**Annual Teaching Planning 2016-2017**

**T.Y. B.Com.**

**Compulsory Paper**

**Subject Name -: Business Regulatory Framework (M. Law)**

**Teacher’s Name- Prof. Kadhane R.A.**

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| SR.No | Month | Name of Topics | Period |
| 1 | June | **Law of Contract - General Principles.**(Indian Contract Act, 1872)  · Definition, Concept and kinds of contract  · Offer and Acceptance.  · Capacity of parties.  · Consideration.  · Consent and free consent.  · Legality of object and consideration | 04 |
|  | Jully | **Law of Contract - General Principles.**(Indian Contract Act, 1872)  · Void Agreements.  · Discharge of contract.  · Breach of contract and remedies (Including damages, meaning,  kinds and rules for ascertaining damages | 16 |
|  | August | **Law of Partnerships:**  **2.1. Indian Partnership Act 1932:**  Partnership; Definition and Characteristics, Types of Partners,  Rights, Duties and Liabilities of Partners, Dissolution of Partnership.  **2.2. Limited Liability Partnership Act 2008:**  Limited Liability Partnership (LLP); Concept, Nature and  Advantages, Difference between LLP and Partnership Firm,  Difference between LLP and company, Partners and designated  partners, Incorporation of LLP, Partners and their relations, Liability  of LLP and Partners (Section 27). Financial Disclosure by LLP,  Contributions (Section 32), Assignments and Transfer of  Partnership Rights (Section 42)  Conversation to LLP (Section 55), Winding-up and dissolution  (Section 63 & 64) | 04  05 |
|  | September | **3 Sale of Goods.(Sale of Goods Act,1930)**  Contract of sale-Concept and Essentials.  Sale and agreement to sale.  Goods-Concept and kinds.  Conditions and warranties.  (Definition, Distinction, implied conditions and warranties)Transf | 14 |
|  | October | **E-Contracts (E-Transactions/E-Commerce.):**  · Significance of E-Transactions /E-Commerce.  Nature.  Formation.  Legality.  Recognition (Chapter 4.Sec.11-13 of I T Act,2000 relating to attribution,  acknowledgement, dispatch of E-Records)  · Digital Signatures –Meaning & functions, Digital Signature  certificates [Sections 35-39]  · Legal issues involved in E-Contracts. | 05 |
|  | December | **The Consumer Protection Act, 1986**  · Salient features of the C.P. Act.  · Definitions-Consumer, Complainant, Services, Defect & Deficiency,  Complainant , unfair trade practice, restrictive trade practice.  · Consumer Protection Councils.  · Procedure to file complaint & Procedure to deal with complaint &  Reliefs available to consumer.(Sec.12 to14)  · Consumer Disputes Redressal Agencies. (Composition, Jurisdiction,  Powers and Functions.)  . | 12 |
|  | January | **6 Intellectual Property Rights : (IPRs)**  · WIPO: Brief summary of objectives, organs, programmes& activities  of WIPO.TRIPS: As an agreement to protect IPR-Objectives &  categories of IPR covered by TRIPS.  · Definition and conceptual understanding of following IPRs under  the relevant Indian current statutes.  · Patent: Definition & concept, Rights & obligation of Patentee, its  term.  · Copyright: Characteristics & subject matter of copyright, Author &  his Rights, term.  · Trademark: Characteristics, functions, illustrations, various marks,  term, internet domain name- Rights of trademark holder.  · Design: Importance, characteristics, Rights of design holder.  · Geographical Indications, Confidential Information & Trade Secrets,  Traditional knowledge—Meaning & scope of these IPRs. | 16 |
|  | February | **7 Negotiable Instruments Act, 1881:**  · Concept of Negotiable Instruments: Characteristics, Meaning  Important relevant definitions under the Act  · Definitions, Essentials of promissory note, bill of exchange and  cheque. Distinction between these instruments. Crossing of cheques  – It’s meaning and types.  · Holder and holder in due course, Privileges of holder in due course.  · Negotiation, endorsement, kinds of endorsement.  · Liabilities of parties to negotiable instruments.  · Dishonour of N. I., kinds, law relating to notice of dishonour.  Dishonour of cheques. | 14 |
|  | March | **8 Arbitration & Conciliation:**  · Concept of Arbitration & Conciliation.  · Definition & Essentials of Arbitration Agreement | 6 |

