

SANT GADGE BABA AMRAVATI UNIVERSITY, AMRAVATI

Teaching Learning and Examination Scheme: for the Degree of Bachelor of Commerce (Three Years-Six Semesters Bachelor's Degree Programme)



Faculty of Commerce & Management

As Per Uniform Structure Direction No-24/2026 Dated 22-04-2026

NEW National Education Policy (NEP) -2026-27

Syllabus

Three Years- Six Semesters / Four Years- Eight Semesters

Bachelor's Degree Programme

Teaching, Learning & Evaluation Scheme for the Degree of Bachelor of Commerce with the

Bachelor of Commerce (Retail Management)

NEP 2020 (Semester - I & II)

Apprenticeship/Embedded Degree (AEDP)
Programme

Effective from Academic Year 2026-27

The B.Com program aims to deliver a progressive, skill-focused curriculum with flexible major-minor specialise pathways in Accounting & Taxation and Business Dynamics, empowering students with industry readiness, ethical responsibility and holistic growth through the following core objectives:

- Develop deep expertise in either Accounting & Taxation or Business Dynamics as a major discipline, backed by complementary functional knowledge in the chosen minor discipline.
- Apply modern financial practices, tax frameworks, strategic management principles and digital business tools to real-world commercial scenarios.
- Foster ethical decision-making, environmental awareness, communication and critical thinking to ensure professional employability at every progressive exit level.
- Through a flexible easy entry and exit framework leading to a Certificate, Diploma or Degree, the B.Com program equips students with targeted major and minor specializations in Accounting & Taxation and Business Dynamics, developing job-ready skills, digital financial literacy, ethical grounding and holistic personal growth.

This program aims to offer a learner-centric, skill-focused education ensuring flexible and seamless annual exam progression up to the third year and an extended seven-year completion window.

Program Specific Outcomes (PSOs) tailored for both major tracks.

These outcomes focus specifically on the functional skills and domain specific knowledge. On the successful completion of the selected Program, the students will be able to achieve the following objectives for their respective majors.

Track 1: Accounting & Taxation

1. PSO1: Prepare, analyze, and audit financial statements in accordance with applicable accounting standards (e.g., Ind AS/IFRS), regulatory requirements and internal control frameworks.
2. PSO2: Compute direct and indirect tax liabilities (including Income Tax and GST), file statutory returns and apply current tax laws to optimize tax planning for individuals and business entities.
3. PSO3: Apply cost accounting techniques, budgetary control and financial analytics to evaluate business performance, manage overheads and guide managerial decision-making.
4. PSO4: Utilize modern enterprise resource planning (ERP) systems, specialized accounting software and digital audit tools to streamline financial reporting and ledger management.

Track 2: Business Dynamics

1. PSO1: Formulate and execute business strategies, market analysis frameworks and operational workflows to adapt to dynamic commercial environments.
2. PSO2: Identify operational and financial risks while navigating corporate laws, contract frameworks and business regulations to ensure organizational compliance and resilience.
3. PSO3: Leverage modern digital platforms, e-commerce models and data-driven marketing strategies to drive customer engagement, growth, and brand positioning.
4. PSO4: Assess market opportunities, develop sustainable business models and manage cross-functional teams to drive innovation in start-ups or established enterprises.

Sant Gadge Baba Amravati University, Amravati

Faculty: Commerce and Management

Teaching Learning & Examination Scheme for the Three Years (Six Semesters) or Four Years (Eight Semesters) (Honours/Honours with Research) leading to the Degree of Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I) Apprenticeship/Embedded Degree (AEDP) Programme

