

M. L. Dahanukar College of Commerce

Teaching Plan 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: International Finance

Name of the Faculty: Sameer Soni

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	a) Introduction to International Finance: b) Balance of Payment: c) International Monetary Systems: d) An introduction to Exchange Rates:	a) Introduction to International Finance: b) Balance of Payment: c) International Monetary Systems: d) An introduction to Exchange Rates:	16
December	a) Foreign Exchange Markets: b) International Parity Relationships & Foreign Exchange Rate: c) Currency & Interest Rate Futures:	a) Foreign Exchange Markets: b) International Parity Relationships & Foreign Exchange Rate: c) Currency & Interest Rate Futures	18
January	a) Euro Currency Bond Markets: b) International Equity Markets & Investments: c) International Foreign Exchange Markets: d) International Capital Budgeting:		14
February	a) Foreign Exchange Risk Management: b) International Tax Environment: c) International Project Appraisal:		12

M. L. Dahanukar College of Commerce

Teaching Plan 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: Innovative Financial Services

Name of the Faculty: Mario M

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	a) Financial Services b) Factoring and Forfaiting c) Bill Discounting	a) Financial Services b) Factoring and Forfaiting c) Bill Discounting	14
December	a) Issue Management and Intermediaries b) Stock Broking c) Securitization	a) Issue Management and Intermediaries b) Stock Broking c) Securitization	16
January	a) Lease and Hire-Purchase b) Housing Finance c) Venture Capital		16
February	a) Consumer Finance b) Plastic Money c) Credit Rating		14

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Teaching Plan 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: Project Management

Name of the Faculty: Shweta Soman

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	a) Introduction to Project Management b) Organizational Structure (Project Organization) c) Project Initiation	a) Introduction to Project Management b) Organizational Structure (Project Organization) c) Project Initiation: a) Project Feasibility	14
December	a) Project Feasibility Analysis: b) Market Analysis: c) Technical Analysis: d) Operational Analysis	Analysis b) Market Analysis c) Technical Analysis d) Operational Analysis	18
January	a) Funds Estimation in Project: b) Risk Management in Projects: c) Cost Benefit Analysis in Projects		14
February	a) Modern Development in Project Management: b) Project Monitoring & Controlling: c) Project Termination & Solving Project Management Problems		14

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Teaching Plan 2021-22

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
November	Dividend Decision and XBRL a) Dividend Decision: b) XBRL:	Dividend Decision and XBRL a) Dividend Decision: b) XBRL:	14
December	Capital Budgeting and Capital Rationing b) Capital Budgeting: c) Capital Rationing:	Capital Budgeting and Capital Rationing a) Capital Budgeting: b) XBRL:	16
January	a) Shareholder Value and Corporate Governance: • Financial Goals and Strategy, Shareholder Value Creation: EVA and MVA Approach, b) Corporate Restructuring: • Meaning, Types, Limitations of Merger, Amalgamation, Acquisition, Takeover,	Capital Rationing	14
February	a) Financial Management in Banking Sector: b) Working Capital Financing:		16

M. L. Dahanukar College of Commerce

Teaching Plan 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: Brand Management

Name of the Faculty: Shweta Soman

Month	Topics to be covered	Topics for Internal	No. of Lectures
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,	16
December	Integrating Marketing Programs and Activities • Personalizing Marketing: Experiential Marketing, One to One Marketing, Permission Marketing • Product Strategy: Perceived Quality and Relationship Marketing	Integrating Marketing Personalizing Marketing: Experiential Marketing, One to One Marketing, Permission Marketing	16
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 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: Retail Management

Name of the Faculty: Delisha D'souza

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	1. Retail Management: Introduction and meaning, Significance, Factors Influencing Retail Management, Scope of Retail Management, Retail Formats	Retail Management: Introduction and meaning, Significance, Factors Influencing Retail Management, Scope of Retail Management Retail Formats, Organized Retailing: Factors responsible for the growth of Organized Retail in India, Multichannel Retailing- Meaning and Types, E-tailing, Emerging trends in Retailing, Impact of Globalization on Retailing, I.T. in Retail, FDI in retailing, Franchising, Green Retailing, Airport Retailing	16
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,		16

	<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>2. 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>3. Merchandise Management - Types of Merchandise, Principles of Merchandising, Merchandise Planning-</p>		12

	<p>Merchandise Category, Role of Category Captain, Merchandise</p> <p>Procurement/Sourcing:</p> <p>Process Buying Cycle, Factors Affecting Buying Functions, Young and Rubicam's Brand Asset Valuator. Need and Importance of Private Labels in India, Retail Pricing</p> <p>4. Managing and Sustaining Retail</p> <ul style="list-style-type: none">a) Retail Store Operationsb) Store Design and Layoutc) Visual Merchandising and Displayd) Mall Managemente) Legal and Ethical Aspects of Retailing		
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M. L. Dahanukar College of Commerce

