

Teaching Plan: 2025 - 26

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Basics of Logistics

Name of the Faculty: Satish Bendre

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 50 minutes)
July 25	Introduction to Logistics Logistics: Definition, Evolution, Objectives, Importance Components and Functions of Logistics, Management, Distribution related Issues and Challenges; Gaining competitive advantage through Logistics Management, Transportation- Functions, Costs, and Mode; Network and Decision, Containerization, Cross docking.	Quiz	18
August 25	Elements of Logistics Mix Transportation - Introduction, Principles and Participants in Transportation, Transport Functionality, Factors Influencing Transportation Decisions, Modes of Transportation- Railways, Roadways, Airways, Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation • Warehousing - Introduction, Warehouse Functionality, Benefits of Warehousing, Warehouse Operating Principles, Types of Warehouses, Warehousing Strategies, Factors affecting Warehousing • Materials Handling - Meaning, Objectives, Principles of Materials Handling, Systems of Materials Handling, Equipment used for Materials Handling, Factors affecting Materials Handling Equipment • Packaging - Introduction, Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging, Types of Packaging Material, Packaging Costs	Group Presentation	18
Sept 25	Basics of Transportation Basics of Transportation, Transportation Functionality and Principles; Multimodal Transport: Modal Characteristics, Modal Comparisons, International Air Cargo Transport; Coastal and Ocean transportation, Characteristics of shipping	Group Presentation	18

	transport- Types of Ships, Containerization: Genesis- Concept, Classification, Benefits and Constraints		
Oct 25	Warehouse and Transportation Warehouse Meaning, Types of Warehouses, Benefits of Warehousing, Transportation-Meaning, Types of Transportations, efficient transportation system and Benefits of efficient transportation systems, Courier/Express - Meaning, Categorization of Shipments, Courier Guidelines, Pricing in Courier, Express Sector for international and domestic shipping, E-Commerce Meaning, Brief on Fulfilment Centers, Reverse logistics in e- commerce sector, Marketing in e-commerce and future trends in e-commerce, cold storage logistics.	Assignment	6
	Total Lectures		60

Satish Bendre

Dr. Mitali Shelankar

Sign of Faculty

Sign of Co-ordinator

M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Marketing of Services

Name of the Faculty: Mrunmayi Vengurlekar

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Module 1: Introduction To Service Marketing Meaning, Definition, Basic concept of services, Broad categories of services, Distinctions between services and goods, Services Marketing Mix – 7 PS Characteristics, Components, Classification of Service Marketing, Factors Leading to a Service Economy.	Quiz, Presentation	9
August 25	Module 1: Introduction To Service Marketing Improving Service Quality and Productivity, Service Quality – GAP Model, Benchmarking, Measuring Service Quality, Zone of Tolerance and Improving Service Quality, The SERVQUAL Model, Defining Productivity: Improving Productivity, Demand and Capacity Alignment.	Explanation of the concepts, Quiz, Presentation	9
Sept 25	Module 2: Service Delivery Process Managing Service Encounters, Common Encounter Situations, Managing Service Encounters for Satisfactory Outcomes, Service Failure, Service Recovery, Process of Service Recovery, Customer Retention Management, Strategies and Benefits	Practical Explanation of the concepts, Quiz, Presentation	8
Oct 25	Module 2: Service Delivery Process Market Segmentation in the Marketing of Services, Target Marketing, Positioning of Services-How to Create a positioning Strategy, Developing and maintaining Demand and Capacity Marketing Planning for Services, Developing and Managing the Customer Service	Quiz, Presentation	4

	Function, Developing and Maintaining Quality of Services. The levels of Customer Relationships, Dimensions of a Relationship, Goal of relationship marketing.		
	Total no. of Lectures		30

Sign of Faculty

Mrunmayi Vengurlekar

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Dr. Mitali Shelankar

M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Micro Economics

Name of the Faculty: H.S. Oberoi

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Unit 1: Introduction: Scope and importance of Business Economics – basic tools – opportunity Cost Principle – Incremental and Marginal Concepts, Basic economic relations – functional relations: equations – Total, Average and Marginal relations – use of Marginal analysis in decision making.	QUIZ	9
August 25	The basics of market demand, market supply and equilibrium price – shifts in the demand and supply curves and equilibrium. Unit 2 : Demand Analysis: Demand Function – nature of demand curve under different markets: Meaning, significance, types and measurement of elasticity of demand (Price, Income cross and promotional) – relationship between elasticity of demand and revenue concepts.	QUIZ	9
Sept 25	Demand estimation and forecasting: Meaning and significance – methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)	QUIZ Case Studies	8
Oct 25	Demand estimation and forecasting: Meaning and significance – methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)		4
	Total no. of Lectures		30