Mode of Teaching	Vertical No.	The Vertical	Type of Course	Course Code	Course Name	Credit	Workload	Vertical Workload
Classroom Teaching/ Outdoor/ Field	a/b	Major/ Minor	Theory1	400100	Financial Accounting	2	2	8
			Theory2	400101	Indian Contract Act-1	2	2	
			Theory3	400102	Dynamics Of Management-I	2	2	
			Theory4	400103	MicroEconomics-1	2	2	
	c	Generic/Open Elective (Any two papers of other than faculty basket) (2x2 Credits=4 Credits)	Theory1	400104	Introduction of Share Market	4	4	4
			Theory2	400105	Introduction to Accounting			
			Theory3	400106	English			
			Theory4	400107 M,H,S,U,P,SE	Marathi, Hindi, Sanskrit, Urdu, Pali Supplementary English			
	d	VSC	Practical	NA	NA	NA	NA	NA
		SEC	Practical-I	400108	Computer Skills-1	2	4×No.of Batches	4×No.of Batches
	e	AEC(ENG)	Demonstrative	400109	English	1	2×No.of Batches	2×No.of Batches
		AEC(MIL)	Demonstrative	400110 M,H,S,U,P SE	Marathi, Hindi, Sanskrit, Urdu, Pali, Supplementary English	1	2×No.of Batches	2×No.of Batches
		IKS(Generic)	Theory	400111	Indian Knowledge System	2	2	2
		VEC(MIL)	Theory	125302	Understanding India, Environmental Science/ Education, Digital & Technical Solutions (VEC-I)	2	2	2
	F	CC	Outdoor	--	--	2	2	2
		Total				22	26*	26*

*In vertical 'd' SEC & vertical 'e' AEC workload will be counted according to number of batches admitted hence total workload will increase.

Sant Gadge Baba Amravati University Amravati

Faculty: Commerce and Management

Teaching Learning& Examination Scheme for the Three Years (Six Semesters) or Four Years (Eight Semesters) (Honours/ Honours with Research) leading to the Degree of Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II) Apprenticeship/Embedded Degree (AEDP) Programme

Mode of Teaching	Vertical No.	The Vertical	Type of Course	Course Code	Course Name	Credit	Workload	Vertical Workload
Classroom Teaching/ Outdoor/ Field	a/b	Major/ Minor	Theory5	400200	Advance Accountancy	2	2	8
			Theory6	400201	Indian Contract Act-II	2	2	
			Theory7	400202	Dynamics of Management –II	2	2	
			Theory8	400203	Micro Economics–II	2	2	
	c	Generic/Open Elective (Any two papers of other than faculty basket) (2x2 Credits=4 Credits)	Theory1	400204	Basics of Economics	4	4	4
			Theory2	400205	Entrepreneurship Development			
			Theory3	400206	English			
			Theory4	400207 M,H,S,U,P,SE	Marathi, Hindi, Sanskrit, Urdu, Pali Supplementary English			
	d	VSC	Practical-1	400208	(Any one from the following two subjects) Accounting with Tally/ Event Planning and Management	2	4×NoofBatches	8xNo.of Batches
		SEC	Practical- II	400209	Computer Skills-II	2	4×Noof Batches	
	e	AEC(ENG)	Demonstrative	400210	English	1	2×Noof Batches	2×Noof Batches
		AEC(MIL)	Demonstrative	400211 M,H,S,U,P,SE	Marathi, Hindi, Sanskrit, Urdu, Pali, * Supplementary English	1	2×Noof Batches	2×Noof Batches
		VEC	Theory	125303	Understanding India, Environmental Science/ Education, Digital & Technical Solutions	2	2	2
	f	CC	Outdoor	--	--	2	4	4
		Total	--	--	--	22	30*	30*

*In vertical 'd'VSC, SEC& vertical 'e' AEC workload will be counted according to number of batches admitted hence total workload will increase. *SE = Supplimentary English

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor

Subject Title: Financial Accounting

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400100	Financial Accounting	2	30	2 Hr.	50

Course Outcomes: Upon completion of this course, the students will be able to:

- Understand the historical development of accounting, differentiate between Bookkeeping and Accountancy.
- Define Bookkeeping and Accountancy and apply their objectives and methods.
- Examine the Double-Entry system including its features, benefits and drawbacks.
- Apply the golden rules of debit and credit in journal entries, considering GST.
- Learn to pass opening and closing entries in sole proprietorships.
- Identify cash-related entries and determine closing cash in various scenarios.
- Utilize subsidiary books in place of ledgers for large businesses.
- Prepare balance sheets for businesses.
- Prepare financial statements for sole proprietorships with various adjustments.

