

**The Kelkar Education Trust's
V. G. Vaze College of Arts, Science and Commerce
(Autonomous)**



**Syllabus for Bachelor of Business Administration Third Year
TYBBA**

Syllabus as per Choice Based Credit System (NEP-2020)

(June 2025 Onwards)

Board of Studies of BBA

V. G. Vaze College of Arts, Science and Commerce (Autonomous)

Submitted by

Department of Business Administration

V. G. Vaze College of Arts, Science and Commerce (Autonomous)

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- Syllabus as per Choice Based Credit System (NEP 2020)

Syllabus for Approval

Sr. No.	Heading	Particulars
1	Title of Programme	Third Year Bachelor of Business Administration: Semester V and VI
2	Eligibility for Admission	---
3	Passing Criteria	Minimum D Grade or equivalent minimum marks for passing at the Graduation level.
4	Ordinances/Regulations (if any)	---
5	No. of Years/Semesters	One year/Two semester
6	Level	U.G. Part-III : Level- 5.5
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic year	2025-2026

Date:

Signature:

BOS Chairperson: Dr. Seema Pawar



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Bachelor of Business Administration Program: Cumulative Credit Structure

Level	Sem	Major		Minor	VSC	OJT/FP	Cum. Credits	Degree
		Mandatory	Elective					
5.5	Sem-V	Credits 10 (4+4+2) Course 1 Cr. 4: Operations Research Course 2 Cr. 4: Human Resource Management Course 3 Cr. 2: Corporate Communication & Public Relations	Credits 4 Course 1 Cr. 4: Financial Markets OR Course 1 Cr. 4: Logistics Management	Credits 4 Course 1 Cr. 4: Direct Tax	Credits 2 Course 1 Cr. 2: International Business	Credits 2 Course 1 Cr. 2: Research Based Project	22	UG Degree After 3 year UG
	Sem-VI	Credits 10 (4+4+2) Course 1 Cr. 4: Business Ethics & Corporate Governance Course 2 Cr. 4: E- Commerce & Digital Marketing Course 3 Cr. 2: Industrial Relations	Credits 4 Course 1 Cr. 4: Supply Chain Management OR Course 1 Cr. 4: Commodities & Derivatives	Credits 4 Course 1 Cr. 4: Indirect Tax (GST)	-	Credits 4 Course 1 Cr. 4: Internship Based Project	22	
Total Credits		20	08	08	02	06	44	



PROGRAM OUTCOMES

- PO1:** Understanding of core business concepts such as finance, accounting, marketing, management, and economics.
- PO2:** To analyse complex business situations, identify problems, and propose effective solutions using analytical and critical thinking skills.
- PO3:** To acquire leadership skills necessary for leading teams, managing projects, and making strategic decisions within organizations.
- PO4:** To have a strong ethical framework to guide their decision-making processes in business practices
- PO5:** Expose students to global business practices, cultures, and economic systems, providing them with a global perspective.
- PO6:** Equipped with the skills and mindset required for entrepreneurship and innovation, enabling them to start and grow their ventures.



Semester V



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B. B. A. Semester V		
Course Code	Full Name of Course (With Paper)	Credit Points
	Major Course (Major)	
VYOR300	Operations Research	4
VYHR301	Human Resource Management	4
VYCC302	Corporate Communication & Public Relations	2
	Major Elective (Any One)	4
VYFM303	Financial Markets	
VYLM304	Logistics Management	
	Minor Course (Minor)	
VYDT305	Direct Tax	4
	Vocational Skill Course (VSC)	
VYIB306	International Business	2
	Field Project	
VYRP307	Research Based Project	2
	Total	22



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TY Bachelor of Business Administration		Semester V	
Course Name: Operations Research		Course Code: VYOR300	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	To understand operations research methodologies and its applications.
2	To be able to solve various decision-making problems.
3	To be able to evaluate and analyse different projects.
4	To be proficient in case analysis and interpretation.

Unit	Content	No. of Lectures
1	Introduction to Operations Research: Operations Research - Definition, Characteristics of OR, OR Techniques, Areas of Application, Limitations of OR.	20
	Linear Programming Problem Formulation: Introduction to Linear Programming, Applications of LP, Assumptions Underlying Linear Programming, Components of LP, Decision Variables, Objective Function, Constraints, Non-Negativity Constraints.	
	Linear Programming Problem Solution by Graphical Method: Maximization & Minimization Type Problems, Two Decision Variables and Maximum Three Constraints Problem, Concepts: Feasible Region of Solution, Unbounded Solution, Redundant Constraint, Infeasible Solution, Alternative Optima.	
	Linear Programming Problem Solution by Simplex Method: Only Maximization Type Problems, Numerical on Degeneracy in Maximization Simplex Problems, Two or Three Decision Variables and Maximum Three Constraints Problem. (Up to Maximum Three Iterations), All Constraints to be "less than or equal to" Constraints, Concepts: Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources, Decision for Introduction of a New Product.	
2	Assignment Problem – Hungarian Method:	15



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	<p>Maximization & Minimization Type Problems, Balanced and Unbalanced Problems, Prohibited Assignment Problems, Unique or Multiple Optimal Solutions.</p> <p>Simple Formulation of Assignment Problems, Maximum 5 x 5 Matrix. Up to Maximum Three Iterations after Row and Column Minimization.</p> <p>Transportation Problems: Maximization & Minimization Type Problems, Balanced and Unbalanced problems, Prohibited Transportation Problems, Unique or Multiple Optimal Solutions.</p> <p>Simple Formulation of Transportation Problems, Initial Feasible Solution (IFS) by: North West Corner Rule (NWCR), Least Cost Method (LCM), Vogel's Approximation Method (VAM), Maximum 5 x 5 Transportation Matrix, Finding Optimal Solution by Modified Distribution (MODI) Method, Maximum Two Iterations (i.e. Maximum Two Loops) after IFS.</p>	
3	<p>NETWORK ANALYSIS</p> <p>Critical Path Method (CPM): Concepts: Activity, Event, Merge Event, Burst Event, Concurrent, Construction of a Network Diagram, Node Relationship and Precedence Relationship, Principles of Constructing Network Diagram, Use of Dummy Activity, Problems Consisting of Maximum Ten (10) Activities, Critical Path, Sub-critical Path, Critical and Non-critical Activities, Project Completion Time, Forward Pass and Backward Pass, EST, EFT, LST, LFT, Slacks, Floats.</p> <p>Project Crashing: Normal Time, Normal Cost, Crash Time, Crash Cost of Activities, Cost Slope of an Activity, Direct Cost, Indirect Cost, Total Cost, Time-Cost Trade off in Project Crashing, Crashing, Optimal Project Cost and Optimal Project Completion Time, Problems Consisting of Maximum Ten (10) Activities.</p> <p>Program Evaluation and Review Technique (PERT): Optimistic Time (a), Most Likely Time (m) and Pessimistic Time (b), Expected Time (te) of an Activity, variance and standard deviation of activities, PERT Network, Problems Consisting of Maximum Ten (10) Activities, Expected Project Completion Time, Calculation of Probability and Simple Questions related to PERT Technique, Difference between CPM and PERT.</p>	15
4	<p>JOB SEQUENCING AND THEORY OF GAMES</p> <p>Job Sequencing Problem: Principle Assumptions, Terminology, Processing Maximum 9 Jobs through Two Machines, Processing Maximum 6 Jobs through Three Machines, Calculations of Idle Time, Elapsed Time.</p> <p>Theory of Games:</p>	10



