



शिक्षण प्रसारक मंडळी, पुणे  
**R. A. Podar College of Commerce & Economics**

**AUTONOMOUS**

Matunga, Mumbai - 400 019

An 'A+' Institution as Accredited by NAAC  
 Certified as 'Best College' by University of Mumbai

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**1.1.2 The programmes offered by the institution focus on employability/ entrepreneurship/ skill development and their course syllabi are adequately revised to incorporate contemporary requirements**

Name of the Course	Course Code	Activities/Content with a direct bearing on Employability/ Entrepreneurship/ Skill development
<b>Courses focusing on Employability</b>		
Accountancy and Financial Management – I	10101	<b>Content:</b> Application of key accounting terms in the preparation and presentation of financial statements, Ability to prepare final accounts of a manufacturer considering typical transactions relating to manufacturing concerns. <b>Activities:</b> Problem-solving, Assignment, Group Discussion, case study analysis
Accountancy and Financial Management - Paper II	10201	<b>Content:</b> Focusing on accounting and reporting standards specific to non-profit organizations, equipping students with relevant knowledge for employment in the non-profit sector or entrepreneurship in the social impact space. <b>Activities:</b> Practical problem solving, classroom discussion, assignment, case study analysis.
Accountancy and Financial Management III	10301	<b>Content:</b> Preparation of separate/combined columnar Profit & Loss Accounts, Partnership Final Accounts based on Adjustment of Admission, Retirement/Death of Partner/s during the year <b>Activities:</b> Practical problem solving, classroom discussion, assignment, case study analysis.

Financial Accounting and Auditing – Introduction to Management Accounting & Auditing	10402	<b>Content:</b> Financial statement analysis, including ratio analysis, to enhance students' analytical skills. Estimation / Projection of Working Capital Requirement in Case of Trading and Manufacturing Organization. Capital Budgeting Techniques <b>Activities:</b> Practical problem solving, classroom discussion, assignment, case study analysis.
Accountancy and Financial Management IV	10401	<b>Content:</b> Basic knowledge of Company Accounting, Accounting procedure of Redemption of Preference shares and Debentures, Conversion of Partnership firm into LLP <b>Activities:</b> Problem-solving, classroom discussion, case study, assignment
Financial Accounting and Auditing VII - Financial Accounting – Paper I	10501	<b>Content:</b> Preparation of the final accounts of the company, Internal Reconstruction, the procedure for buyback of shares, accounting of Investment and significant disclosure in the financial statements. <b>Activities:</b> Problem-solving, classroom discussion, case study, assignment
Computer System -I	10507	<b>Activities:</b> Practical, Projects, Classroom Discussion, Quiz
Export Marketing -I	10508	<b>Content:</b> Analysis of trade statistics provided on international websites like WTO, UNCTAD, WCO, etc. <b>Activities:</b> Group presentations, Classroom Discussion, Quiz
Marketing Research -I	10509	<b>Content:</b> Marketing Research, Planning, Data Collection and analysis <b>Activities:</b> Project, Classroom Discussion, Quiz
Direct & Indirect Tax -I	10510	<b>Content:</b> Calculation of Income from Salaries, House property, Business/ profession, capital gains and other sources, Taxable income of Assesse <b>Activities:</b> Project, Classroom Discussion, Quiz, case study
Operations Research -I	10511	<b>Content:</b> Real-life problem analysis through linear programming and other such concepts, Projects, <b>Activities:</b> Practical sums

Cost Accounting – Paper I	10602	<b>Content:</b> Preparation of labour cost statement, Computation of overhead rates including Machine overhead rates, preparation of cost sheet. Practical problems based on Reconciliation of Cost and Financial Accounts <b>Activities:</b> Problem solving, classroom discussion, case study, assignment
Financial Accounting and Auditing Paper-IX: Financial Accounting – Paper II	10601	<b>Content:</b> Amalgamation of Companies, Practice the methods of valuation of shares Underwriting, Underwriting Commission Preparation of Statement of Affairs, Deficit / Surplus Account Liquidator's Final Statement Of Account. Computation and Treatment of Exchange Rate Differences. <b>Activities:</b> Problem solving, classroom discussion, case study, assignment
Business Economics-VI	10604	<b>Activities:</b> Case study analysis, Public policy evaluation, Story-telling, Analysis of World Economics report
Computer System -II	10607	<b>Activities:</b> Practical training in use of computer technology, Experiential learning through Computer association of Podar, Project, Classroom Discussion, Quiz
Export Marketing -II	10608	<b>Content:</b> Analysis of trade statistics provided on international websites like WTO, UNCTAD, WCO,etc. <b>Activities:</b> Group presentations, Classroom Discussion, Quiz
Marketing Research -II	10609	<b>Activities:</b> Experiential learning by conducting market research program including designing questionnaire, Project, Classroom Discussion, Quiz
Direct & Indirect Tax -II	10610	<b>Content:</b> Introduction to GST <b>Activities:</b> Project, Classroom Discussion, Quiz
Operations Research -II	10611	<b>Content:</b> Real life problem analysis through linear programming and other such concepts <b>Activities:</b> Real life problem analysis through linear programming and other such concepts, Projects, Practical sums