Unit	Contents	Teaching Hours
Unit-I	1.1 History of Book-keeping and Accountancy, Meaning and Definition of Book-keeping and Accountancy, Distinguish between Bookkeeping and Accountancy, Objectives of Accountancy, Methods of Book-keeping 1.2 Accounting Concepts and Conventions 1.3 Double Entry System: Meaning, Characteristics	7
Unit-II	2.1 Journal Entries: With and without GST related entries, Compound entries, Discount related entries. 2.2 Ledger Posting and Balancing 2.3 Opening entries and Closing entries 2.4 Preparation of Trial Balance	8
Unit-III	3.1 Subsidiary books: Meaning, Advantages; Purchase Book and Sales Book, Purchase Return Book, Sales Return Book, Bills Receivable Book, Bills Payable Book. 3.2 Cash Book: Meaning, Importance, Characteristics, Utility of Cash Book, maintaining a Cash Book, Sources of Writing the Cash Book. 3.3 Types of Cash Book: Simple Cash Book, Double Columnar Cash Book and Triple Columnar Cash Book.	7
Unit-IV	4.1 Final Accounts of Proprietary Concerns: Need of Final Accounts, Preparation of Trading Account, Profit and Loss Account and Balance Sheet, Problems on Final Accounts. 4.2 Adjustments: Prepaid Expenses, Outstanding Expenses, Accrued Income, Unearned Income, Depreciation, Interest on Capital, Interest on Drawing, Provision for Bad and Doubtful Debts, Provision for Discount, Closing Stock, Problems on Final Accounts with Adjustments	8

Total 50 Marks Division:

External Theory Exam (University level): 30 Marks

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books:

1. Dr. Sehgal Ashok & Dr. Sehgal Deepak: Fundamentals of Accounting, Taxmann Allied Services P. Ltd., New-Delhi
2. Gupta, R. L. & Radhaswamy, M: Financial Accounting. Sultan chand and Sons, New Delhi.
3. Monga J. R. Ahuja Girish & Sehgal Ashok : Financial Accounting: Mayur Paper Back, Noida Shukla, M. C., Grewal T S. & Gupta, S. C.: Advanced Accounts ; S. Chand & Co. New Delhi.
4. Compendium of Statement and Standards of Accounting: The Institute of Chartered Accountants of India, New Delhi.
5. Ashok Banerjee : Financial Accounting; Excel Books, New Delhi-110028.
6. N. Vinayakam, P.L. Mani, K.L. Nagarajan: Principles of Accountancy; Eurasia Publishing House (Pvt.) Ltd., New Delhi-110 055
7. R.R. Gupta: Advanced Accountancy, Kalyani publishers, New Delhi
8. Jain, Narang: Advanced Accountancy.
9. Maheshwari S. N. & Maheshwari S. K. An Introduction to Accountancy, Vikash Publishing House Pvt. Ltd. New Delhi
10. William Pickles: Accountancy, Sir Isaac Pitman & Sons. Ltd., London
11. Dr. Gupta J., Dr. Kedia Shelendra, Pandey Rameshwar, r. Janvi R Ghumnani: Introduction to Accounting, Shree Balaji Prakashan, Nagpur
- A. Mukherjee, M. Hanif: Modern Accountancy; Tata McGraw Hill Publishing Co. Ltd.
12. P.C. Tulsian: Accountancy; Tata McGraw Hill Publishing Co. Ltd.
13. Monga, Gandhi, Kadu: Advanced Accounts; National Publishing House.
14. Chakraborti & Chakraborti: Advanced Accounting, Moulik Library, Calcutta-9
15. R.L. Gupta & V.K. Gupta: Fundamentals of Accounting, Sultan chand & Sons New Delhi.
16. Dr. Gupta J. D, Dr. Chandak S. S. & Dr. Ladhe P. N.: Advanced Accounting, Shri Balaji Prakashan, Nagpur.
17. T.P Ghosh, : Fundamentals of Accounting, Sultan Chand & Sons New Delhi.
18. Mohota V.R.: Fundamentals of Accounting; , Rashi publication, Arni, Distt. Yavatmal.
19. N.P. Agrawal, S.C. Jain, Sharma, Shah, Mangal, : Ramesh Book Depot, Jaipur (Hindi, English)
20. Agarwala A, N. & Agarwala K. N.: Higher Sciences of Accountancy; Kitab Mahal, Allahabad. (Hindi and English)