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	Terminology of Game Theory, Types of Games, Problems on Two Person Zero Sum Games Pure Strategy Games using both Maximin and Minimax Criterion and Principles of Dominance method.	
	TOTAL	60

Course Outcomes:

CO1	Students will understand the concepts, methodologies, applications of Operations Research and will be able to evaluate optimal product mix and make efficient decisions.	L1, L3, L4
CO2	Students will be able to perform optimal transportation schedule and assignment process in order to optimise the resources.	L2, L3, L4
CO3	Students will understand the concepts of Network Analysis and be able to analyse projects and evaluate the optimal way of carrying out the project to optimise resources.	L1, L3, L4
CO4	Students will understand the systematic competitive approach for deciding best strategy in competitive situations and will be able to do allocations of works efficiently.	L1, L2, L3

Recommended Resources

Reference Books	<ul style="list-style-type: none"> • Taha H.A., Operations Research - An Introduction, 6th Edition, Hall of India. • Kapoor V.K., Operations Research Techniques for Management, 7th Edition, Sultan Chand & Sons. • Kantiswarup, Gupta P.K. & Manmohan, Operations Research 9th Edition, Sultan Chand & Sons. • Sharma S.D., Operations Research, 8th Edition, Kedarnath, Ramnath & Company. • Bronson R, Operations Research, 2nd Edition, Shaum's Outline Series. • Vora N.D, Quantitative Techniques in Management, 3rd Edition, Tata McGraw Hillco. • Shreenath L.S, Principles & Application 3rd Ed, PERT & CPM, Affiliated East-West Press Pvt. Ltd. • Wagener H.M., Principles of Operations Research 2nd Edition, Prentice - Hall of India. • Sasieni M, Yaspan A & John Wiley & Sons Friedman L, Operations Research - Methods & Problems 1st Edition. • Natrajan Balasubramani, Tamilarasi, Operations Research, Pearson Education.
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	<ul style="list-style-type: none">• G. Hadley, Linear Programming, Narosa Book Distributors Private Ltd.• L.C.Jhamb, Quantitative Techniques (For Managerial Decisions VOLI), Everest Publishing House, Pune.• Paul Lomba, Linear Programming, Tata McGraw Hill Publishing Co. Ltd.• Aditham B. Rao, Operations Research Edition 2008, Jaico Publishing House, Mumbai.
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester V	
Course Name: Human Resource Management		Course Code: VYHR301	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:	
1	To understand how to manage human resource, study analyse jobs, design jobs and job evaluation.
2	To understand human resource planning, HR inventory, recruitment and selection process of organization.
3	To understand importance of training and development and performance appraisal.
4	Understand concept of compensation in organization, concept of voluntary retirement and employee participation.

Unit	Content	No. of Lectures
1	FRAMEWORK OF HUMAN RESOURCE MANAGEMENT	15
	• Introduction to HRM, Nature of HRM, Scope of HRM, Functions and Objectives of HRM, HRM Policies and Practices, Role and Functions of HR Manager	
	• Job Analysis - Introduction, Importance, Purpose , Benefits of job analysis.	
	• Job Design, Factors affecting job design and Techniques of job design.	
	• Job Evaluation, Process and methods of job evaluation.	
2	HR PLANNING AND RECRUITMENT	15
	• Definition, Objectives, Need and Importance of HR Planning, Preparing Manpower Inventory. Promotions and Transfers.	
	• Recruitment- Strategic Approach to Recruitment, Recruitment Source; Internal and External, Scientific Selection Procedure.	
3	TRAINING AND DEVELOPMENT AND PERFORMANCE APPRAISAL	15



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	<ul style="list-style-type: none"> Employee Training and Development - Nature and Process of Training, Training methods, on the job, off the job. Management Development Program. Performance Appraisal -Definition, Methods, Advantages and Limitations of Appraisals 	
	COMPENSATION	
	<ul style="list-style-type: none"> Meaning, Need and Importance, Current Trends in Compensation, Team Based Incentives, Pension Schemes, Fringe Benefits, Perquisites, Allowances and other Non – Monetary Benefits 	
4	<ul style="list-style-type: none"> Voluntary Retirement Scheme - Concept, Types, Needs, Effects in different sector Participative Management Meaning, Levels, Types, Employee Welfare, Comparative Study of Working Conditions in different Companies 	15
	TOTAL	60

Course Outcomes:		
CO1	To understand about human resource management, role of HR manager, HR policies. job analysis, job evaluation and job design.	L1,L2,L3,L4
CO2	To understand and analyse HR planning, human resource inventory, recruitment and selection	L1,L2,L3,L4
CO3	Students will analyse and evaluate importance of training and development, reinforcement of training, how performance appraisal techniques are used in different organizations.	L1,L2,L3,L4
CO4	Learner will evaluate and create effective voluntary retirement schemes, study current trends of compensation and participative practices used in organisations	L1,L2,L3,L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> Human Resources Management, Gary Dessler Personnel Management – C.B Marmora Managing Human Resources , R.S. Dwiwedi Human Resources Management, V.P.Michael Human Resources Management – Dr.P.C.Pardeshi Human Resources Management – Mirza & Zaiyadin Human Resources Management – L.M. Prasad Human Resources Management , Ashwathappa
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester – V	
Course Name: Corporate Communication and Public Relations		Course Code: VYCC302	
Lectures per week (1 Lecture is of 60 minutes)		2	
Number of Credits		2	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:	
1	To provide the students with basic understanding of the concepts of corporate communication and public relations.
2	To introduce the various elements of corporate communication and consider their roles in managing organizations.
3	To examine how various elements of corporate communication must be coordinated to communicate effectively.
4	To understand laws and ethics of corporate communication and public relations effectively