Documentation, Analysis and Reporting II	30404	<b>Content:</b> Analytical skill, collected data and information in structured manner, terminologies used in the report <b>Activities:</b> Project, Classroom Discussion, Quiz
Investment Analysis Paper I	30502	<b>Content:</b> Different asset classes, economic influences on assets, relationship between risk and return, Indian savings, employee benefit plans, insurance companies <b>Activities:</b> Practical Sums, Plagiarism tests, Data analysis and interpretation
Investment Analysis Paper II	30602	<b>Content:</b> Asset Liability modelling, risk budgeting, portfolio management, mean-variance portfolio theory, investment disclosure, financial accounting, and unitization <b>Activities:</b> Practical Sums, Plagiarism tests, Data analysis and interpretation
Life Contingencies - Paper I	30504	<b>Content:</b> Interpret mortality table, existing models related to mortality, survival models and various estimators <b>Activities:</b> Data analysis and interpretation, Plagiarism tests
Life Contingencies Paper II	30604	<b>Content:</b> projection with respect to cash flows in life insurance and pension schemes, defined pension schemes and other employee benefit schemes, software related to Life Contingencies <b>Activities:</b> Data analysis and interpretation, Plagiarism tests
Customer Relationship Management – Paper I	30505	<b>Content:</b> Concepts of CRM and e-CRM, CRM practices in service sectors, the values of customer. <b>Activities:</b> Project, Classroom Discussion, Quiz
Customer Relationship Management – Paper II	30605	<b>Content:</b> Future Trends in CRM and e-CRM, evolving CRM, CRM in B2C and B2B Market <b>Activities:</b> Project, Classroom Discussion, Quiz
Financial Accounting I	40101	<b>Content:</b> understands accounting concepts, convention and standards. <b>Activities:</b> Passing journal entries and preparing respective ledger accounts. Preparing trial balance and finally final accounts

Introduction to Financial Systems	40102	<b>Content:</b> Financial System, Financial markets, Financial regulators. <b>Activities:</b> Power Point Presentation
Business Economics I	40107	<b>Content:</b> Demand analysis, Supply Analysis, Public policy evaluation, <b>Activities:</b> Practical real life application
Financial Accounting II	40201	<b>Content:</b> Preparation and interpretation of financial statements, Preparation of corporate financial statements in vertical form, Investment Accounting <b>Activities:</b> Use of technology, Chalk and Talk method, case study analysis, Flip class, Quiz, practical application of topics in real life business problems wherever possible
Introduction to Shipping Industry	50101	<b>Content:</b> the process and procedures of the trade and shipping industry <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Economics I	50107	<b>Content:</b> Demand analysis, Supply Analysis, Public policy evaluation, <b>Activities:</b> Practical real life application
Geography of Sea Transport	50201	<b>Content:</b> Acquaintances with varied patterns of Trade, comprehend the nuances of sea transport, the impact of geography on shipping <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Logistics Management	50202	<b>Content:</b> Acclimatization with dynamics of supply chain, functions of logistics, Role of Govt. of India <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Economics II	50207	<b>Content:</b> National income measurement, money, inflation, and monetary policy, covers fiscal policy constituents, government's role, taxation principles, and budget management

		<b>Activities:</b> Critical thinking skills, Case study analysis, Decision making skills, Data analysis
Descriptive Statistics	60101	<b>Content:</b> Tabulation of data, Analysis of statistical information, Use of graphical techniques, Computation various measures of dispersion, skewness and kurtosis, correlation coefficient. <b>Activities:</b> Calculation of the simple linear regression equation for a set of data, and analyze time series, Implementation of sampling methods
Introduction to Financial Analytics	120201	<b>Content:</b> Financial statement analysis and their interlinking, Equity and bond analysis, Portfolio analysis, project finance modelling, risk-return modelling, capital structure analysis, dividend policy and derivatives analytics
Statistical Tools and Techniques for Research	130104	<b>Content:</b> Regression Analysis, Forecasting Techniques, Descriptive statistical tools, <b>Activities:</b> Practical problem solving
Economics for Managers	130201	<b>Content:</b> Analysis of market dynamics, competition, demand and supply. Data analysis skills, Critical thinking skills (evaluation of different perspectives on economic issues).
International Finance	130202	<b>Content:</b> Importance of International Finance, Foreign Exchange Markets, Pricing Policy, Asset and liability, Management and techniques. Management of Risk in Foreign Exchange Markets, Multilateral Financial Institutions <b>Activities:</b> Group presentations, Assignment based on practical real life business problems , Case study analysis
Introduction to Behavioural Finance I	140101	<b>Content:</b> Decision making under risk, Fundamental information and technical analysis – the case for psychological influence. Asset management
Behavioural Finance II	140201	<b>Content:</b> Decision making , Investor Behaviour, <b>Activities:</b> Practical application of various theories
Research Methodology for Business	140204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. Plagiarism testing, Research <b>Activities:</b> Report Writing, Sampling