Web Links & E-Contents:

1. <https://web.ung.edu/media/university-press/Principles-of-FinancialAccounting.pdf?t=1542408454385>
2. <https://drnishikantjha.com/booksCollection/Financial%20Accounting%20-%20BMS%20.pdf>
3. <https://www.ddegjust.ac.in/studymaterial/mba/cp-104.pdf>
4. https://ebooks.lpude.in/management/bba/term_2/DMGT104_FINANCIAL_ACCOUNTING G.pdf
5. <https://icmai.in/upload/Students/Syllabus-2016/Foundation-Paper2-09042021pdf>
6. <https://www.ddegjust.ac.in/studymaterial/bba/bba-104.pdf>
7. <https://ddceutkl.ac.in/Syllabus/Financial-Accounting.pdf>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor
Subject Code: 400101 Subject Title: Indian Contract Act-I

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400101	Indian Contract Act-I	2	30	2 Hr.	50

- Course Outcomes:** Upon completion of this course, the students will be able to:
1. Define, distinguish and apply the basic concepts and terminology of the Law of Contract.
 2. Define and distinguish the various processes involved in formation of contract.
 3. To gain the knowledge, consideration, capacity to contract and consent.
 4. Identify performance of contract and appropriation of payment quasi contract, econtract and modes of discharge of contract.

Unit	Contents	Teaching Hours
Unit-I	Basic Introduction to law, Law of Contract: Introduction, Essential elements of a Contract, Formation of a Valid Contract.	07
Unit-II	Definition of Agreement & Contract, Kinds of Agreements, kinds of Contract, Offer & Acceptance: Essentials, Communication of proposal and acceptance, Revocation of Communication and Acceptance	08
Unit-III	Legality of Object & Consideration, Capacity to Contract, Consent & Free Consent, Voidable Contract, Void Agreements, Contingent Contract	07
Unit-IV	Performance of Contract and Appropriation of Payments, Quasi Contract, E-Contract, Modes of Discharge of Contract, Breach of Contract – Consequences & Remedies.	08

Total 50 Marks Division:
External Theory Exam (University level): Marks: 30
Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference Books:

1. Business Law for management Vol. I, K. R. Bulhandani, Himalaya Publishing House
2. Mercantile law: M C Shukla S.Chandand company limited, New Delhi
3. Business Regulatory and Framework- Sai Jyoti Publication, Nagpur- Dr. S. R. Raghuwanshi, Dr. A. S. Khandekar, Dr. V. W. Jaswante, Dr. R. O. Oza.
4. Business law P. C. Tulsian Tata Mc-grawHill Publishing Company limited ,New Delhi H
5. Business Law: C. L. Bansal, Taxman's, New Delhi
6. GST Ready Reckoner V. S. Date,Taxman's New Delhi
7. Indian Contact Act. & Sales of Goods Act: P. Sarvenavel, S. Sumathi, Himalaya Publishing House, New Delhi.
8. Mercantile Law: N.D.Kapoor, Sultan Chand & Sons Educational Publishing. New Delhi.
9. Business Regulatory Framework: Dr. Ashish P. Mohata Sai Jyoti Publication.
10. व्यवसाय नियमन विषयक कायधांची रचना, डॉ.राधेश्याम चौधरी, प्रा कोटक .तुषार एम .Sai Jyoti Publication.
11. व्यवसाय नियामक व मंडल कायदा: अरविंद शिंदे , जाधव, खडसे व नेउलकर, अनुराधा प्रकाशन, नागपूर
12. व्यवसाय नियामक कायदे रचना आणी कंपनीयांच्या कायदा, एउखळकर .एस ., प पिम्पलापुळे प्रकाशन, नागपूर