**Annual Teaching Planning 2015-2016**

**T.Y. B.Com.**

**Compulsory Paper**

**Subject Name -: Advanced Accounting**

**Teacher’s Name- Prof. Kadhane R.A.**

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| SR.No | Month | Name of Topics | Period |
| 1 | June | **Accounting Standards & Financial Reporting (Introduction to**  **IFRS-Fair Value Accounting):-**  Brief Review of Indian Accounting Standard :- AS- 3, AS-7, AS-12, AS-  15 AS-17 to AS-25 simple practical examples of application nature | 04 |
|  | Jully | **Final Accounts of Banking Companies :-**  \* Introduction of Banking Company - Legal Provisions - Non  Performing Assets (NPA) - Reserve Fund - Acceptance, Endorsements  & Other Obligations - Bills for Collection - Rebate on Bills Discounted -  Provision for Bad and Doubtful Debts - Preparation of Final Accounts  in vertical form as per Banking Regulation Act 1949.  \* Introduction to Core Banking System | 16 |
|  | August | **Insurance Claim Accounts :-**  **A. Claim for Loss of Stock** - Introduction - Procedure for Calculation -  Average Clause - Treatment of abnormal items of goods - Under &  Overvaluation of Stock.  **B. Claim for Loss of Profit -** Introduction - Indemnity under policy -  Some important terms - Procedure for ascertaining claims.  **C. Claim for Loss of Fixed Assets -** Introduction - Some important  terms - Procedure for ascertaining claims. | 16 |
|  | September | **Final Accounts of Co-operative Societies :-**  a. Credit Co-operative Societies :-  b. Consumer Co-operative Societies :-  Meaning - Allocation of Profit as per Maharashtra State Co-operative  Societies Act. Preparation of Final Accounts of Credit Co-operative  Societies and Consumer Co-operative Societies. | 16 |
|  | October |  | 12 |
|  | December | **Computerized accounting practices:-**  A. VAT & VAT Report  B. Service Tax  C. Central Value Added Tax  D. Income Tax - Tax Deducted at Source (TDS)  Including entries with the help of Accounting Software.  (Demonstration and Hands Experience.) | 16 |
|  | January | . **Branch Accounts :-**  Stock and Debtors System :- Introduction - Types of Branches - Goods  supplied at Cost & Invoice Price. | 16 |
|  | February | **Single Entry System :-**  Conversion of Single Entry into Double Entry :- Introduction -  Preparation of Cash Book - Total Debtor Account - Total Creditor  Account - Final Accounts. | 16 |
|  | March | **Analysis of Financial Statements :-**  Ratio Analysis :- Meaning - Objectives - Nature of Ratio analysis -  Problems on Ratio Analysis restricted to the following Ratio only -  \*Gross Profit Ratio \*Net Profit Ratio \* Operating Ratio \* Stock  Turnover Ratio \* Debtor Turnover Ratio \* Current Ratio \* Liquid Ratio  \* Debt to Equity Ratio. | 12 |