Unit	Content	No. of Lectures
1	FOUNDATION OF CORPORATE COMMUNICATION	15
	<ul style="list-style-type: none"> Corporate Communication : Scope and Relevance Introduction, Meaning, Scope, Corporate Communication in India, Need / Relevance of Corporate Communication in Contemporary Scenario 	
	<ul style="list-style-type: none"> Keys concept in Corporate Communication Corporate Identity: Meaning and Features, Corporate Image: Meaning, Factors Influencing Corporate Image, Corporate Reputation: Meaning, Advantages of Good Corporate Reputation 	
	<ul style="list-style-type: none"> Ethics and Law in Corporate Communication Importance of Ethics in Corporate Communication, Corporate Communication and Professional Code of Ethics, Mass Media Laws : Defamation, Invasion of Privacy, Copyright Act, Digital Piracy, RTI 	
	<ul style="list-style-type: none"> Corporate Blogging Introduction, Defining Corporate Blogging, Characteristics of a Blog, Types of Corporate Blogs, Role of Corporate Blogs, Making a Business Blog 	
2	UNDERSTANDING PUBLIC RELATIONS	15



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	Fundamental of Public Relations: Introduction, Meaning, Essentials of Public Relations, Objectives of Public Relations, Scope of Public Relations, Significance of Public Relations in Business	
	<ul style="list-style-type: none"> Information Technology in Corporate Communication Introduction, E-media Relations, E-internal Communication, E-brand Identity and Company Reputation 	
	<ul style="list-style-type: none"> Emergence of Public Relations: Tracing Growth of Public Relations, Public Relations in India, Reasons for Emerging International Public Relations 	
	<ul style="list-style-type: none"> Theories used in Public Relations: Systems Theory, Situational Theory, Social Exchange Theory, Diffusion Theory 	
	<ul style="list-style-type: none"> Media Relations: Introduction, Importance of Media Relations, Sources of Media Information, Building Effective Media Relations, Principles of Good Media Relations 	
	<ul style="list-style-type: none"> Crisis Communication: Introduction, Impact of Crisis, Role of Communication in Crisis, Guidelines for Handling Crisis, Trust Building 	
	TOTAL	30

Course Outcomes:

CO1	After the completion of the course, students will be able to learn & know about the basic concepts of corporate communication and ethics.	L1,L3,L4
CO2	Gaining Knowledge about functions of PR in corporate & crisis communication.	L1,L2,L3, L4
CO3	Understand Recent trends in corporate communication and its relations.	L1,L3,L4
CO4	Understand emerging technologies used in Corporate Communication.	L1,L3,L4

Recommended Resources

Reference Books -	<ul style="list-style-type: none"> Richard R. Dolphin, The Fundamentals of Corporate Communication Joep Cornelissen, Corporate Communications: Theory and Practice Communication: The Cost Effective Use of Message & Medium Sandra Oliver, Handbook of Corporate Communication & Public Relations Across – Cultural Approach Rosella Gambetti, Stephen Quigley, Managing Corporate Communication Joseph Fernandez, Corporate Communications: A 21st Century Primer Principles of Corporate Communication.
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TY Bachelor of Business Administration		Semester V	
Course Name: Financial Markets		Course Code: VYFM303	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	● External Assessment	2	60
	● Internal Assessment	-	40

Course Objectives:	
1	To introduce students to the structure and functioning of financial and equity markets and the roles of various market participants.
2	To equip students with knowledge and tools of fundamental analysis for evaluating macroeconomic indicators, industry trends, and company performance.
3	To familiarize students with the principles and techniques of technical analysis including chart patterns, indicators, and trading signals.
4	To develop students' ability to design, evaluate, and apply trading and investment strategies through practical tools and risk management techniques.

Unit	Content	No. of Lectures
1	INTRODUCTION TO FINANCIAL MARKET AND EQUITY MARKET <ul style="list-style-type: none"> ● Overview of Financial Markets ● Stock Market Basics ● Key Market Institutions ● Market Indices ● Trading Mechanism and Settlement Process 	15
2	FUNDAMENTAL ANALYSIS <ul style="list-style-type: none"> ● Introduction to Fundamental Analysis ● Economic Analysis ● Industry Analysis ● Company Analysis ● Valuation techniques (Ratios, Intrinsic and Market value) ● Limitations 	15
3	TECHNICAL ANALYSIS – I <ul style="list-style-type: none"> ● Introduction ● Types of charts ● Candlestick Patterns ● Price Trends and Patterns 	15



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4	TECHNICAL ANALYSIS – II <ul style="list-style-type: none"> • Technical Indicators • Fibonacci • Trading Strategies and Systems 	15
	TOTAL	60

Course Outcomes:		
	After completion of the course the students will be able to:	
CO1	Explain the functioning of financial and equity markets and describe key trading mechanisms, instruments, and institutions.	L1
CO2	Analyse investment opportunities using fundamental analysis techniques to evaluate economic, industry, and company-specific factors.	L2
CO3	Interpret market charts and indicators to identify trends, patterns, and signals using technical analysis tools.	L3
CO4	Formulate basic trading strategies and apply concepts of risk management and behavioural finance in investment decision-making.	L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> • <i>Security Analysis and Portfolio Management</i> - Punithavathy Pandian - Vikas Publishing • <i>Investment Management</i> - Preeti Singh -Himalaya Publishing House • <i>Fundamentals of Investments</i> -V.A. Avadhani - Himalaya Publishing House • <i>Financial Markets and Institutions</i> - L.M. Bhole & Jitendra Mahakud - McGraw Hill Education • <i>51 Trading Strategies</i> – Aseem Singhal – Zebra Learn • <i>Trading Mastermind</i> – Zebra Learn
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester V	
Course Name: Logistics Management		Course Code: VYLM304	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	To provide students with the basic understanding of fundamentals of Logistics.
2	To introduce students to key activities performed by the logistics function.
3	To help student understand the global trends in Logistics.
4	To develop knowledge and competency of students to become Logistics professionals.