Teaching Plan 2021-22

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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	Features of International Marketing, Need and Drivers of International Marketing Concept of International Trade, Barriers to Trade: Tariff and Non-Tariff,	16
December	a) International Marketing Environment: b) Marketing Research:	Trading Blocs: SAARC, ASEAN, NAFTA, EU, OPEC	12
January	a) International Product Decision b) International Pricing Decision: c) International Distribution Decisions d) International Promotion Decisions		16
February	a) Introduction -Developing International Marketing Plan: b) International strategies: c) International Marketing of Services		16

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Teaching Plan 2021-22

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Class: TYBMS

Semester: VI

Subject: Media Planning and Management

Name of the Faculty: Satish Bendre

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	a) Overview of Media and Media Planning: b) Media Research:	a) Overview of Media and Media Planning: b) Media Research:	16
December	a) Media Mix: b) Media Choices: c) Emerging Media: d) Media Strategy:	a) Media Mix: b) Media Choices: c) Emerging Media: d) Media Strategy:	14
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		14

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Teaching Plan 2021-22

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Semester: VI

Subject: HRM in Global Perspective

Name of the Faculty: Rakhi Pitkar

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	<ul style="list-style-type: none">• Difference between International HRM and Domestic HRM• Approaches to IHRM- Ethnocentric, Polycentric, Geocentric and Regio centric• Limitations to IHRM• Qualities of Global Managers• Organizational Dynamics and IHRM	Difference between International HRM and Domestic HRM Approaches to IHRM- Ethnocentric, Polycentric, Geocentric and Regio centric	18
December	International Recruitment and Selection Motivation and Reward System- <ul style="list-style-type: none">• International Industrial Relations	Ethnocentric, Polycentric, Geocentric and Regio centric	12
January	Concepts of PCNs (Parent-Country Nationals), TCNs (Third-Country Nationals) and HCNs (Host-Country Nationals) Expatriation	Limitations to IHRM Qualities of Global Managers	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	Organizational Dynamics and IHRM	14

M. L. Dahanukar College of Commerce

Teaching Plan 2021-22

Department: BMS

Class: TYBMS

Semester: VI

Subject: Organisational Development

Name of the Faculty: Satish Bendre

Month	Topics to be covered	Topics for Internal	No. of Lectures
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	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

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Semester: VI

Subject: HRM in SSM

Name of the Faculty: Shweta Soman

Month	Topics to be covered	Topics for Internal	No of Lectures
November	<p>Service Sector Management – Meaning, Significance of Service Sector, Reasons for Growth in Service Sector</p> <ul style="list-style-type: none"> • Service Organization - Importance of Layout and Design of Service Organization, Servicescape • Service Culture in Organization – Meaning, Developing Service Culture in Organization 	<p>Service Sector Management – Meaning, Significance of Service Sector, Reasons for Growth in Service Sector</p> <ul style="list-style-type: none"> • Service Organization - Importance of Layout and Design of Service Organization, Service scape 	16
December	<p>Emotional Labour – Meaning, Strategies for Managing Emotional Labour</p> <ul style="list-style-type: none"> • Recruitment in Service Sector– Recruiting Right People, Recruitment Procedures and Criteria, Challenges in Recruitment in Service Sector • Selection of Employees in Service Sector 	<ul style="list-style-type: none"> • Service Culture in Organization – Meaning, Developing Service Culture in Organization 	16
January	<p>Delivering Services through Agents and Brokers - Meaning, Advantages, Challenges, Strategies for Effective Service Delivery through Agents and Brokers</p> <ul style="list-style-type: none"> • HRM in Public Sector 		16

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

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Semester: VI

Subject: Indian Ethos in Management

Name of the Faculty: Delisha D'souza

Month	Topics to be covered	Topics for Internal	No. of Lectures
November	a) Indian Ethos b) Management Lessons from Scriptures Indian Heritage in Business, Management, Production and Consumption Ethics v/s Ethos Indian Management v/s Western Management	a) Indian Ethos b) Management Lessons from Scriptures Indian Heritage in Business, Management, Production and Consumption Ethics v/s Ethos	12
December	a) Work Ethos Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos b) Values	Indian Management v/s Western Management a) Work Ethos Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos b) Values	18
January	a) Stress Management: b) Stress Management Techniques c) Leadership d) Motivation	Dimensions, Steps, Factors Responsible for Poor Work Ethos b) Values	16
February	a) Learning: Meaning, Mechanisms: Gurukul & Modern System of Learning, Laws of Karma, Corporate Karma, Self-Management, Personality Development		14

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Semester: VI

Subject: Operation Research

Name of the Faculty: Fahaad U

Month	Topics to be covered	Topics for Internal	No. of Lectures
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	18
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)		14
February	a) Decision Theory b) Job Sequencing Problem c) Theory of Games		16