**Annual Teaching Planning 2016-2017**

**T.Y. B.Com.**

**Compulsory Paper**

**Subject Name -: Cost and Works Accounting III**

**Teacher’s Name- Prof. Lahamge N.R.**

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| SR.No | Month | Name of Topics | Period |
| 1 | June | **-------------** | --- |
|  | Jully | **Marginal Costing:**  1.1 Meaning and concepts- Fixed cost, Variable costs,  Contribution, Profit-volume Ratio, Break-Even Point  & Margin of Safety.  1.2 Cost-Profit-Volume Analysis- Assumptions and limitations of  cost volume analysis  1.3 Application of Marginal Costing Technique:- Make or buy  decision, Acceptance of export order & Limiting factors. | 16 |
|  | August | **2. Budgetary Control:**  2.1 Definition and Meaning of Budget & Budgetary control  2.2 Objectives of Budgetary control  2.3 Procedure of Budgetary control  2.4 Essentials of Budgetary control  2.5 Advantages and Limitations of Budgetary control  2.6 Types of Budgets. | 16 |
|  | September | **3. Uniform costing and Inter-firm Comparison** 3.1 Meaning and ,objectives  3.2 Advantages and disadvantages. | 16 |
|  | October | **4. Introduction to management information system in Costing**  4.1 Meaning , objectives and Advantages  4.2 Procedure of MIS | 12 |
|  | December | **Standard Costing**  5.1 Definition and meaning of standard cost & standard Costing .  5.2 Types of standards, setting up of Material & Labour Standards  5. 3 Difference between Standard Costing & Budgetary Control.  5.4 Advantages and Limitations of standard costing  5.5 Variance Analysis & its Significance  5.6. 1 Meaning, Types and Causes of Material & Labour variances.  5.6. 2 Problems on Material & Labour variances. | 16 |
|  | January | **6 Farm Costing**  6.1 Meaning and Features of Farm Costing  6.2 Advantages & Limitations of Farm Costing  6.3 Practical Problems | 16 |
|  | February | **7 Cost Accounting Record Rules & Cost Audit:**  7.1 Introduction to cost accounting record u/s 148 of the companies  Act 2013  7.2 Cost records and Verification of Cost Records  7.3 Cost auditor – Appointment- Rights and duties  . | 16 |
|  | March | **8 Cost Audit (Legal Provisions):**  8.1 Cost Audit - Meaning, Scope, objectives & advantages of  Cost Audit.  8.2 Cost Audit Report and Annexure to cost Audit Report.  8. 3 Introduction to Cost Accounting Standards issued by Institute  of Cost and Management of India .  8.4 Generally accepted Cost Accounting principles |  |

**Annual Teaching Planning 2016-2017**

**S.Y. B.Com.**

**Compulsory Paper**

**Subject Name -: Corporate Accounting**

**Teacher’s Name- Prof. Kadhane R.A.**

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| --- | --- | --- | --- |
| SR.No | Month | Name of Topics | Period |
| 1 | June | **-------------** | --- |
|  | Jully | **Accounting Standards:-**  Detailed Study of Accounting Standards 5, 6, 10, 14, 21 with Practical Examples  numerical case studies, Application nature. | 16 |
|  | August | **Company Final Accounts:-**  Preparation of Final Accounts- Forms and contents as per Provisions of Companies  Act (As Amendment upto the beginning of the relevant academic year) As per  Revised Schedule- VI | 16 |
|  | September | **Company Liquidation Accounts:-**  Meaning of Liquidation- Modes of winding up –  (a) Preparation of Liquidator final statement of Account  (b) Preparation of Statement of Affairs and Deficiency Account | 16 |
|  | October | **Computerized Accounting Practices:-**  Conceptual background - (a) Inventory Accounting (b) Payroll Accounting (c)  MIS Reports including Demonstration and Hands Experience. | 12 |
|  | December | **Accounting for Amalgamation, Absorption and External Reconstruction of**  **Companies:-**  Meaning- Vendor and Purchasing Companies- Purchase Consideration-  Accounting entries- and Preparation of Balance Sheet after Amalgamation,  Absorption and External Reconstruction.- | 16 |
|  | January | **Accounting for Internal Reconstruction:-** Meaning-  Alteration of Share Capital, Reduction of Share Capital-Accounting Entries and  preparation of Balance Sheet After Internal Reconstruction | 16 |
|  | February | **Holding Company Account:-**  Preparation of consolidated Balance sheet of Holding Company with one  subsidiary only. Adjustment of inter company transactions, unrealized profit of  stock. | 16 |
|  | March | **Valuations of Shares:-** Concept of  Valuation, Need for Valuation, Special Factors affecting Valuation of Shares,  Methods of Valuation - (a) Net Assets Method, (b) Yield Basis Method, (c) Fair  Value Method. | 12 |