Unit	Content	No. of Lectures
1	Overview of Logistics	15
	Introduction to Logistics (Meaning, importance, benefits). Activities in Logistical channel. Elements of Logistics system	
	Demand management	
	Customer service in logistics.	
2	Logistical infrastructure	15
	Introduction to Logistical infrastructure. Transport infrastructure. (Role of Material handling and packaging)	
	Modes of transport and transport technology	
	Multi-modal transportation	
3	Logistics allied concepts	15
	Warehousing (Meaning, types, benefits)	
	Logistical service providers	
	Measuring logistical cost and performance	
4	Recent trends in Logistics	15
	Logistics and Information technology	
	Modern Logistics infrastructure	
	Organizing for global logistics	



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	TOTAL	60
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Course Outcomes:		
CO1	The student will get a clarity on the concepts of Logistics.	L1
CO2	Student will be acquainted with the infrastructural requirements of logistics mix.	L1, L2
CO3	Student will be familiarized with allied areas of Logistics, costing methods and logistical performance measurement.	L1, L2, L3, L4
CO4	The student will be acquainted with recent trends in logistics.	L1, L2, L3, L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> • David Simchi Levi, Philip Kaminshy, Edith Simchi Levi, Designing & Managing the Supply Chain – Concepts, Strategies and Case Studies Logistics • Donald Waters, An Introduction to Supply Chain • Martin Christopher, Logistics & Supply Chain Management – Strategies for Reducing Cost & Improving Services • Vinod Sople, Logistic Management – The Supply Chain Imperative • Alan Rushton, Phil Croucher, Peter Baker, The Handbook of Logistics and Distribution Management- Understanding the Supply Chain • Donald J. Bowersox & David J Closs, Logistical – Management The Integrated Supply Chain Process, McGraw Hill Education • Ronald H Ballou & Samir K Srivastava, Business Logistics/ Supply Chain Management-Pearson • Donald J Bowersox, David J Closs& M Bixby Cooper, Supply Chain Logistics Management- The McGraw Hill Companies
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester V	
Course Name: Direct Tax		Course Code: VYDT305	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	The course will enable the students to get basic knowledge about direct tax.(Meaning, definition of specific terms)
2	To identify the legal status of person and classify the income as per the heads of Income under direct tax laws
3	Composition of taxable Income under different heads as per Income tax Act.

Unit	Content	No. of Lectures
1	Definitions u/s – 2 , Basis of Charge and Exclusions from Total Income	15
	Definitions u/s – 2 : Section 2 –Assessee, Assessment Year, Assessment, Annual value, , Income, Person, Previous Year.	
	Basis of Charge : Section 3 – 9 – Previous Year, Residential Status, Scope of Total Income, Deemed Income.	
	Exclusions from Total Income: Section 10	
2	Heads of Income	25
	Salary Income: Section 15 – 17, Including Section 10 relating to House Rent Allowance, Travel Concession, Special Allowance, Gratuity, Pension – Commutation, Leave Encashment, Compensation, Payment from Provident Fund.	
	Income From House Property: Section 22 – 27, Including Section 2 – Annual Value	
	Profits & Gains from Business & Profession: Vocation Section 28-32, 36, 37, 40, 40A, 43B including.: Section 2 – Business	
	Capital Gains: Section 45, 48, 49, 50, 54 and 55	
	Income from Other Sources: Section 56 – 59	



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3	Deductions under Chapter VI – A (only brief introduction)	5
	80 A, 80 C, 80CCC, 80 D, 80 DD, 80 E, 80 TTA, 80- U	
4	Computation of Total Income	10
	Computation of Total Income & Tax Liability of Individual and HUF with respect to Various heads of Income	
5	Advance Tax U/S 207, 208, 209, 210 & 211	5
	TOTAL	60

Course Outcomes:		
CO1	Gain knowledge on Basic concepts in direct tax.	L1,L2
CO2	Classification of income as per the heads indicated under income tax laws.	L1,L2
CO3	Computation of Income taxable under different heads of Income	L3, L4
CO4	Computation of Total Income & tax liability for Individuals and HUF	L3, L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> • Direct Taxes Law & Practice by V.K. Singhania - Taxman • Systematic Approach to Direct Tax by Ahuja & Gupta - Bharat Law House • Income Tax Ready Reckoner by Dr .V.K. Singhania - • Direct Tax Laws by T.N. Manoharan - Snow White
<u>E-Resources</u>	<ul style="list-style-type: none"> • www.incometaxindia.gov.in
Webliography:	<ul style="list-style-type: none"> • https://dor.gov.in:direct tax clear tax.in



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TY Bachelor of Business Administration		Semester V	
Course Name: International Business		Course Code: VYIB306	
Lectures per week (1 Lecture is of 60 minutes)		2	
Number of Credits		2	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	It will help students with a theoretical framework so as to understand, interpret, and analyse key issues in international business
2	This course will provide students with the knowledge, skills & abilities to understand the global, economic, political and social environment within which firms operate.
3	It will prepare students with a good understanding of the theoretical foundation of international business strategies.

Unit	Content	No. of Lectures
1	INTRODUCTION TO INTERNATIONAL BUSINESS:	10
	Introduction to International Business- Importance, Nature and Scope of International Business, Drivers of International Business, Evolution of International Business, Strategies of Going International, Globalization, Multinational Corporations- Nature, Goals of MNCs, India's Presence- Advantages and Disadvantages of MNCs	
	International Business Environment: Economic, Political, Cultural and Legal Environments in International Business	
2	INTERNATIONAL ECONOMIC INSTITUTIONS AND REGIONAL GROUPINGS :	10
	Institutional Support to International Business, Role of World Bank ,IMF, ILO, UNCTAD, UNIDO and ADB in International Business, World Trade Organization (WTO), Origin, Objectives, Functions ,GATT and WTO, Principles of WTO, Transparency, MFN Treatment, National Treatment, Free Trade, Dismantling Trade Barriers, Rule Based Trading System, Treatment for LDCs ,Competition Principle, Environment Protection, Key Subjects in WTO, Agriculture, TRIPS, TRIMS, GATS, Implications for India	
	Integration between Countries: Levels of Integration, Growth of Trading Blocs, Impact of Integration, Major Regional Trading Groups, The	



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	European Union, NAFTA, APEC, ASEAN, MERCOSUR, BRICS, SAARC, OPEC	
3	INTERNATIONAL MARKETING, HUMAN RESOURCE MANAGEMENT :	10
	Domestic and International Marketing, Compared Benefits of International Marketing, Major Activities, International Market Assessment, International Product Strategies, Pricing Issues and Decisions, Dumping, Promotion Issues and Policies.	
	International Human Resource Management, Nature, Growing Interest in IHRM, DHRM and IHRM compared, Managing International HR activities, Expatriation and Repatriation of employees	
	TOTAL NO. LECTURES	30

