

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: International Finance**

**Name of the Faculty: Rashmi G**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	a) Introduction to International Finance: b) Balance of Payment: c) International Monetary Systems: d) An introduction to Exchange Rates:		12
December	a) Foreign Exchange Markets: b) International Parity Relationships & Foreign Exchange Rate: •c) Currency & Interest Rate Futures:		12
January	a) Euro Currency Bond Markets: b) International Equity Markets & Investments: c) International Foreign Exchange Markets: d) International Capital Budgeting:		10
February	a) Foreign Exchange Risk Management: b) International Tax Environment: c) International Project Appraisal:		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: Innovative Financial Services**

**Name of the Faculty: Mario M**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	a) <b>Financial Services:</b> b) <b>Factoring and Forfaiting:</b> c) <b>Bill Discounting:</b>		12
December	a) <b>Issue Management and Intermediaries:</b> b) <b>Stock Broking:</b> c) <b>Securitization:</b>		12
January	a) <b>Lease and Hire-Purchase:</b> b) <b>Housing Finance:</b> c) <b>Venture Capital:</b>		10
February	a) <b>Consumer Finance:</b> b) <b>Plastic Money:</b> c) <b>Credit Rating:</b>		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: Project Management**

**Name of the Faculty: Khoj Agarwal**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	a) Introduction to Project Management: b) Organizational Structure (Project Organization): c) Project Initiation:		12
December	a) Project Feasibility Analysis: b) Market Analysis: c) Technical Analysis: d) Operational Analysis		12
January	a) Funds Estimation in Project: b) Risk Management in Projects: c) Cost Benefit Analysis in Projects		12
February	a) Modern Development in Project Management: b) Project Monitoring & Controlling: c) Project Termination & Solving Project Management Problems		10

M.L.Dahanukar College of Commerce

Teaching Plan

Department: BMS

Class: TYBMS

Semester: VI

Subject: Strategic Financial Management

Name of the Faculty: Rakhi Pitkar

Month	Topics to be Covered	Internal assessment	Number of lectures
June	Dividend Decision and XBRL a) Dividend Decision: b) XBRL:		12
July	Capital Budgeting and Capital Rationing a) Capital Budgeting: b) Capital Rationing:		16
August	<b>a) Shareholder Value and Corporate Governance:</b> <ul style="list-style-type: none"><li>Financial Goals and Strategy, Shareholder Value Creation: EVA and MVA Approach,</li></ul> <b>b) Corporate Restructuring:</b> <ul style="list-style-type: none"><li>Meaning, Types, Limitations of Merger, Amalgamation, Acquisition, Takeover,</li></ul>		14
September	a) Financial Management in Banking Sector: b) Working Capital Financing:		16

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: Brand Management**

**Name of the Faculty: Shweta Soman**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	Brand Management, Importance of Branding to Consumers, Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities,	Brand Management, Importance of Branding to Consumers, Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities,	06
December	Integrating Marketing Programs and Activities • Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing • Product Strategy: Perceived Quality and Relationship Marketing		12
January	a) The Brand Value Chain b) Measuring Sources of Brand Equity: c) Young and Rubicam's Brand Asset Valuator d) Measuring Outcomes of Brand Equity		16
February	a) Designing & Implementing Branding Strategies: b) Brand Extensions: c) Managing Brands over Time: d) Building Global Customer Based Brand Equity		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: Retail Management**

**Name of the Faculty: Dr.Parveen Nagpal**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	Retail Management: Introduction and Meaning, Significance, Factors Influencing Retail Management, Scope of Retail Management Retail Formats	An overview of Strategic Management	06
December	Organized Retailing: Factors Responsible for the Growth of Organized Retail in India Multichannel Retailing: Meaning and Types, E-tailing: Meaning, Advantages and Limitations Emerging Trends in Retailing, Impact of Globalization on Retailing I.T in Retail: Importance, Advantages and Limitations, Applications of I.T. in Retail: EDI, Bar Coding, RFID Tags, Electronic Surveillance,		12