## Courses focusing on Entrepreneurial Skills

Name of the Course	Course Code	Activities/Content with a direct bearing on Employability/ Entrepreneurship/ Skill development
Commerce-I	10102	<p><b>Content:</b> Significance to Business Firms, Customers and Society; Business Functions, SWOC Analysis: PESTLE Analysis, Entrepreneurship, its types, Incentives provided , Business Unit Promotion Activities:</p> <p><b>Activities:</b> Case study analysis of various businesses. Story-telling, Project work, powerpoint presentation, Newspaper article review, Assignment related to practical application of concepts like PESTLE analysis, SWOC Analysis, Feasibility analysis</p>
Commerce-II	10202	<p><b>Content:</b> Service Sector and Role of Customer Relationship Management in Services, Marketing, Store Planning, design and layout, Concept of organized and unorganized retailing, Careers in Retailing and E commerce. Activities:</p> <p><b>Activities:</b> Case study analysis, Story-telling, Project work, powerpoint presentations, Assignment</p>
Commerce- III	10303	<p><b>Content:</b> Decision making skills, Leadership styles, Departmentation, challenges of integrating corporate culture. Assignment related to practical application of management styles and functions.</p> <p><b>Activities:</b> Project including group collaboration to highlight the importance of management functions. Case study analysis, story telling</p>
Commerce IV	10403	<p><b>Content:</b> Inventory Management, Production Management, Quality Management Tools, Service Quality Management Analysis of financial markets,</p> <p><b>Activities:</b> Projects including group activity for every class, Internal project given with the objective to make the students aware of Personal Savings, Investment opportunities and Stock Markets.</p>
Commerce -V	10503	<p><b>Content:</b> Marketing Research, Sales Management, Digital Marketing, Skill sets required for effective marketing, Careers in</p>

		Marketing, ,Skills sets required for Effective selling, Supply Chain Management <b>Activities:</b> Project, Classroom Discussion, Quiz, Analysis of marketing strategies used by businesses all over the world, Case study analysis, Story telling
Export Marketing -I	10508	<b>Content:</b> Analysis of trade statistics provided on international websites like WTO, UNCTAD, WCO, etc. <b>Activities:</b> Group Presentation, Classroom Discussion, Quiz
Commerce -VI	10603	<b>Content:</b> Human Resource Planning, Career Planning, HR in changing environment: Competencies- concept, classification, Recruitment, Selection <b>Activities:</b> Classroom Discussion, Quiz, Case study analysis, Story-telling, Group presentations, project work on analysis of Employee Grievance Redressal and Employee welfare measures and Health & Safety Measures followed by companies in India;
Ethics and Governance	20403	<b>Content:</b> Introduction to Ethics and Business Ethics, Ethics in Marketing, Finance and HRM, Corporate Governance, Corporate Social Responsibility (CSR) <b>Activities:</b> Project, Classroom Discussion, Quiz
Corporate Communication	20501	<b>Content:</b> Foundation of Corporate Communication Understanding Public Relations, Functions of Corporate Communication and Public Relations, Emerging Technology in Corporate Communication and Public Relations <b>Activities:</b> Project, Classroom Discussion, Quiz
Customer Relationship Management – Paper I	30505	<b>Content:</b> Concept of Loyalty at CRM: Definition of Loyalty, Customer Loyalty and Customer decency, Process of Developing Customer Loyalty. Status of CRM in India. <b>Activities:</b> Project, Classroom Discussion, Quiz
Customer Relationship Management – Paper II	30605	<b>Content:</b> Privacy, Ethics issues of CRM <b>Activities:</b> Project, Classroom Discussion, Quiz