Course Outcomes:		
CO1	After the completion of the course, students will able to explain and practice business strategies.	L1,L3
CO2	Will be in a position to explain the recent trends in the business with the help of export strategies and mergers & acquisitions	L1,L4
CO3	Will be able to conduct, evaluate market research to support an organization's international business decision making.	L2,L3
CO4	Apply the current business phenomenon and to evaluate the global business environment in terms of economic, social and legal aspects	L1,L3,L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> Economic Survey, Govt. of India. Various issues Export-import Policy and Other Documents, Govt. of India Czinkota, Michael R, 8th Edition, Publisher Wiley,2010. Hill, Charles W. L., International Business, McGraw Hill, 2011,NewYork. Aswathappa K, International Business, Tata McGraw Hill Education, 2010.
<u>E-Resources</u>	
Webliography:	



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INTERNAL EVALUATION

• For Major, Major Elective, Minor & Vocational Skill (VSC) Courses

Sr. No.	Description	Marks
I	Class Test	15
	Q.1 Objectives. (1 Mark each) (Fill in the blanks / True or False / Match the Following)	
	Q.2 Answer Any Two of the Three. (05 Marks each) (Unit based theory questions)	
II	Project / Assignment / Presentation	15
III	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation.	10
	TOTAL MARKS	40

EXTERNAL EVALUATION

• For Major, Major Elective, Minor & Vocational Skill (VSC) Courses

- Maximum Marks: 60**
- Questions to be set: 04**
- Duration: 2 Hours**
- All Questions are compulsory carrying 15 marks each**

Q. No.	Description	Marks
Q.1	Full Length Question	15
	OR Full Length Question	
Q.2	Full Length Question	15
	OR Full Length Question	
Q.3	Full Length Question	15
	OR Full Length Question	
Q.4	Full Length Question	15
	OR Full Length Question	
	TOTAL MARKS	60

Note: Question of 15 marks can be further sub-divided into questions of 5/5/5, 8/7 or 10/5.



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• Distribution of marks as per Units, COs and Bloom's Taxonomy					
Unit	COs	Bloom's Taxonomy Level	Type of Question	Marks	Weightage (%)
1	CO1: Explain	Understanding (L1)	Short notes	15	25
2	CO2: Apply	Applying (L2)	Essay Type: Problem solving	15	25
3	CO3: Analyse/ Evaluate	Analysing/Evaluating (L3)	Essay Type: Case Study	15	25
4	CO4: Create	Creating (L4)	Essay Type – application based task	15	25



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Syllabus Prepared by:	
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21.	Ms. Ashwini Mondkar, Member, Syllabus Committee, Visiting Faculty
22.	Ms. Preeti Chaudhary, Member, Syllabus Committee Visiting Faculty
23.	Mr. Viral Rami, Member, Syllabus Committee Visiting Faculty
24.	Mr. Venkat Raman, Member, Syllabus Committee Visiting Faculty



Semester VI



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B. B. A. Semester VI		
	Major Course (Major)	
VYBE350	Business Ethics & Corporate Governance	4
VYEC351	E-Commerce & Digital Marketing	4
VYIR352	Industrial Relations	2
	Major Elective (Any One)	4
VYSC353	Supply Chain Management	
VYCD354	Commodities & Derivatives	
	Minor Course (Minor)	
VYIT355	Indirect Tax (GST)	4
	On Job Training	
VYIP356	Internship based Report	4
	Total	22



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TY Bachelor of Business Administration		Semester VI	
Course Name: Business Ethics & Corporate Governance		Course Code: VYBE350	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:	
1	To understand significance of ethics and ethical practices in businesses which are indispensable for progress of a country
2	To learn the applicability of ethics in functional areas like marketing, finance and human resource management
3	To understand the emerging need and growing importance of good governance and CSR by organisations
4	To study the ethical business practices, CSR and Corporate Governance practiced by various organisations

Unit	Content	No. of Lectures
1	INTRODUCTION TO BUSINESS ETHICS	15
	Definition, Meaning, Nature of Ethics, Meaning of Moral & Ethics.	
	Business Ethics -Meaning and Nature. Importance of Ethics in Business, Areas of Business Ethics, Meaning of Functional Ethics, Types of Ethics According to Functions of Business- Marketing Ethics, Foreign Trade Ethics and Ethics Relating to Copyright.	
	Relevant Case Studies	
2	APPLICATION OF ETHICAL THEORIES IN BUSINESS	15
	Ethical Decision Making: Decision Making (Normal Dilemmas and Problems)	
	Utilitarianism (J. Bentham and J.S. Mill), (Ii) Deontology (I. Kant) Virtue Ethics (Aristotle). Gandhain Approach in Management and Trusteeship, Importance and Relevance of Trusteeship Principle in Modern Business. Ethical Issues in Functional Areas of Business.	
	Ethics in Advertising (Truth in Advertising). Ethical Issues in Finance	
	Relevant Case Studies	
3	INTRODUCTION TO CORPORATE GOVERNANCE	15
	Definition & Conceptual Framework of Corporate Governance, Business Ethics - an important dimension to Corporate Governance, Fair and Unfair Business Practices.	



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	Theoretical Basis of Corporate Governance, Mechanism- Corporate Governance Systems, Indian Model of Governance, Good Corporate Governance, Obligations Towards Society and Stake holders.	
	Theories underlying Corporate Governance (Stakeholder's theory and Stewardship theory, Agency theory, Separation of Ownership and Control, Corporate Governance Mechanism: Process, Indian Model, OECD, and Emphasis on Corporate Governance (Transparency Accountability and Empowerment).	
	Relevant Case Studies	
	GENESIS AND IMPLEMENTATION OF CORPORATE GOVERNANCE IN INDIA:	
	Introduction principles – Arthashastra and Good Governance in ancient India, Protection of Interest of Customer and Investors, Historical perspective of Corporate Governance and Issues in Corporate Governance.	
	Values: Meaning, Types Teaching from Scriptures like Gita, Quran, Bible Value Systems in Business.	
4	Role of Board of Directors and Board Structure, Non- executive Director, Auditors, SEBI, Government, Corporate Governance in India. Accounting Standards and Accounting disclosures. Finance Reporting and Corporate Governance, Non Accounting Regulations in Corporate Governance, Corporate Governance & CSR, Family Owned Business - Background, Family Businesses in India	15
	GLOBAL SCENARIO – Ethics & Business Development, Role of Business Ethics in Building a Civilized Society, Corporate Governance and Issues Related to Scams, Corruption: Meaning, Causes, Effects, Frauds and Scams in Banks, Insurance Companies, Financial Institutions, Measures to Overcome Fraud and Corruption, Zero Tolerance of Corruption	
	TOTAL	60

Course Outcomes:

CO1	To understand the basic concepts of business ethics and ethical practices to be adopted by the company.	L1
CO2	Introduction of ethical theories and application of those theories in business	L1, L2, L3, L4
CO3	Provide knowledge about the corporate governance from its basics.	L1, L2, L3,



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CO4	Development of corporate governance in Indian scenario and its application in the company.	L1, L2, L4
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Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> A. C. Fernando, Corporate Governance Principles, Policies and Practices; Pearson Marc Goeren, International Corporate Governance; Blackwells. Cristian A. Mallin, Corporate Governance. Business Ethics, Crane & amp; Matten The Management and ethics omnibus, Chakraborty, Its only Business, Mitra, Values and Ethics for Organizations, Chakraborty, OUP/OIP Perspectives in Business Ethics, Hartman, Chatterjee
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester VI	
Course Name: E-Commerce and Digital Marketing		Course Code: VYEC351	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:	
1	To understand increasing significance of E-Commerce and its applications in Business and Various Sectors
2	To provide an insight on Digital Marketing activities on various Social Media platforms and its emerging significance in Business
3	To understand Latest Trends and Practices in E-Commerce and Digital Marketing, along with its Challenges and Opportunities for an Organisation

Unit	Content	No. of Lectures
1	• Ecommerce- Meaning, Features of E-commerce, Categories of E-commerce, Advantages & Limitations of E-Commerce, Traditional Commerce-Commerce	15
	• Ecommerce Environmental Factors: Economic, Technological, Legal, Cultural & Social	
	• Factors Responsible for Growth of E-Commerce, Issues in Implementing E-Commerce, Myths of E-Commerce	
	• Impact of E-Commerce on Business, Ecommerce in India	
	• Impact of E-Commerce on Business, Ecommerce in India	
2	• Trends in E-Commerce in Various Sectors: Retail, Banking, Tourism, Government, Education	15
	• Meaning of M-Commerce, Benefits of M-Commerce, Trends in M-Commerce	
	• E-Business: Meaning, Launching an E-Business, Different phases of Launching an E-Business	
	• Important Concepts in E-Business: Data Warehouse, Customer Relationship Management, Supply Chain Management, Enterprise Resource Planning	
	• Bricks and Clicks business models in E-Business: Brick and Mortar, Pure Online, Bricks and Clicks, Advantages of Bricks & Clicks Business Model, Superiority of Bricks and Clicks E-Business Applications: E-Procurement, E-Communication, E-Delivery, E-Auction, E-Trading.	
3	• Electronic Data Interchange (EDI) in E-Business: Meaning of EDI, Benefits of EDI, Drawbacks of EDI, Applications of EDI.	15
	• Website : Design and Development of Website, Advantages of Website,	



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	Life Cycle Approach for Building a Website, Different Ways of Building website	
3	<ul style="list-style-type: none"> Issues Relating to Privacy and Security in E-Business Electronic Payment Systems: Features, Different Payment Systems: Debit Card, Credit Card, Smart Card, E-cash, E-Cheque, E-wallet, and and Electronic Fund Transfer. Payment Gateway: Introduction, Payment Gateway Process, Payment Gateway Types, Advantages and Disadvantages of Payment Gateway. Types of Transaction Security, E-Commerce Laws: Need for E-Commerce laws, E-Commerce laws in India, Legal Issues in E-commerce in India, IT Act2000 	15
4	<ul style="list-style-type: none"> Introduction to Digital Marketing, Advantages and Limitations of Digital Marketing. Various Activities of Digital Marketing: Search Engine Optimization, Search Engine Marketing, Content Marketing & Content Influencer Marketing, Campaign Marketing, Email Marketing, Display Advertising, Blog Marketing, Viral Marketing, Podcasts & Vodcasts. Digital marketing on various Social Media platforms. Online Advertisement, Online Marketing Research, Online PR Web Analytics Promoting Web Traffic Latest developments and Strategies in Digital Marketing 	15
	TOTAL	60

Course Outcomes:

CO1	The student will be able to understand the concept of E-Commerce	L1,L2,L3,L4
CO2	The student will be acquainted with various e-applications in business	L1,L2,L3,L4
CO3	The student will have a thorough knowledge of various payment systems, Issues related to privacy and security in business and legal issues in e-commerce	L1,L2,L3,L4
CO4	The student will be acquainted with the concept of Digital Marketing techniques.	L1,L2,L3,L4

Recommended Resources

Reference Books and E-Resources	<ul style="list-style-type: none"> D Nidhi ,E-Commerce Concepts and Applications, ,Edn 2011, International Book houseP.ltd Bajaj Kamlesh K,E-Commerce- The cutting edge of Business
Webliography:	



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	<ul style="list-style-type: none">• Whiteley David, E-Commerce Technologies and Applications-2013• E-Business & E-Commerce Management 3rd Ed, Pearson Education• Kalokota & Robinson, E-Business 2.0 Road map for Success, Pearson Education• Elias M. Awad ,Electronic Commerce, 3rd Edition, Pearson Education• Erfan Turban et.al ,Electronic Commerce - A Managerial Perspective, Pearson Education• R. Kalokota, Andrew V. Winston, Electronic Commerce - A Manager's Guide, Pearson Education• Tripathi, E-Commerce, Jaico Publishing House, Mumbai, Edn.2010
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TY Bachelor of Business Administration		Semester VI	
Course Name: Industrial Relations		Course Code: VYIR352	
Lectures per week (1 Lecture is of 60 minutes)		2	
Number of Credits		2	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:	
1	To introduce the concept of Industrial Relations in workplace settings
2	To give an understanding on the concept of Industrial Disputes and provision of machinery to resolve the disputes
3	To give an insight on the evolution of different Trade Unions, their functioning and impact on Industrial Relations

Unit	Content	No. of Lectures
1	INDUSTRIAL RELATIONS- AN OVERVIEW	10
	Meaning, Objectives, Characteristics of a good Industrial Relations System/Principles of a good IR/Essentials of good IR Scope, Significance/Need and Importance of IR	
	Major Stakeholders of IR, Evolution of IR in India, Factors affecting IR	
	Role of State, Employers and Unions in IR, Changing Dimensions of IR in India	
	Impact of Liberalisation, Privatisation and Globalisation on Industrial Relations	
	Issues and Challenges of industrial relations in India	
2	INDUSTRIAL DISPUTES	10
	Industrial Disputes: Meaning of Industrial Dispute, Causes, Forms/Types, Consequences/Effects, Methods of Settling Industrial Disputes (Arbitration, Joint Consultations, Works Committee, Conciliation, Adjudication etc) Concepts Related to Industrial Disputes (Relevant Examples) Strike, Layoff, Lockout, Retrenchment The Industrial Disputes Act, 1947	
	Employee Discipline: Meaning, Determinants, Causes of Indiscipline, Code of Discipline and its Enforcement.	