**Annual Teaching Planning 2016-2017**

**S.Y. B.Com.**

**Compulsory Paper**

**Subject Name -: Cost and Works Accounting-I**

**Teacher’s Name- Prof. Kadhane R.A.**

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| --- | --- | --- | --- |
| SR.No | Month | Name of Topics | Period |
| 1 | June | **-------------** | --- |
|  | Jully | **Basics Of Cost Accounting**  Concept of Cost, Costing, Cost Accounting and Cost  Accountancy.  Limitations of Financial Accounting.  Origin of Costing.  Objectives of Costing.  Advantages & Limitations of Costing.  Difference Between Financial Accounting and Cost Accounting.  Cost Units and Cost Center | 16 |
|  | August | **Elements Of Cost**  Material, Labour and other Expenses.  Classification of Costs.  Preparation of Cost Sheet, Quotation, Tenders. | 16 |
|  | September | **Material Control**  Need and Essentials of Material Control.  Functions of Purchase Department.  Purchase Procedure.  Purchase Documentation.  Stock Levels.  Economic Order Quantity. (EOQ) | 16 |
|  | October | Stock Levels.  Economic Order Quantity. (EOQ | 12 |
|  | December | **Material Accounting**  Stores Location and Layout.  Types of Stores Organization.  Classification and Codification of Material.  Stores and Material Records –  Bin Card, & Store Ledger etc.  Issue of Material and Pricing Methods of Issue of Material:-  (a) FIFO.  (b) LIFO.  (c) Simple Average Methods.  (d)Weighted Average Methods.  Stock valuation, Use of computer in store Accounting. | 16 |
|  | January | **Inventory Control**  Stock Taking, Periodic and Perpetual Method.  ABC Analysis.  Inventory Ratios | 16 |
|  | February | **Labour Cost, Remuneration And Incentives**  Records &Methods Of Time Keeping and Time Booking Study of  New Methods.  **Methods Of Remuneration-**  Time Rate System,  Piece Rate system,  Taylor’s Differential Piece rate System.  **Incentive Plan-**  Halsay Premium Plan,  Rowan Premium Plan.  Group Bonus Schemes | 16 |
|  | March | **Other Aspects Of Labour**  Labour Turnover.  Job Analysis & Job Evaluation Key.  Merit Rating.  **Direct Cost**  8.1 Concept and Illustrations | 12 |