Business Economics I	40107	<b>Content:</b> Demand analysis, Supply Analysis, Public policy evaluation, <b>Activities:</b> Practical real life application
Financial Accounting II	40201	<b>Content:</b> Preparation and interpretation of financial statements, Preparation of corporate financial statements in vertical form, Investment Accounting <b>Activities:</b> Use of technology, Chalk and Talk method, case study analysis, Flip class, Quiz, practical application of topics in real life business problems wherever possible
Principles of Management	40202	<b>Content:</b> Decision making and managerial skills. <b>Activities:</b> Role Play, Group discussions, Play learn method, case study analysis, Quiz, management games.
Business Statistics	40203	<b>Content:</b> Collection, Sorting, Analysis and Interpretation of Data. Use of Graphical tools and data presentation. <b>Activities:</b> Practical, Tutorials
Introduction to Shipping Industry	50101	<b>Content:</b> Future Trends: Greener shipping, Liquefied natural gas (LNG) as fuel, Solar and wind power for ships. <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Principles of Management	50102	<b>Content:</b> Decision Making, Leadership skills, Planning <b>Activities:</b> Role Play, Group discussions, Play learn method, case study analysis, Quiz, management games.
Geography of Sea Transport	50201	<b>Content:</b> Earth science, Topography and Economic Geography, Application of Practical Geography, Evolution of WTO and its role on preferential trade agreements <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Logistics Management	50202	<b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations

Research Methodology for Business	120204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling
International Business Management	130101	<b>Content:</b> EPRG Framework, International Business Environment and emerging issues, Foreign Investments, Basics of Forex Market. India's Balance of Payment and Balance of Trade. <b>Activities:</b> Assignments based on strategy development for entering international business, Case study analysis, International business environment analysis, <b>Activities:</b> Application of Real life practical business problems, Story-telling, Research based assignments, Internal exam
Cross Culture Management	130103	<b>Content:</b> Role of cultural intelligence and its effects in the workplace. Ethics and Justice in Cross-Cultural Context. Concept of cosmopolitanism in management. <b>Activities:</b> Group presentations, Assignment based on practical real life business problems , Case study analysis
E-Commerce	130203	<b>Content:</b> Customer Relationship management, Social media management, Cyber security issues, Search Engine optimisation <b>Activities:</b> Case study analysis, International business environment analysis, Application of Real life practical business problems, Story-telling, Research based assignments, Internal exam
Research Methodology for Business	130204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling
Research Methodology for Business	140204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling
<b>Courses focusing on Skills Development</b>		

Name of the Course	Course Code	Activities/Content with a direct bearing on Employability/ Entrepreneurship/ Skill development
Business Communication – I	10104	<b>Activities:</b> Story-telling, Spoken English through language lab, Tutorials, Project, Classroom Discussion, Quiz
Business Communication - II	10204	<b>Content:</b> Dictionary designing, Oral communication skills with the help of language lab, Tutorials where written communication skills <b>Activities:</b> circular writing, pamphlet making are encouraged, Project, Quiz
Financial Accounting and Auditing – Introduction to Management Accounting	10402	<b>Content:</b> Financial statement analysis, including ratio analysis, Estimation / Projection of Working Capital Requirement in case of Trading and Manufacturing Organization. Capital Budgeting Techniques <b>Activities:</b> Practical problem, Group Discussion
Advertising - I	10306	<b>Content:</b> Preparation of print advertisement, Jingle making, Brand name, Logo designing, <b>Activities:</b> Classroom Discussion
Mass Communication I	10307	<b>Content:</b> Appreciation of films, Critical analysis of news report <b>Activities:</b> Classroom Discussion, Quiz
Journalism I	10308	<b>Content and Activities:</b> Group discussion on responsible journalism, Conduct of interviews with famous personalities and reporting of the same, Use of technology in journalism, Classroom Discussion, Quiz
Company Secretarial Practice I	10309	<b>Content and Activities:</b> Assignments, Group discussion on company compliances related issues, Maintenance of journal of an imaginary company right from promotion to incorporation, Analysis of share prices of the chosen company giving reasons for choice of company and extreme deviation with proper analysis, Powerpoint presentation on topical corporate issues, Classroom Discussion
Advertising - II	10406	<b>Content:</b> Skills required for a career in advertising, Various Career Options, Freelancing Career Options – Graphics, Animation, Modelling, Dubbing, Careers in Digital Advertising / Social Media