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H.S. Oberoi

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M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Introduction to Financial Accounting

Name of the Faculty: Rupali Dugal

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Module 1: Introduction to Financial Accounting and Accounting Transactions -Meaning and Objectives of Accounting, Persons interested in accounting, Branches of accounting, Book Keeping Vs Accounting, Accounting concepts and conventions, Indian Accounting Standards and IFRS – concept.	Quiz	9
August 25	Module 1: Introduction to Financial Accounting and Accounting Transactions -Accounting Transactions - Accounting cycle, Journal, Relationship between Journal & Ledger, Rules of posting, Subsidiary Books- Triple Column Cash Book, Preparation of Trial Balance.	Assignments	9
Sept 25	Module 2: Capital, Revenue and Deferred Revenue Expense -Expenditures & Receipts - Capital, Revenue, Deferred Revenue, Distinguish, Profit & Loss – Capital, Revenue, Bank Reconciliation Statement – Concept and Simple Problems.	Quiz	8
Oct 25	Module 2: Final Accounts -Rectification of Errors – Types of Errors, Suspense Account. Introduction to Final Accounts of sole proprietor, Manufacturing A/C, Trading A/C, Profit & Loss A/C, Preparation & Presentation of Final Accounts in Horizontal Format	Assignments	4
	Total no. of Lectures		30

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Rupali Dugal

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Teaching Plan: 2025 - 26

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Information Technology in Logistics-I

Name of the Faculty: Lekshmi Prashant

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Information Technology concepts- Concept of Data, Information and Knowledge, Concept of Database. Introduction to Information Systems and its major components. - Types and Levels of Information systems. Computer based Information Systems (CBIS),Types of CBIS - brief descriptions and their interrelationships/hierarchies , Office Automation System(OAS), Transaction Processing System(TPS),.Management Information System(MIS), Decision Support Systems (DSS), Executive Information System(EIS), Knowledge based system, Expert system IT Development Trends- Major areas of IT Applications in Management	Class Test, Quiz, Presentation	9
August 25	Concept of Digital Economy and Digital Organization, IT Resources- Open Source Software - Concept and Applications, Study of Different Operating Systems. (Windows / Linux/ DOS)	Quiz, Presentation	9
Sept 25	Introduction to Email, Internet- Understanding Internet Technology Concepts of Internet, Intranet, Extranet Networking BasicsDifferent types of networks. Concepts (Hubs, Bridges, Routers, IP addresses), Study of LAN, MAN, WAN, DNS Basics- Domain Name Registration, Hosting Basics.	Quiz, Presentation	8
Oct 25	Emergence of E-commerce and M-Commerce, Concept of E-commerce and M-Commerce Definition of E-commerce and M-Commerce, Business models of e-commerce: models based on transaction party (B2B, B2C, B2G, C2B, C2C, E-Governance), Models	Quiz, Presentation	4

	based on revenue models, Electronic Funds Transfer, Electronic Data Interchange.		
	Total no. of Lectures		30

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Lekshmi Prashant

Dr. Mitali Shelankar

Department: B.Com (LGSCM)

Class: F.Y.B.Com(LGSCM)

Semester: I

Subject: Quantitative Methods – I

Name of the Faculty: Manisha Warekar

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Module 1: Presentation of Data: Type of data (Primary & Secondary), Methods of Collection (In Brief), Presentation of Data, Graphs: Graphical representation of Grouped Data (Frequency Polygon, Histogram, Ogives)	Assignment	9
August 25	Measures of Central Tendency: Mean (A.M, Weighted, Combined), Median (Calculation and graphical using Ogives), Mode (Calculation and Graphical using Histogram), Measures of Dispersion: Range & Coefficient of Range, Partition Values, Quartile deviation & its Coefficient, Standard deviation, Variance & Coefficient of Variation	Quiz	9
Sept 25	Module 2: Correlation: Meaning of Correlation, Types of Correlation with examples, Scatter Diagram, Karl Pearson's Correlation Coefficient, Regression: Concept of linear regression. Fitting of regression equations of y on x & x on y Properties of Regression Coefficients	Assignment	8
Oct 25	Time Series Analysis: Meaning of time series, Various Components of Time series, Estimation of trend values by Method of Moving average & Method of least squares, Probability Distribution: Meaning of random variable, Meaning of Probability Distribution, Mean & Variance of discrete random variable, Properties of Normal Distribution & related problems.	Assignment	4
	Total no. of Lectures		30