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	Grievance Handling: Meaning of Grievances Causes of Grievances, Guidelines for Grievance Handling, and Grievance Redressal Procedure in India	
	Workers' Participation in Management: Meaning and Types with Respect to India	
3	TRADE UNIONS AND COLLECTIVE BARGAINING	10
	Trade Unions: Meaning, Features, Objectives, Role of Trade Unions, Functions/Activities, Types, Evolution of Trade Unions across Globe, Evolution of Trade Unions in India	
	Structure of Trade Unions in India, Recognition of Trade Unions, Rights and Privileges of Registered Trade Unions, Impact of Globalisation on Trade Unions in India, Central Organisations of Indian Trade Unions: INTUC, AITUC, HMS, UTUC, Problems of Trade Unions in India. The Trade Unions Act, 1926	
	Collective Bargaining	
	Meaning, Features, Importance, Scope, Collective Bargaining Process, Prerequisites of Collective Bargaining	
	Types of Collective Bargaining Contracts, Levels of Collective Bargaining, Growth of Collective Bargaining in India, Obstacles to Collective Bargaining in India.	
	TOTAL	30

Course Outcomes:		
CO1	The students will have a complete overview of Industrial Relations concepts	L1
CO2	The students will Understand terms viz, Industrial Disputes, Employee Discipline, Grievance Handling and Worker's Participation in Management and will be able to practice that in industry.	L1, L2, L3, L4
CO3	They will know about the role, rights and duties of Trade Unions and its members and will also learn about the process of Collective Bargaining	L1, L2, L3
CO4	The students will be able to apply the knowledge of maintaining harmonious industrial relations in the industry when situation will arise.	L1, L2, L3, L4

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> • Davar R S: Personnel Management and Industrial Relations in India • Mamoria C B: Industrial Relations



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	<ul style="list-style-type: none"> ● Charles Myeres: Industrial Relations in India ● Arun Monappa: Industrial Relations ● Sharma A M : Industrial Relations ● Ahuja K K : Industrial Relations Theory and Practice ● C.S. Vekata Ratnam : Globalisation and Labour-Management Relations ● Srivastava K D: Laws relating to Trade Unions and Unfair Labour Practice ● A. M. Sarma: A conceptual and legal framework ● Farnham, David and John Pimlot, Understanding Industrial Relations, London : Cassell ● Ratna Sen, Industrial Relations in India, Shifting Paradigms, Macmillan India Ltd., New Delhi, 2009. ● C. S. Venkata Ratnam, Globalisation and Labour Management Relations, Response Books, 2010. ● Srivastava, Industrial Relations and Labour Laws, Vikas, 6 Th editions, 2012. ● P.R.N Sinha, Indu Bala Sinha, Seema Priyadarshini Shekhar. Industrial Relations, Trade Unions and Labour Legislation. ● Srivastava, S. C. :Industrial Relations and Labour Laws, Vikas Publishing House Pvt Ltd, New Delhi. ● Sinha, P.R.N., Sinha, InduBala and Shekhar, Seema Priyadarshini Industrial Relations, Trade Unions and Labour Legislation, Pearson Education, New Delhi.
<u>E-Resources</u> Webliography:	



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TY Bachelor of Business Administration		Semester VI	
Course Name: Supply Chain Management		Course Code: VYSC353	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	To provide students with the basic understanding of fundamentals a of Supply Chain.
2	To introduce students to key activities performed by the supply chain function.
3	To help student understand the global trends in SCM.
4	To develop knowledge and competency of students to become Supply chain professionals.

Unit	Content	No. of Lectures
1	Overview of Supply Chain	15
	Introduction to Supply chain (Meaning, importance, benefits). Activities in supply chain	
	Supply chain drivers and metrics	
	Supply chain structure and Benchmarking	
2	Building blocks in SCM	15
	Distribution network design and strategic planning	
	Order processing in SCM	
	Application in e business	
3	SCM allied concepts	15
	Inventory Management	
	Sourcing in SCM	
	Measuring Supply Chain cost and performance	
4	Recent trends in SCM	15
	Use of IT in SCM	
	Issues in Supply Chain Management	



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	Global Supply Chain Management	
	TOTAL	60

Course Outcomes:		
CO1	The student will get a clarity on the fundamental concepts of SCM.	
CO2	Student will be acquainted with the infrastructural requirements of SCM	
CO3	Student will be familiarized with allied areas of SCM	
CO4	The student will be acquainted with recent trends in SCM	

Recommended Resources	
Reference Books -	<ul style="list-style-type: none"> • David Simchi Levi, Philip Kaminshy, Edith Simchi Levi, Designing & Managing the Supply Chain - Concepts, Strategies and Case Studies Logistics • Donald Waters, An Introduction to Supply Chain • Martin Christopher, Logistics & Supply Chain Management - Strategies for Reducing Cost & Improving Services • Vinod Sople, Logistic Management - The Supply Chain Imperative • Alan Rushton, Phil Croucher, Peter Baker, The Handbook of Logistics and Distribution Management- Understanding the Supply Chain • Donald J. Bowersox & David J Closs, Logistical - Management The Integrated Supply Chain Process, McGraw Hill Education • Ronald H Ballou & Samir K Srivastava, Business Logistics/ Supply Chain Management-Pearson • Donald J Bowersox, David J Closs& M Bixby Cooper, Supply Chain Logistics Management- The McGraw Hill Companies
<u>E-Resources</u>	
Webliography:	



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TY Bachelor of Business Administration		Semester VI	
Course Name: Commodities & Derivative Markets		Course Code: VYCD354	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	To introduce students to the fundamental concepts, instruments, and participants in derivative and commodities markets, with a focus on pricing and settlement mechanisms.
2	To equip students with the knowledge and skills to understand and apply arbitrage and hedging strategies, including risk management techniques using derivative instruments.
3	To familiarize students with the basic concepts, terminologies, and strategies of options trading, including option valuation and strategic applications.
4	To explain the structure of the foreign exchange market and equip students with the tools to manage exchange rate risks using derivatives like forwards, futures, and options.