		Advertising Preparation of print advertisement, Jingle making, Brand name, Logo designing, <b>Activities:</b> Classroom Discussion
Mass Communication II	10407	<b>Content:</b> Basics of Documentary Making, Career Opportunities in Mass Media <b>Activities:</b> Case Studies and Discussion, Assignments, Screening Educational and Informative Videos, Project, Classroom Discussion, Quiz
Journalism II	10408	<b>Content:</b> Writing for the Press, Basics of Editing and Editorial, Basics of Feature Writing Real- time Projects (Live Projects), <b>Activities:</b> Presentations, Group Discussion, Fieldwork, Project, Classroom Discussion, Quiz
Company Secretarial Practice II	10409	Preparation of CSP dictionary, Conduct of company meetings group wise for imaginary companies where the entire class becomes the shareholder of companies formed by the groups, Share price analysis, Experiential learning through online trading in the national level financial market event 'MONETA' and reporting the learning outcome
Commerce -V	10503	<b>Content:</b> Marketing Research, Sales Management, Digital Marketing, Skill sets required for effective marketing, Careers in Marketing, ,Skills sets required for Effective selling, Supply Chain Management Project <b>Activities:</b> Classroom Discussion, Quiz, Analysis of marketing strategies used by businesses all over the world, Case study analysis, Story telling
Computer System -I	10507	<b>Content:</b> Data Analysis and Visualization <b>Activities:</b> Practical, Project, Classroom Discussion, Quiz
Export Marketing -I	10508	<b>Content:</b> Analysis of trade statistics provided on international websites like WTO, UNCTAD, WCO,etc. <b>Activities:</b> Group presentations, Classroom Discussion, Quiz
Marketing Research -I	10509	<b>Content:</b> Cultivates advanced research skills and strategic insights, preparing graduates to navigate diverse markets and contribute effectively to the ever-evolving global business landscape.

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		<b>Activities:</b> Project, Classroom Discussion, Quiz
Direct & Indirect Tax -I	10510	<b>Content:</b> Calculation of Income from Salaries, House property, Business/ profession, capital gains and other sources, Taxable income of assessee <b>Activities:</b> Project, Classroom Discussion, Quiz, case study
Operations Research -I	10511	<b>Content:</b> Real life problem analysis through linear programming and other such concepts, <b>Activities:</b> Projects, Practical sums
Psychology of Human Behaviour at Work -I	10512	<b>Content:</b> Interpersonal skills involve the ability to communicate and build relationships with others <b>Activities:</b> YouTube Videos, Notes, Group discussion sample questions
Commerce -VI	10603	<b>Content:</b> Human Resource Planning, Career Planning, HR in changing environment: Competencies- concept, classification, Recruitment, Selection <b>Activities:</b> Classroom Discussion, Quiz, Case study analysis, Story-telling, Group presentations, project work on analysis of Employee Grievance Redressal and Employee welfare measures and Health & Safety Measures followed by companies in India;
Computer System -II	10607	<b>Content:</b> Practical training in use of computer technology, <b>Activities:</b> Experiential learning through Computer association of Podar, Project, Classroom Discussion, Quiz
Export Marketing -II	10608	<b>Content:</b> Analysis of trade statistics provided on international websites like WTO, UNCTAD, WCO, etc. <b>Activities:</b> Group presentations, Classroom Discussion, Quiz
Marketing Research -II	10609	<b>Content:</b> Cultivates advanced research skills and strategic insights, preparing graduates to navigate diverse markets and contribute effectively to the ever-evolving global business landscape. <b>Activities:</b> Experiential learning by conducting market research program including designing questionnaire, Project, Classroom Discussion, Quiz
Direct & Indirect Tax -II	10610	<b>Content:</b> working knowledge of GST <b>Activities:</b> Project, Classroom Discussion, Quiz

Operations Research -II	10611	<b>Content:</b> Real life problem analysis through linear programming and other such concepts, <b>Activities:</b> Projects, Practical sums
Psychology of Human Behaviour at Work -II	10612	<b>Content:</b> Sexual harassment: Unequal power in the workplace <b>Activities:</b> YouTube Videos, Notes, Group discussion sample questions
Business Communication-I	20103	<b>Content:</b> Introduced to the Theory of Communication Obstacles to Communication in Business World <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz
Business Communication- II	20202	<b>Content:</b> Application of theories of learning on the evolution of levels of management <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz
Information Technology in Bus. Management 1	20301	<b>Content:</b> Office Automation using MS-Office Email, Internet and its Applications <b>Activities:</b> Technical skills upgradation, Project, Classroom Discussion, Quiz
Information Technology in Bus. Management 2	20401	<b>Content:</b> Introduction to Database and Data warehouse <b>Activities:</b> Project, Classroom Discussion, Quiz
Ethics and Governance	20403	<b>Content:</b> Business Ethics: Meaning, Objectives, Purpose and Scope of Business Ethics Towards Society and Stakeholders <b>Activities:</b> Project, Classroom Discussion, Quiz
Corporate Communication	20501	<b>Content:</b> Emergence of Public Relations: • Tracing Growth of Public Relations, Public Relations in India, Reasons for Emerging International Public Relations <b>Activities:</b> Project, Classroom Discussion, Quiz
Business Communication I	30104	<b>Content:</b> Effective spoken language skills, corporate communication <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz
Business Communication II	30204	<b>Content:</b> Importance of conducting meetings, letter writing <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz

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Information Technology in BFSI	30303	<b>Content:</b> IT and Data Base System in BFSI, presentation skills <b>Activities:</b> Project, Classroom Discussion, Quiz
Documentation, Analysis and Reporting I	30304	<b>Content:</b> Report writing, segmenting the report, the nomenclature, technicalities and flow of the report <b>Activities:</b> Project, Classroom Discussion, Quiz
Information Technology in Insurance Sector	30403	<b>Content:</b> IT in Insurance, relevance of technology in client interface, the need for cyber security <b>Activities:</b> Project, Classroom Discussion, Quiz
Documentation, Analysis and Reporting II	30404	<b>Content:</b> Analytical skill, collected data and information in structured manner, terminologies used in the report <b>Activities:</b> Project, Classroom Discussion, Quiz
Investment Analysis Paper I	30502	<b>Content:</b> Different asset classes, economic influences on assets, relationship between risk and return, Indian savings, employee benefit plans, insurance companies <b>Activities:</b> Practical Sums, Plagiarism tests, Data analysis and interpretation
Business Communication in German– I	30503	<b>Content:</b> German business communication, deal with German clients in business situations <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz, Story-telling, Written communication, Oral communication skills
Investment Analysis Paper II	30602	<b>Content:</b> Asset Liability modelling, risk budgeting, portfolio management, mean-variance portfolio theory, investment disclosure, financial accounting, and unitisation <b>Activities:</b> Practical Sums, Plagiarism tests, Data analysis and interpretation
Business Communication in German– II	30603	<b>Content:</b> German business communication, deal with German clients in business situations <b>Activities:</b> Tutorials, Project, Classroom Discussion, Quiz
Life Contingencies - Paper I	30504	<b>Content:</b> mortality table, existing models related to mortality, survival models and various estimators <b>Activities:</b> Data analysis and interpretation, Plagiarism tests

Life Contingencies Paper II	30604	<b>Content:</b> projection with respect to cash flows in life insurance and pension schemes, defined pension schemes and other employee benefit schemes, software related to Life Contingencies <b>Activities:</b> Data analysis and interpretation, Plagiarism tests
Customer Relationship Management – Paper I	30505	<b>Content:</b> concepts of CRM and e-CRM, CRM practices in service sectors, the values of customer <b>Activities:</b> Project, Classroom Discussion, Quiz
Customer Relationship Management – Paper II	30605	<b>Content:</b> Future Trends in CRM and e-CRM, evolving CRM, CRM in B2C and B2B Market <b>Activities:</b> Project, Classroom Discussion, Quiz
Introduction to Financial Systems	40102	<b>Content:</b> financial framework, financial instruments and the players in financial markets. <b>Activities:</b> Power Point Presentation
Business Mathematics	40103	<b>Content:</b> Numerical analysis such as interpolation, Evaluate investment opportunities, including net present value (NPV) and internal rate of return (IRR) calculations. Apply mathematical and financial concepts to create financial models for business planning and forecasting in entrepreneurship. <b>Activities:</b> Use of technology, Chalk and Talk method, case study analysis, Flip class, Quiz, Tutorials and practical application of topics in real life business problems wherever possible
Business Communication I	40104	<b>Content:</b> Statistical tools in PowerPoint presentation, Business correspondence, <b>Activities:</b> Communication skills, Written skills, Group discussion, SWOC- Self Analysis of students
Business Environment	40106	<b>Content:</b> SWOC analysis of various companies, PESTLE Analysis, Aanalysis through Michael Porter’s Five Forces Analysis, Management games



Business Statistics	40203	<b>Content:</b> Collection, Sorting, Analysis and Interpretation of Data. Use of Graphical tools and data presentation. <b>Activities:</b> Practical, Tutorials
Business Communication II	40204	<b>Activities:</b> Written communication, Oral communication skills, Tutorials, preparing flyers and leaflets
Computer Skills - I	40207	<b>Activities:</b> Projects, Practical, Application based question, Class participation, Technical skills, Data analysis, Data validation
Introduction to Shipping Industry	50101	<b>Content:</b> the process and procedures of the trade and shipping industry <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Business Communication I	50104	<b>Content:</b> Industry's requirements of Communication at the national & and global level <b>Activities:</b> Story-telling, Spoken English through language lab, Tutorials, Project, Classroom Discussion, Quiz
Information Technology -I	50106	<b>Content:</b> concepts of Information Technology, its support, and its role in Management, deals with security aspects of IT in business, highlighting electronic transactions, advanced security <b>Activities:</b> Projects, Practical, Application based question, Class participation
Geography of Sea Transport	50201	<b>Content:</b> Acquaintances with varied patterns of Trade, comprehend the nuances of sea transport, the impact of geography on shipping <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations
Logistics Management	50202	<b>Content:</b> Acclimatization with dynamics of supply chain, functions of logistics, Role of Govt. of India <b>Activities:</b> Lectures, tutorials, field work, outreach activities, project work, vocational training, viva, seminars, term papers, assignments, presentations