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Manisha Warekar

Dr. Mitali Shelankar

M.L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 - 26

Department: Bachelor of Management Studies

Class: F.Y.B.Com (Management Studies)

Semester: I

Subject: Communication Skills

Name of the Faculty: Ms. Sanskruti Sachade

Month	Topics to be Covered	Internal Assessment	Number of Lectures
July 25	Definition, Importance, Process of communication, Impact of Technology in communication, Modes of Communication- Verbal, Oral, Written, Horizontal, Vertical and Grapevine Communication, Channels of Communication-Telephone, Fax, social media, Blogs, Video Conference, Tele Conference, Facial Expressions, Appearance and Dressing, Eye Contact, Posture, Gesture, Body language, Space, Signs, Symbols, Charts, Graphs, Colors, Silence.	Word games for understanding spontaneous structuring of words	9
August 25	Physical Barrier, Language Barrier, Socio-psychological Barrier, Cultural Barrier, Organization Barrier, Interview skills and Group Discussion, Importance of intra personal and inter personal communication, Asking for and giving information, Giving instructions, Group Discussion, Preparing for and facing an interview	Group discussion practice on given topic	9
Sept 25	Listening and Reading skills-Purpose of Listening, Types of Listening, Barriers to Listening, Benefits of Listening, Purpose of Reading, Process of Reading, Methodologies of Reading, Skimming and Scanning, Levels of Reading, Reading Comprehension, Newspaper.	Reading exercise. Practice of reading different type of material. Listening and remembering exercise.	8
Oct 25	Business Correspondence and Effective Writing Skills-C.V Writing, Application letter, Remedial Grammar, Paragraph Writing and summarization.	Practicing writing of CV and application letter.	4
TOTAL			30

Sign of Faculty

Sanskruti Sachade

Sign of Coordinator

Dr. Mitali Shelankar

M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 – 26

Department: Bachelor of Management Studies

Class: F.Y.B.Com (Management Studies)

Semester: I

Subject: Environmental Studies

Name of the Faculty: Raj Shaikh

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures (of 50 minutes)
July 25	Module 1: Environment & Ecosystem: Meaning, definition, scope and components of environment, Meaning, Structure and functioning of the ecosystem. food chain and food web, ecological pyramids, trophic cascades, Symbiotic relationships in an ecosystem.	Discussions	8
August 25	Module 1: Environment & Ecosystem: Biodiversity - Importance and conservation and Ecological foot print. Module 2: Natural resources and Map reading (Environmentally significant features) Meaning, definition, classification and types of resources,	Presentations	8
Sept 25	Module 2: Natural resources and Map reading (Environmentally significant features) Factors influencing resource, utilization and consumption, Resource conservation-meaning, methods and significance, and management of water, soil, forest and energy resources.	Quiz	8
Oct 25	Reading of Thematic Maps- Located Bars, Circles, Dots, Pie Charts, Choropleth, Isopleth, Flow Maps.		6
	Total Lectures		30

Raj Shaikh

Ms. Mitali Shelankar

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M. L. Dahanukar College of Commerce (Autonomous)

Teaching Plan: 2025 – 26

Department: Bachelor of Management Studies

Class: F.Y.B.Com (Management Studies)

Semester: I

Subject: BASICS OF Indian Knowledge System

Name of the Faculty Member: Ganesh Achwal

Month	Topics to be Covered	Additional Activities planned / done	Number of Lectures
July 25	Module I: Town planning and Water Resource Management of Ancient India. Introduction and History of Town planning in India, City Development in Ancient and Medieval India Factors necessary for Town planning in India, Classification of Ancient Town planning	Discussions	8
August 25	Introduction and History of Water Resource Management in Ancient India, Knowledge of Hydrological Process in Ancient India, Water Management Technology in Ancient India, Wastewater Management in Ancient India. Module 2: Tourism and Traditional Crafts of Ancient India • Historical perspective of Ancient Tourism in India, Evolutionary changes in human lifestyle	Presentations	10
Sept 25	Antecedents of Modern Tourism Early trade routes of the World and Tourism, Religious and Pilgrimage Tourism.	Quiz	8
Oct 25	Traditional Crafts of Ancient India- Wood Carving, Stone Masonry, Painting- Crafts of Ancient India, Metal Work, Textiles.		4
	Total no. of Lectures		30

Sign of Faculty
Ganesh Achwal

Sign of Coordinator
Dr. Mitali Shelankar