**S.Y. B.Com. Compulsory Paper**

**Subject Name -: Elements of Company Law.**

**Course Code -: 205**

**Subject Teacher :- Prof. Aswale S. R.**

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| **Unit**  **No.** | **Topic** | **No. of**  **Lectures** | **Month** |
| **1**.  **2**.  **3.**  **4.**  **5.**  **6.**  **7.**  **8.**  **9.** | **Introduction to the New Act & Concept of Companies:**  1.1. Background and Salient Features of the Act of 2013, Overview of the  changes introduced by the Act of 2013;  1.2. Nature and types of Companies, Definitions and important features of a  Company- Distinction between a company and a partnership - Lifting or  Piercing the Corporate Veil  1.3. Types of Companies based on various criteria including one man  company, dormant company, sick and small company, associate  company.  1.4. Distinction between private and public company (Advantages,  Disadvantages and privileges of both the companies) - Conversion of a  private company into a public company - Conversion of a public  company into a private company. | **8** | **16 June**  **To**  **30 June** |
| **Formation and Incorporation of a Company:**  2.1. Stages in the Formation and Incorporation.  2.1.1. Promotion: Meaning of the term ‘Promoter’ / Promoter Group -  Legal Position of Promoters, Pre-incorporation contracts.  2.1.2. Registration/ Incorporation of a company : - Procedure,  Documents to be filed with ROC. Certificate of Incorporation-  Effects of Certificate of Registration.  2.1.3. Floatation/ Raising of capital.  2.1.4. Commencement of business. | **16** | **1 July**  **To**  **31 July** |
| **Documents relating to Incorporation and Raising of Capital:**  3.1 **Memorandum of Association**: Meaning and importance- Form and  contents- Alteration of memorandum.  3.2 **Articles of Association:** Meaning- Relationship of and distinction  between Memorandum of association and Articles of association-  Contents and form of Articles- Alteration of articles- Doctrine of  constructive notice- Doctrine of Indoor Management.  3.3 **Prospectus:** Meaning and Definition- Contents- Abridged form of prospectus- Statutory requirements in relation to prospectus- Deemed  prospectus- Shelf prospectus - Statement in lieu of prospectus- Misstatement  in a prospectus and Liabilities for Mis-statement. | **16** | **1 Aug**  **To**  **31 Aug** |
| **Capital of the Company**  4.1 Various Modes for Raising of Share Capital including private placement,  public issue, rights issue, bonus shares.  4.2 ESOS, Sweat Equity Shares, Buy-back of shares.  4.3 Allotment of Shares: Meaning- - Statutory provisions for allotment,  improper and irregular allotment- Consequences of irregular allotment.  4.4 Calls On Shares: Meaning- Requisites of a valid call, Calls in advance  4.5 Share Certificates: Meaning, Provisions regarding issue of share  certificates - Duplicate Share Certificate.  4.6 Share Capital – Meaning, Structure (Kinds) – Concept of Securities –  Definition, Nature and Kinds of Shares. | **16** | **1 Sep**  **To**  **30 Sep** |
| **Forfeiture, Surrender & Transfer of Shares**  5.1 Forfeiture and Surrender of Shares: Meaning of forfeiture of shares: -  Conditions/Rules of valid forfeiture- Effect of  forfeiture- Re-issue of forfeited shares- Annulment of forfeiture-  5.2 Surrender of shares  5.3Transfer and transmission of shares - meaning and procedure  distinction between transfer and transmission  5.4 Nomination of shares |  | **1 Oct To**  **\_\_Oct** |
| **E-Governance and E-Filing:**  6.1 Introduction- Meaning of E-Governance  6.2 Advantages of E-Governance,  6.3 Basic understanding of MCA Portal  6.4 E-filing (Ss. 397 to 402), DIN-Directors Identification Number (Ss. 153-  159) |  | **\_\_ Nov**  **To**  **30 Nov** |
| **Management of Company:**  7.1 Board of Directors: Definition, Powers, Restrictions, Prohibition on  Board. (Ss. 179 to 183)  7.2 Director: Meaning and Legal position of directors.  7.3 Types of Directors – Types including Executive, Non-Executive,  Independent, Additional, Alternate, Interested, Nominee Director,  Related Party Transactions (Ss. 188)  7.4 Appointment of Directors, Qualifications and Disqualifications.  7.5 Powers, Duties, Liabilities of Directors, Remedies for Breach of  Duties.  7.6 Loans to Directors (S. 185), Remuneration of Directors | **16** | **1 Dec**  **To**  **31 Dec** |
| **Key Managerial Personnel (KMP)**  8.1 Meaning, Definition and Appointments of  Managing Director, Whole Time Director,  Manager,  Company Secretary  Term of office/ Tenure of appointment, Remuneration –  8.2 Distinction between Managing Director, Manager and Whole Time  Director - Role (Powers, Functions of above KMP)  8.3 Corporate Social Responsibility (CSR) [U/S 135] – Concept who is  Accountable, CSR Committee, Activities under CSR,  8.4 Role of Board of Directors.  8.5 Prevention of Oppression and Mismanagement (Ss. 241 to 246) | **16** | **1 Jan**  **To**  **31 Jan** |
| **Company Meetings:**  9.1 Board Meeting – Meaning and Kinds  9.2 Conduct of Meetings - Formalities of valid meeting [Provisions  regarding agenda, notice, quorum, proxies, voting, resolutions (procedure  and kinds) minutes, filing of resolutions, Virtual Meeting]  9.3 Meeting of Share Holders  General Body Meetings, Types of Meetings  A. Annual General Meeting (AGM), Ss. 96 to 99  B. Extraordinary General Meeting (EOGM) – S. 100  9.4 Provisions regarding convening, constitution, conducting of General  Meetings contained in Ss. 101 to 114 | **16** | **1 Feb**  **To**  **28 Feb** |
| **10.** | **10.1 Revival and Re-habilitation of Sick Companies (S. 253-269)**  **10.2 Compromises, Arrangements and Amalgamation:** Concept and  Purposes of Compromises, Arrangements, Amalgamation, Reconstruction –  Fine distinction between these terms.:  **10.3 Winding –up**: Meaning of winding-up, Dissolution of company,  Conceptual understanding of winding-up by the Tribunal, Compulsory  winding-up, Members’ voluntary winding-up, Creditors’ voluntary  winding-up | **16** | **1 Mar**  **To**  **31 Mar** |