Unit	Content	No. of Lectures
1	INTRODUCTION TO COMMODITIES AND DERIVATIVE MARKETS <ul style="list-style-type: none"> • Introduction to Derivatives • Forward & Futures • Participants in Derivative Markets • Introduction to Commodities Markets • Pricing & Settlement Mechanism 	15
2	ARBITRAGE AND HEDGING STRATEGIES <ul style="list-style-type: none"> • Concept of Arbitrage: Types and Conditions for Arbitrage Opportunities • Arbitrage in Forward and Futures Markets • Hedging: Meaning, Need, and Approaches (Long Hedge, Short Hedge) • Basis Risk and Cross Hedging • Risk Management and Derivative Strategies 	15



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3	OPTIONS <ul style="list-style-type: none"> Options: Call and Put – Basic Concepts Option Terminologies: Strike Price, Premium, Expiry, Moneyness Payoff Diagrams and Profit Profiles Option Valuation Models - Black-Scholes and Binomial Option Strategies: Protective Put, Covered Call, Spreads, Straddles, Strangles 	15
4	CURRENCY MARKETS <ul style="list-style-type: none"> Overview of Foreign Exchange Market Spot and Forward Exchange Rates Currency Futures and Currency Options Exchange Rate Determination Hedging Exchange Rate Risk: Forwards, Futures, Options 	15
	TOTAL	60

Course Outcomes:

	After completion of the course the students will be able to:	
CO1	Explain and apply the pricing and settlement mechanisms of forwards, futures, and commodities.	L1, L3
CO2	Define arbitrage, hedging, and associated terms and evaluate various hedging strategies and assess their effectiveness in reducing risk.	L2, L4
CO3	Explain the fundamentals of option pricing models and create option payoff diagrams and make informed decisions based on market conditions.	L1, L4
CO4	Define key terms such as spot and forward exchange rates, and currency futures and apply currency derivatives to hedge against exchange rate risks.	L2, L3

Recommended Resources

Reference Books -	<ul style="list-style-type: none"> <i>Commodities and Derivatives Markets</i> - Rangan Gupta - McGraw Hill Education <i>Indian Financial System</i> – M.Y. Khan - McGraw Hill Education <i>Investment Management: Security Analysis and Portfolio Management</i> – V. K. Bhalla - S. Chand & Co. <i>Futures & Options</i> – Zebra Learn
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TY Bachelor of Business Administration		Semester VI	
Course Name: INDIRECT TAX (GST)		Course Code: VYIT355	
Lectures per week (1 Lecture is of 60 minutes)		4	
Number of Credits		4	
Evaluation System	Assessment	Hours	Marks
	• External Assessment	2	60
	• Internal Assessment	-	40

Course Objectives:

1	To acquaint students with the basic concepts of Goods & Services Tax in India.
2	To help students understand the applicability of GST
3	To equip students with rates under GST and their applicability
4	To equip students with basic understanding of provisions related to computation of tax liability under GST.

Unit	Content	No. of Lectures
1	INTRODUCTION TO INDIRECT TAXATION AND GST	10
	Basics for Taxation	
	Introduction to GST	
2	LEVY AND COLLECTION OF GST	10
	Charge of GST, Levy and Collection GST, Composite and Mixed Supplies under GST, Power to Grant Exemption, Negative list of GST, GST Rate Schedule for Goods and Services	
3	CONCEPT OF SUPPLY	15
	<ul style="list-style-type: none"> • Taxable Event Supply • Place of Supply • Time of Supply • Value of Supply 	
4	DOCUMENTATION & REGISTRATION	15
	<ul style="list-style-type: none"> • Tax Invoices, Credit and Debit notes 	
	<ul style="list-style-type: none"> • Registration – Persons liable for Registration, Persons not liable for Registration, • Procedure for Registration, Deemed Registration,, Amendment, Cancellation and Revocation of Registration. 	
5	INPUT TAX CREDIT AND COMPUTATION OF GST	10
	<ul style="list-style-type: none"> • Eligibility and conditions for taking Input Tax Credit • Apportionment of credit & Blocked credits • Credit in special circumstances 	



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	<ul style="list-style-type: none"> Computation of GST under Inter State supplies and Intra State Supplies 	
	TOTAL	60

Course Outcomes:

CO1	Concept of indirect tax , Advantages of one nation one tax, GST council, GST act and its implication	L1, L2
CO2	Levy of GST and application of concepts of Supply	L1, L2
CO3	Procedures for registration and documentation under GST	L2, L3
CO4	Computation of tax liability under GST	L3, L4

Recommended Resources

Reference Books -	<ul style="list-style-type: none"> Indirect Taxes: Law and Practice by V.S. Datey,Taxmann Indirect Taxes by V.S. Balchandra, Sultan Chand and Sons, New Delhi GST Law & practice with Customs & FTP by V.S. Datey,Taxmann GST by V.S. Datey,Taxmann GST & customs Law by K.M. Bansal, University Edition GST Law & practice with Customs & FTP by Vineet Sodhani, Snow White Publications GST Law & practice with Customs & FTP by Sanjiv Agarwal, Snow White Publications Indirect taxes (Containing GST, Customs & FTP) by MOhd. Rafi, Bharat Publications
<u>E-Resources</u> Webliography:	<p>Clear tax www.gst.gov.in</p>



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INTERNAL EVALUATION

• For Major, Major Elective, Minor & Vocational Skill (VSC) Courses

Sr. No.	Description	Marks
I	Class Test	15
	Q.1 Objectives. (1 Mark each) (Fill in the blanks / True or False / Match the Following)	
	Q.2 Answer Any Two of the Three. (05 Marks each) (Unit based theory questions)	
II	Project / Assignment / Presentation	15
III	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation.	10
	TOTAL MARKS	40

EXTERNAL EVALUATION

• For Major, Major Elective, Minor & Vocational Skill (VSC) Courses

- Maximum Marks: 60**
- Questions to be set: 04**
- Duration: 2 Hours**
- All Questions are compulsory carrying 15 marks each**

Q. No.	Description	Marks
Q.1	Full Length Question OR Full Length Question	15
Q.2	Full Length Question OR Full Length Question	15
Q.3	Full Length Question OR Full Length Question	15
Q.4	Full Length Question OR Full Length Question	15
	TOTAL MARKS	60

Note: Question of 15 marks can be further sub-divided into questions of 5/5/5, 8/7 or 10/5.



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• Distribution of marks as per Units, COs and Bloom's Taxonomy					
Unit	COs	Bloom's Taxonomy Level	Type of Question	Marks	Weightage (%)
1	CO1: Explain	Understanding (L1)	Short notes	15	25
2	CO2: Apply	Applying (L2)	Essay Type: Problem solving	15	25
3	CO3: Analyse/ Evaluate	Analysing/Evaluating (L3)	Essay Type: Case Study	15	25
4	CO4: Create	Creating (L4)	Essay Type – application based task	15	25



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