Business Statistics	50203	<p><b>Content:</b> systematic and structured approach to data analysis, skills to make informed decisions, identify trends, conclusions from data in diverse fields</p> <p><b>Activities:</b> Collection, Sorting, Analysis and Interpretation of Data. Use of Graphical tools and data presentation. Practical, Tutorials</p>
Business Communication II	50204	<p><b>Content:</b> Impactful presentations, practical guidance on business correspondence, and writing skills for clear and cohesive communication in various business contexts</p> <p><b>Activities:</b> Written communication, Oral communication skills, Tutorials, preparing flyers and leaflets</p>
Information Technology-II	50206	<p><b>Content:</b> Contemporary need to implement advanced technological solutions, leveraging technology to CRM, Decision support, data mgt, strategic outsourcing, and analytics.</p> <p><b>Activities:</b> Projects, Practical, Application based question, Class participation</p>
Descriptive Statistics	60101	<p><b>Content:</b> Tabulation of data, Analysis of statistical information, Use of graphical techniques, Computation various measures of dispersion, skewness and kurtosis, correlation coefficient.</p> <p><b>Activities:</b> Calculation of the simple linear regression equation for a set of data, and analyze time series, Implementation of sampling methods</p>
Descriptive Statistics Practical	60102	<p><b>Content:</b> Excel based data modeling skills, Data Conversion, data categorization, selection of appropriate data, category and Collection and to utilize excel based data modeling skills, analyze data about the frequency of problems /Cause of problem and to use financial function.</p> <p><b>Activities:</b> Compute variance, coefficient of variation, standard deviation two subgroups, correlation and covariance. Implement</p>

		statistical functions on a series of data and forecasting techniques. Display Graphical Presentation with Excel
Introduction to Programming	60103	<b>Content:</b> Technical skills upgradation, Project, Classroom Discussion, Practical training, Perform complex operations in less code, <b>Activities:</b> Use of various data science tools, Use of date and time in Python for various applications, Proficiency in using I Python architecture for Data Science Applications
Introduction to Programming Practical	60104	<b>Content:</b> Ability to use loops and control their execution, Ability to develop modular Programs using functions and data types like string, array and list of Python, <b>Activities:</b> Interact with I Python and Jupyter notebook, Hands on training, Code writing
Business Communication and Information Ethics	60105	<b>Content:</b> Non-verbal communication techniques, interpret information ethics, <b>Activities:</b> Writing of business reports, prepare user instruction manual, Communication skills for business, Drafting memos, Preparation of minutes of meeting
ICT Practical	60106	<b>Content:</b> Technical skills like use of word processor, google docs and forms, social media for business etc. <b>Activities:</b> Use of ICT in governance, agriculture and healthcare. Use of google maps, street viewing and plagiarism software.
Precalculus	60107	<b>Content:</b> Application of trigonometry in modelling real life problems, Application of complex numbers theory to different domains, <b>Activities:</b> use vectors and matrices to solve real life problems. Practical
Precalculus Tutorials	60108	<b>Content:</b> Apply the knowledge of numbers, graph and functions in real life. <b>Activities:</b> Tutorials, Project, Analytical trigonometry,
Web Technology	60109	<b>Content:</b> Technical skills- Use of Cascading Style sheet for beautifying the web pages, use the Java Script for validation of user

		forms in web pages, use the technique of transmitting data between a server and web application using JSON, use the Page layout, Navigation, Tables, Forms and Media features of HTML5
Web Technology Practical	60110	<b>Content:</b> Use and apply Navigation, lists, images etc. in web pages. Use User controls and embed Multimedia in web pages. CSS with list, links, fonts table etc. in the web page. Java Script for Validating User fields on web pages. Create, parse and persist the JSON object and extract and use its values on the web page. Use JSON objects with arrays and message formatting on web pages. <b>Activities:</b> Practical, Hands on training
Probability and Distributions	60201	<b>Content:</b> Organize, manage and present data. Analyses of statistical data graphically using frequency distributions and cumulative frequency distributions. <b>Activities:</b> Translate real-world problems into probability models. Calculate probabilities and derive the marginal and conditional distributions of bivariate random variables.
Probability and Distributions Practical	60202	<b>Content:</b> Use discrete and continuous probability distributions, including requirements, mean and variance, and making decisions. <b>Activities:</b> Practical. Hands on training, Use different distributions to solve simple practical problems.
Database Management	60203	<b>Content:</b> Technical skills- Organizing, structuring and storing data, Evaluating business information problems, drawing database design in logical structure, constructing normalized database and functional dependencies between attributes and relational algebra queries. <b>Activities:</b> Design the database scheme, create, manipulate, query and back up the databases with features of SQ
Database Management Practical	60204	<b>Content:</b> Technical skills- Draw relationship diagram, perform alteration in tables and can restore and take backup of the database, <b>Activities:</b> Create a new table by joining one or more tables and learn how to hide attributes from the end user. Practical, Hands on training
Calculus	60206	<b>Content:</b> Technical skills- find the derivative of a function. Perform integration of functions with ease. Apply the knowledge of

