

Sem. - IV

Syllabus
B.Com. (Financial Markets)
(Sem.- IV)

Title of Paper: Principle of Management.

Sr. No.	Heading	Particulars
1	Description the course: Including but not limited to:	This course introduces key managerial concepts, including planning, organizing, leadership, and control, essential for business success. It is highly relevant as management principles apply to all industries. The course is useful for improving decision-making, leadership, and organizational efficiency. It has practical applications in business operations, team management, and strategic planning. Students find it interesting due to its real-world relevance and case studies. It connects well with finance, marketing, HR, and entrepreneurship. With high demand in the industry, it opens career opportunities in management roles, consulting, administration, and leadership positions across sectors
2	Vertical:	Minor
3	Type:	Theory
4	Credit:	4 credits (1 credit = 15 Hours for Theory)
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives <ul style="list-style-type: none">• To develop an understanding of the fundamental concepts, evolution, and various approaches to management, including classical, neo-classical, modern, and Indian management thoughts.• To analyze the significance of planning, decision-making techniques, and strategic management tools such as M.B.O and MIS in enhancing organizational effectiveness.• To examine organizational structures, departmentation, delegation of authority, and the principles of centralization and decentralization for efficient management.• To understand the key elements of motivation, communication, leadership, and control mechanisms, including PERT, CPM, and budgetary control, in ensuring effective decision-making and organizational efficiency.	

8	<p>Course Outcomes:</p> <ul style="list-style-type: none"> • Students will be able to explain the fundamental concepts, evolution, and various approaches to management and apply managerial skills in organizational decision-making. • Students will analyze the significance of planning, decision-making techniques, and management tools such as M.B.O and MIS to enhance business strategies and operational efficiency. • Students will demonstrate an understanding of organizational structures, delegation of authority, and principles of centralization and decentralization to optimize business processes. • Students will evaluate motivation, communication, leadership, and control mechanisms, including PERT, CPM, and budgetary control, to improve managerial effectiveness and organizational performance
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9	<p>Modules: - Per credit One module can be created</p> <p>Module 1: Introduction To Management</p> <ul style="list-style-type: none"> • Management: Concept, Nature, Functions, Managerial Skills, and Competencies. • Evolution of Management Thoughts: Classical Approach – Scientific Management (F.W. Taylor’s Contribution), Classical Organization Theory (Henri Fayol’s Principles), Neo-Classical Approach – Human Relations Approach (Elton Mayo’s Hawthorne Experiments). • Modern Management Approach: Peter Drucker’s Dimensions of Management. • Indian Management Thoughts: Origin and Significance of Indian Ethos in Management. <p>Module 2: Planning and Decision Making</p> <ul style="list-style-type: none"> • Planning: Steps, Importance, Components, Coordination – Importance. • M.B.O: Process, Advantages; Management By Exception: Advantages; Management Information System: Concept, Components. • Decision Making: Techniques, Essentials of a Sound Decision-Making Process, Impact of Technology on Decision Making. <p>Module 3: Organizing</p> <ul style="list-style-type: none"> • Organizing: Steps, Organization Structures – Features of Line & Staff Organization, Matrix Organization, Virtual Organization, Formal vs. Informal Organization. • Departmentation: Meaning, Bases; Span of Management: Factors Influencing Span of Management, Tall and Flat Organization. • Delegation of Authority: Process, Barriers to Delegation, Principles of Effective Delegation. Decentralization: Factors Influencing Decentralization, Centralization vs. Decentralization. <p>Module 4: Directing And controlling</p> <ul style="list-style-type: none"> • Motivation: Concept, Importance, Influencing Factors. • Communication: Importance, Barriers to Effective Communication. • Leadership: Concept, Functions, Styles, Qualities of a Good Leader. • Controlling: Concept, Steps, Essentials of a Good Control System, Techniques of Controlling – PERT, CPM, Budgetary Control, Management Audit.
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10	Text Books: <ul style="list-style-type: none"> • "Principles of Management" – P.C. Tripathi & P.N. Reddy • "Management: Theory and Practice" – C.B. Gupta • "Essentials of Management" – Harold Koontz & Heinz Weihrich • "Organizational Behavior" – Stephen P. Robbins & Timothy A. Judge. 	
11	Reference Books: <ul style="list-style-type: none"> • Management Today: Principles & Practice – Gene Burton, Manab Thakur, Tata McGraw-Hill Publishing Co. Ltd. • Management – James A. F. Stoner, Prentice Hall, Inc., U.S.A. • Management: Global Perspective – Heinz Weihrich & Harold Koontz, Tata McGraw-Hill Publishing Co. Ltd. • Essentials of Database Management Systems – Alexis Leon, Mathews Leon, Vijay Nicole Imprints Pvt. Ltd. • Management: Tasks, Responsibilities, Practices – Peter Drucker, William Heinemann Ltd. 	
12	Internal Continuous Assessment: 40%	External, Semester End Examination 60% Individual Passing in Internal and External Examination
13	Continuous Evaluation through: Quizzes, Class Tests, presentation, project, role play, creative writing, assignment etc. (at least 4)	Theory Based

QUESTION PAPER PATTERN
(External and Internal)

Total 100 Marks: 60 Marks External and 40 Marks Internal

60 Marks External

Duration : 2 Hour

Marks : 60 Marks

Note: Any 4 out of 6

Q.1 Answer the following (15 Marks)

- a)
- b)

Q.2 Answer the following (15 Marks)

- a)
- b)

Q.3 Answer the following (15 Marks)

- a)
- b)

Q.4 Answer the following (15 Marks)

- a)
- b)

Q.5 Answer the following (15 Marks)

- a)
- b)

Q.6 Answer the following (15 Marks)

- a)
- b)

40 Marks Internal

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| 1. Class Test | (5 Marks) |
| 2. Assignment | (5 Marks) |
| 3. Presentation | (5 Marks) |
| 4. Group Discussion | (5 Marks) |
| 5. Quiz | (5 Marks) |
| 6. Case Study | (5 Marks) |
| 7. Projects | (5 Marks) |
| 8. Creative writing | (5 Marks) |
| 9. Role play | (5 Marks) |

Note: 1. Any Four out of the above can be taken for internal Assessment.

2. The internal Assessment shall be conducted throughout the semester

Sd/-

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Board of Studies in
Financial Markets**

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