Prof. Aswale Santosh Radhakisan

Signature:-

**F.Y. B.Com.**

**Optional Paper**

**Subject Name -: Computer Fundamentals**

**Course Code -: 104 (**B**)**

**Subject Teacher :- Prof. Aswale S. R.**

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| **Unit**  **No.** | **Topic** | **No. of**  **Lectures** | **Month** |
| **1**.  **2.**  **3.**  **4.**  **5.**  **6.**  **7.**  **8.**  **9.**  **10.**    **11.**  **12.** | **Introduction to Computer Fundamentals**  Introduction to Computer  Computer System Hardware  Computer Memory  Input and Output Devices  Interaction between User and Computer  Introduction to Free and Open Source Software  Definition of Computer Virus, Types of Viruses, Use of Antivirus software | **8** | **16 June**  **To**  **30 June** |
| **Basics of Operating System**  Definition of Operating System  Objectives, types, and functions of Operating Systems  Working with Windows Operating System: Introduction, The Desktop, Structure  of Windows, Windows Explorer, File and Folder Operations, The Search, The  Recycle Bin, Configuring the Screen, Adding or Removing New Programs using  Control Panel, Applications in windows (Paint, Notepad, WordPad, Calculator) | **16** | **1 July**  **To**  **31 July** |
| **Introduction to Business Communication Tools** [12]  **MS-Word**: Introduction, Starting MS-Word, MS-Word Screen and its  Components, Elementary Working with MS-Word  **MS-Excel**: Introduction, Starting MS-Excel, Basics of Spreadsheet, MS-Excel  Screen and Its Components, Elementary Working with MS-Excel  **MS-Powerpoint**: Introduction, Starting MS-PowerPoint, Basics of PowerPoint,  MS-PowerPoint Screen and Its Components, Elementary Working with MSPowerPoint |
| **Introduction to Computer Network** [06]  Introduction  Importance of Networking  Computer Network (LAN, WAN, MAN)  Network Components (Hub, Switch, Bridge, Gateway, Router, Modem)  Network Topology, Wireless Networks | **16** | **1 Aug**  **To**  **31 Aug** |
| **Use of Computer in Commerce**  Direct/Random, Index )  Computer Applications in Business – Need and Scope  Computer Applications in various fields of Commerce: Personnel Administration,  Accounting, Cost and Budgetary Management, Purchasing, Banking, Insurance  and Stock-broking, e-governance  Introduction to E-Commerce, Evolution of E-Commerce, Role of E-Commerce,  E-Commerce Framework, E-Commerce Categories | **16** | **1 Sep**  **To**  **30 Sep** |
| **Internet and Internet application**  Introduction, Internet evolution  Working of Internet, Use of Internet  Overview of World Wide Web (Web Server and Client)  Introduction to Search engine and Searching the Web  Downloading files  Introduction to Web Browsers  Working with E-mail (creation and use of the same) |  | **1 Oct To**  **\_\_Oct** |
| **Electronic Data Interchange**  Introduction to EDI  EDI Architecture  Financial EDI  Overview of the technology involved in EDI |  | **\_\_ Nov**  **To**  **30 Nov** |
| **Electronic Payment System**  Introduction to EPS  Introduction to EFT (Electronic Fund Transfer)  Introduction to SET (Secure Electronic Transaction)  Business requirement addressed by SET  Introduction to Digital Signature and Digital Certificates , Stages of SET  Types of Payment System: Digital Cash, Electronic Cheque, Smart Card,  Credit/Debit Card | **16** | **1 Dec**  **To**  **31 Dec** |
| **Introduction to HTML.**  Introduction to HTML. Working of HTML  Creating and loading HTML page, tags  Structure of on HTML, Document, Stand Alone Tags  Formatting text, Adding Images  Creating hyper Links, Tables  Sending E-mails through Web Page  Sample web pages | **16** | **1 Jan**  **To**  **31 Jan** |
| **Introduction To Web page Design**  Introduction to Web design, Types of Web Pages  Web design Pyramid  Building web sites  Web development process model | **16** | **1 Feb**  **To**  **28 Feb** |
| **Designing The web pages**  Page size, Page type, Page margin, Entrance page  Exit page, Graphics in Webpage design  Animation Effect, Sound Effect  Color Effect |
| Uploading the web site (Web space, Domain Name, Hosting the web site)  **Internet Security**  Security, Privacy  Ethical Issues & Cyber Law |