	<p>Electronic Shelf Labels</p> <p>FDI in Retailing: Meaning, Need for FDI in Indian Retail Scenario</p> <p>Franchising: Meaning, Types, Advantages and Limitations, Franchising in India • Green Retailing • Airport Retailing</p>	
January	<p>Retail Consumer/Shoppper: Factors Influencing Retail Shoppers, Changing Profile of Retail Shoppers</p> <p>Market Research as a Tool for Understanding Retail Markets and Shoppers</p> <p>CRM in Retail: Objectives, Customer Retention</p> <p>Approaches: Retail Strategy: Process, Retail Value Chain</p> <p>Store Location Selection: Types of Retail Locations, Factors Influencing Store Location</p> <p>HRM in Retail: Significance, Functions</p> <p>Organization Structure in Retail</p>	16
February	<p>Merchandise Management - Types of Merchandise, Principles of Merchandising, Merchandise Planning-</p>	12

	<p>Meaning and Process</p> <p>Merchandise Category – Meaning, Importance, Components, Role of Category Captain</p> <p>Merchandise Procurement/Sourcing: Process</p> <p>Buying Cycle, Factors Affecting Buying Functions, Young and Rubicam’s Brand Asset Valuator.</p> <p>Need and Importance of Private Labels, Private Labels in India Retail Pricing: Considerations in Setting Retail Pricing, Pricing Strategies</p>		
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M.L.Dahanukar College of Commerce

Teaching Plan

Department: BMS

Class: TYBMS

Semester:VI

Subject: International Marketing

Name of the Faculty: H Oberoi

Month	Topics to be covered	Topics for Internal	No of Lectures
November	Features of International Marketing, Need and Drivers of International Marketing  Concept of International Trade, Barriers to Trade: Tariff and Non Tariff, Trading Blocs : SAARC, ASEAN, NAFTA, EU, OPEC		06
December	<b>a) International Marketing Environment:</b> <b>b) Marketing Research:</b>		12
January	<b>a) International Product Decision</b> <b>b) International Pricing Decision:</b> <b>c) International Distribution Decisions</b> <b>d) International Promotion Decisions</b>		16
February	<b>a) Introduction -Developing International Marketing Plan:</b> <b>b) International strategies:</b> <b>c) International Marketing of Services</b>		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester:VI**

**Subject: Media Planning and Management**

**Name of the Faculty: Satish Bendre**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	a) Overview of Media and Media Planning: b) Media Research:		06
December	a) Media Mix: b) Media Choices: c) Emerging Media: d) Media Strategy:		12
January	a) Media Budget b) Media Buying: c) Media Scheduling		16
February	a) Media Measurement: b) Benchmarking Metrics: c) Plan Metrics: d) Evaluating Media Buys		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: V**

**Subject: HRM in Global Perspective**

**Name of the Faculty: Dr.Parveen Nagpal**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	<ul style="list-style-type: none"><li>• Difference between International HRM and Domestic HRM</li><li>• Approaches to IHRM- Ethnocentric, Polycentric, Geocentric and Regiocentric</li><li>• Limitations to IHRM</li><li>• Qualities of Global Managers</li><li>• Organizational Dynamics and IHRM</li></ul>	Human Resource Management , Personnel Policies	06
December	International Recruitment and Selection Motivation and Reward System- <ul style="list-style-type: none"><li>• International Industrial Relations</li></ul>		12
January	Concepts of PCNs (Parent-Country Nationals), TCNs(Third-Country Nationals) and HCNs(Host-Country Nationals) Expatriation		16
February	Emerging Trends in IHRM Growth in Strategic Alliances and Cross Border Mergers and Acquisitions- Impact on IHRM Knowledge Management and IHRM . Discussion of Case Studies		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: V**

