam cell. The student should prepare the project report on the work carried out as a project in semester VI. **Guidelines for Mini Project:**

Number of Copies: The student should submit **two Hard-bound copies** of the Project Report.

Acceptance/Rejection of Project Report: The student must submit an outline of the project report to the college for approval. The college holds the right to accept the project or suggest modifications for resubmission. Only on acceptance of draft project report, the student should make the final copies.

Format of the Project Report:

The student must adhere strictly to the following format for the submission of the Project Report.

a. Paper:

The Report shall be typed on white paper, A4 size, for the final submission. The Report to be submitted to the must be original and subsequent copies may be photocopied on any paper.

b. Typing:

The typing shall be of standard letter size, 1.5 spaced and on one side of the paper only. (Normal text should have Arial Font size 11 or 12. Headings can have bigger size)

c. Margins:

The typing must be done in the following margins:

Left -----1.5 inch, Right --- 1 inch

Top ----- 1 inch, Bottom----- 1 inch

d. Front Cover:

The front cover should contain the following details:

TOP : The title in block capitals of 6mm to 15mm letters.

CENTRE: Full name in block capitals of 6mm to 10mm letters.

BOTTOM: Name of the Affiliating University and College, Course, Year of submission -all in block capitals of 6mm to 10mm letters on separate lines with proper spacing and centering.

f. Blank Sheets:

At the beginning and end of the report, two white black bound papers should be provided, one for the purpose of binding and other to be left blank.

Documentation Format

- a) Cover Page**
- b) Institute/College Recommendation**
- c) Guide Certificate**
- d) Declaration**
- e) Acknowledgement**
- f) Index**
- g) Chapter Scheme**

1) Introduction to Project

- Introduction
- Existing System
- Need and scope of Computer System
- Organization Profile

2) Proposed System

- Objectives
- Requirement Engineering
 - Requirement Gathering
 - SRS

3) System Analysis

- System Diagram
 - DFD
 - ERD
 - UML (if applicable)

4) System Design

- Database Design
- Input Design
- Output Design

5) Implementation

- System Requirement
- Hardware
- Software
- Installation process
- User Guideline

6) Output (with valid Data) (Minimum 6 reports)

7) Conclusion and Future Enhancement

- Conclusion
- Limitations
- Future Enhancement

8) References:-

- i. Books:-
- ii. Journals:-
- iii. Periodicals and Newspapers:-
- iv. Websites
- v. Questioner/Schedule(if used)
- vi. Source code (Include main logic source code)