Prof. Aswale Santosh Radhakisan

Signature:-

**T.Y. B.Com.**

**Cost and Works Accounting Special Paper II**

**Subject Name -: Overheads and Methods of Costing.**

**Course Code -: 305 - E.**

**Subject Teacher :- Prof. Aswale S. R.**

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| **Unit**  **No.** | **Topic** | **No. of**  **Lectures** | **Month** |
| **1**.  **2.**  **3.**  **4.**  **5.**  **6.**  **7.**  **8.** | **Overheads:**  1.1. Meaning and definition of overheads.  1.2. Classification of overheads | **8** | **16 June To 30 June** |
| **Accounting of Overheads (Part-I)**  Collection, Allocation, Apportionment and Re-apportionment of overheads | **16** | **1 July To 31 July** |
| **Accounting of Overheads (Part-II)**  3.1 Overhead Absorption- Meaning  3.2 Methods of Overhead Absorption | **16** | **1 Aug**  **To**  **31 Aug** |
| 3.3 Overhead Rates  3.4 Under and Over Absorption of overheads- Meaning, Reasons and  Accounting treatment | **16** | **1 Sep**  **To**  **30 Sep** |
| **Activity Based Costing Technique**  4.1 Definitions-Stages in Activity Based Costing  4.2 Purpose and Benefits of Activity Based Costing  4.3 Cost Drivers |  | **1 Oct To \_\_Oct** |
| **Methods of Costing:**  5.1 Introduction to Methods of Costing.  5.2 Job Costing- Meaning, Features, Advantages and Limitations |  | **\_\_ Nov To 30 Nov** |
| **Contract Costing:**  6.1 Meaning and Features of Contract Costing  6.2 Work Certified and Uncertified, Escalation clause, Cost Plus  contract, work-in- progress  6.3 Profit on incomplete contract | **16** | **1 Dec**  **To**  **31 Dec** |
| **Process Costing:**  7.1 Meaning and features of process costing  7.2 Preparation of process accounts including normal and abnormal  loss/gain  7.3 Joint Products and By Products (Theory only) | **16** | **1 Jan**  **To**  **31 Jan** |
| **Service Costing:**  8.1 Meaning, Features and Applications.  8.2 Cost Unit-Simple and composite | **16** | **1 Feb To 28 Feb** |
| 8.3 Cost Sheet for transport service | **16** | **1 Mar To 31 Mar** |