**Subject: Organisational Development**

**Name of the Faculty: Satish Bendre**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	Organisational Development – Meaning, Features, Evolution, Components, Objectives, Principles, Process, Importance • Relevance of Organisational Development for Managers, OD- HRD Interface, Participation of Top Management in OD		06
December	Organizational Renewal, Re-energising, OD and Business Process Re-Engineering (BPR), OD and Leadership Development • Organisational Change-		12
January	Types of Interventions- Human Resource Intervention, Structural Intervention, Strategic Interventions, Third Party Peace Making Intervention • Techniques of OD Intervention		16
February	Values in OD – Meaning, Professional Values, Value Conflict and Dilemma • Ethics in OD – Meaning, Factors Influencing Ethical Judgement, Ethical Guidelines for OD Professionals		12

M.L.Dahanukar College of Commerce

Teaching Plan

Department: BMS

Class: TYBMS

Semester: V

Subject: HRM in SSM

Name of the Faculty: Shweta Soman

Month	Topics to be covered	Topics for Internal	No of Lectures
November	<b>Service Sector Management –</b> Meaning, Significance of Service Sector, Reasons for Growth in Service Sector • <b>Service Organization -</b> Importance of Layout and Design of Service Organization, Servicescape • <b>Service Culture in Organization –</b> Meaning, Developing Service Culture in Organization	Introduction  Organization and Management Concepts, Nature and Significance of BPR	06
December	<b>Emotional Labour –</b> Meaning, Strategies for Managing Emotional Labour • <b>Recruitment in Service Sector–</b> Recruiting Right People, Recruitment Procedures and Criteria, Challenges in Recruitment in Service Sector • <b>Selection of Employees in Service Sector</b>		12
January	<b>Delivering Services through Agents and Brokers -</b> Meaning, Advantages, Challenges, Strategies for Effective Service Delivery through Agents and Brokers • <b>HRM in Public Sector</b>		16

	<b>Organizations and Non – Profit Sector in India</b> <b>• Issues and Challenges of HR in Specific Services:</b>		
February	<b>Service Leadership – Meaning, Integrating Marketing Operation and Human Resources, Creating a Leading Service Organization, The Service – Profit Chain Model</b> <b>• Attrition in Service Sector</b>		12

M.L.Dahanukar College of Commerce

Teaching Plan

Department: BMS

Class: TYBMS

Semester: VI

Subject: Indian Ethos in Management

Name of the Faculty: Delisha D

Month	Topics to be covered	Topics for Internal	No of Lectures
November	a) Indian Ethos b) Management Lessons from Scriptures: Indian Management v/s Western Management	a) Indian Ethos b) Management Lessons from Scriptures: Indian Management v/s Western Management	06
December	<b>a) Work Ethos:</b> • Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos <b>b) Values:</b>		12
January	a) Stress Management: b) Stress Management Techniques: c) Leadership: d) Motivation		16
February	Learning: Meaning, Mechanisms		12

**M.L.Dahanukar College of Commerce**

**Teaching Plan**

**Department: BMS**

**Class: TYBMS**

**Semester: VI**

**Subject: Operation Research**

**Name of the Faculty: Srinath R**

<b>Month</b>	<b>Topics to be covered</b>	<b>Topics for Internal</b>	<b>No of Lectures</b>
November	a) Introduction To Operations Research b) Linear Programming Problems: Introduction and Formulation c) Linear Programming Problems: Graphical Method d) Linear Programming Problems: Simplex Method	a) Introduction To Operations Research b) Linear Programming Problems: Introduction and Formulation c) Linear Programming Problems: Graphical Method d) Linear Programming Problems: Simplex Method	12
December	a) Assignment Problem – Hungarian Method b) Transportation Problems		12
January	a) Critical Path Method (CPM) b) Project Crashing c) Program Evaluation and Review Technique (PERT)		13
February	a) Decision Theory b) Job Sequencing Problem c) Theory of Games		10