		<p>derivatives and integration to different domains and obtain the result. Apply the knowledge of multiple integrals and polar coordinates to solve real life problems with ease.</p> <p><b>Activities:</b> Use partial derivatives and differential equations to solve variety of problems, Practical, Quizzes</p>
Calculus Tutorials	60207	<b>Activities:</b> Hands on training, Practical, Quizzes
R Programming	60208	<p><b>Content:</b> Technical skills- Use R Studio and explore the features for R programming, work with advanced graphics of R, import and use the data and represent the data into tables. Formatting on table, use Pipelines in application and use strings, factors in R programme. Manipulating Data Frames and make use of Dates in R application</p>
R Programming Practical	60209	<p><b>Content:</b> Technical skills- Create, access and manipulate essential data structures, Develop skills to manage multiple data through various options available in R,</p> <p><b>Activities:</b> Hands on training</p>
Introduction to Business Analytics	120101	<p><b>Content:</b> Organisation of data, Data mining, Text mining, Web analytics, Social Networking Analysis, Big Data Tools &amp; Techniques, Content Analytics, Location Analytics</p>
Introduction to Data Science I	120103	<p><b>Content:</b> Technical skills-Model Evaluation using Visualization, Data Collection Strategies, Data Cleaning, Data Integration and Transformation, Prediction by using Ridge Regression,</p> <p><b>Activities:</b> Practical Hands on training, Assignment/ Project based on data sets</p>
R and Python For Data Science – Lab course	120104	<p><b>Content:</b> Technical skills- Use R Studio and explore the features for R programming, work with advanced graphics of R, import and use the data and represent the data into tables. Formatting on table, use Pipelines in application and use strings, factors in R programme. Manipulating Data Frames and making use of Dates in R application.</p> <p><b>Activities:</b> Practical, Hands on training, Assignment based on data frames.</p>

Introduction to Financial Analytics	120201	<b>Content:</b> Financial statement analysis and their interlinking, Equity and bond analysis, Portfolio analysis, project finance modelling, risk-return modelling, capital structure analysis, dividend policy and derivatives analytics
Data Visualisation and Communication	120202	<b>Content:</b> Data Visualisation and Communication skills, Multidimensional Data Models, Mapping of High Dimensional Data into Suitable Visualization Method, Data Communication, Networks, Topology. <b>Activities:</b> Practical, Hands on training, Assignment, Classroom discussion
Foundation of Data Science II	120203	<b>Content:</b> Technical skills: Big Data and Data Science – Datafication – Current landscape of perspectives – Skill sets needed. Understand customer preferences and behaviors, which can inform business strategies. Understanding real-world applications of clustering, Developing skills in creating visualizations to communicate insights from clustering results effectively. <b>Activities:</b> Practical, Hands on training, Assignment, Classroom discussion, Data interpretation and data visualization
Research Methodology for Business	120204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling
Statistical Tools and Techniques for Research	130104	<b>Content:</b> Regression Analysis, Forecasting Techniques, Descriptive statistical tools, <b>Activities:</b> Practical problem solving
Research Methodology for Business	130204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling
Introduction to Behavioural Finance I	140101	<b>Content:</b> Decision making under risk, Fundamental information and technical analysis – the case for psychological influence. Asset management

Psychological Aspect of Investing	140103	<b>Content:</b> Behavioural Portfolio theory, Investing Styles, Investor behavior
Statistical Tools and Techniques for Research	140104	<b>Content:</b> Regression Analysis, Forecasting Techniques, Descriptive statistical tools, <b>Activities:</b> Practical problem solving
Behavioural Finance II	140201	<b>Content:</b> Decision making , Investor Behaviour, Practical application of various theories
Foundation of Data Science II	140203	<b>Content:</b> Data classification, Data integration, Data transformation, Use of decision trees
Research Methodology for Business	140204	<b>Content:</b> Statistical Analysis: Tools and Techniques, Measures of Central Tendency, Measures of Dispersion, Correlation Analysis and Regression Analysis. <b>Activities:</b> Plagiarism testing, Research Report Writing, Sampling