Prof. Aswale Santosh Radhakisan

Signature:-

**F.Y. B.Com.**

**Optional Paper**

**Subject Name -: Marketing and Salesmanship [Fundamentals of Marketing]**

**Course Code -: 106 – c.**

**Subject Teacher:- Prof. Aswale S. R.**

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| **Unit**  **No.** | **Topic** | **No. of**  **Lectures** | **Month** |
| **1**.  2.  3.  4.  5.  6.  **7.**  **8.** | **Basics of marketing**  1.1) Market – Marketing – Introduction, Meaning, Definition, Scope,  Types and Significance.  1.2) Marketing Management – Introduction, Meaning, Definition, Scope,  and Significance.  1.3) Functions of Marketing – Basic Functions, Functions of Exchanges,  and Subsidiary Functions.  1.4) Marketing Mix - Introduction, Meaning, Definition, Scope, and  Significance. |  | **16 June**  **To**  **30 June** |
| **Marketing Environment**  2.1) Introduction – Definition and Nature.  2.2) Factors Constituting Marketing Environment.  2.3) Micro and Macro Environment.  2.4) Impact of Marketing Environment on Marketing Decisions. |  | **1 July To**  **31 July** |
| **Buyer Behaviour and Market Segmentation**  3.1) Introduction – Meaning, Definition, Scope and Significance of Buyer  Behavior.  3.2) Determinants of Buyer Behaviour, Stages of Buyer Behaviour –  Buying Process..  3.3) Introduction, Meaning, Importance of Market Segmentation.  3.4) Bases for Segmentation – Qualities of Good Segmentation. |  | **1 August**  **To**  **31 August** |
| **Product and Pricing Decision**  4.1) Concept of Product – Product Classification.  4.2) Factors Considered For Product Management – Role of Product  Manager.  4.3) Factors Affecting Pricing Decisions – Pricing Objectives.  4.4) Pricing and Product Life Cycle – Pricing Methods. |  | **1 September**  **To**  **30 September** |
| **Logistics and Supply Chain Management –**  5.1) Introduction – Definition – Objectives – Scope and Significance  5.2) Market Logistics Decisions – Channel Structure.  5.3) Designing Distribution Channels.  5.4) Types of Marketing Channels. |  | **1 Oct To**  **\_\_Oct** |
| **Market Promotion Mix –**  6.1) Promotion Mix – Meaning, Scope and Significance.  6.2) Factors Affecting Market Promotion Mix  6.3) Advertisement and sales Promotion – Meaning and Definition. Means  and Methods of Sales Promotion.  6.4) Advertising Meaning and Goals – Advertising Media– Meaning,  Types, Advantages and Limitations. |  | **1 December**  **To**  **31 december** |
| **Rural Marketing–**  7.1) Introduction – Meaning – Definition – Features – Importance –  7.2) Rural Marketing Mix – Importance, Elements, Scope  7.3) Present Scenario of Rural Market –  7.4) Problems And Challenges of Rural Market – |  | **1 January**  **To**  **31 January** |
| **Services Marketing –**  8.1) Introduction – Meaning – Definition – Features – Importance of  Services – Significance of Services in Marketing.  8.2) Classification of Services – Marketing of Industrial Goods Services,  Marketing of Consumer Goods Services.  8.3) Marketing Mix for Services  8.4) Services Marketing And Economy – Scope of Services Marketing in  Generation of Job Opportunity, Role of Services in Economy,  Services Quality |  | **1 Feb**  **To**  **28 Feb** |

Prof. Aswale Santosh Radhakisan

Signature:-