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor

Subject Code: 400102 Subject Title: Dynamics of Management-I

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400102	Dynamics of Management-I	2	30	2 Hr.	50

Course Outcomes:

1. By the end of this course, students will be able to
2. Understand various theories of management
3. Develop the ability to analyze and apply management concepts in real-world.
4. Understanding the key functions and processes of business management.
5. Compare and differentiate the management philosophies

Unit	Contents	Teaching Hours
Unit-I	Henry Fayol (1841-1925): Background of the theory, Major contributions - 14 Principles of Management, Applications of the theory & Criticisms.	7
Unit-II	F. W. Taylor (1856-1915): Background of the theory, Major contributions-Scientific Management, Applications of the theory & Criticism.	8
Unit-III	George Elton Mayo (1880-1949): Background of the theory, Major contributions Hawthorne Experiments, Applications of the theory & Criticism.	7
Unit-IV	Peter Drucker (1909-2005): Background of the theory, Major contributions Management by Objectives (MBO), Applications of the theory & Criticism.	8

Total 50 Marks Division:

External Theory Exam (University level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference Books:

1. Ramaswmy,T. (2010): Principles of Management, Himalaya Publishing House, Mumbai.
2. देशमुख ,प्रभाकर) २००३: (व्यवसाय व्यवस्थापनाची मुल तत्वे ,पिंपळापुरे पब्लिकेशन्स ,नागपूर
3. Principles of Business Management. Dr. Anil Kumar Rathod, Dr. Pravin Deshmukh & Dr. Dinesh Nichit, Anuradha Publication, Nagpur.
4. Prasad,L.M. (2019): Principles & Practice of Management, Sultan Chand & Sons, New Delhi.
5. North Maharashtra University e-book published on their website:
<https://old.nmu.ac.in/Portals/46/SLM/SLM%20S.Y.%20B.Com.%20Business%20Management.pdf>
6. Khushpat Jain, Apeksha Jain and Viplav Jain (2021), Business Organization and Management, Himalaya Publishing House, New Delhi

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor

Subject Code: 400103 Subject Title: Micro Economics-I

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400103	Micro Economics-I	2	30	2 Hr.	50

Course Outcomes: Upon completion of this course, the students will be able to:

1. Understand the core concepts of Micro-Economics and their application in business decision making.
2. Analyze consumer and producer behavior.
3. Evaluate the role of markets in resource allocation and price determination.
4. Apply microeconomic principles to contemporary economic issues.

Unit	Contents	Teaching Hours
Unit-I	Introduction to Micro-Economics: 1.1 Introduction to economics: Scarcity, choice, and opportunity cost. 1.2 Basic economic problems: What, how, and for whom to produce. 1.3 The market system: Demand, Supply, and price determination. 1.4 Circular flow of income.	7
Unit-II	Theory of Demand and Consumer Behavior 2.1 Cardinal vs. Ordinal Utility Theory 2.2 Law of Diminishing Marginal Utility 2.3 Indifference Curve Analysis and its Applications 2.4 Law of Demand and its determinants	8
Unit-III	Elasticity of Demand: 3.1 Concept of Elasticity of Demand 3.2 Types of Elasticity of Demand 3.3 Measurement of Elasticity of Demand 3.4 Determinant of Elasticity of Demand	7
Unit-IV	Theory of Production and Cost Analysis: 4.1 Production Function: Short Run vs. Long Run 4.2 Types of Costs: Fixed, Variable, Average, Marginal Cost 4.3 Economies of Scale 4.4 Diseconomies of Scale	8

Total 50 Marks Division:

External Theory Exam (University level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference Books:

1. Pindyck, R.S. & Rubinfeld, D. Microeconomics. Pearson Education Publications.
2. Mankiw, N. G. Principles of Microeconomics, Cengage Learning Publications.
3. Tandon, P. A Textbook of Microeconomic Theory. Sage Publications.
4. Mehta, P.K. & Singh, M. Introductory Micro Economics. Taxmann Publications
5. . Dwivedi, D.N. Microeconomics: Theory and Applications. Vikas Publishing House.
6. Sachdeva, A. Micro Economics Theory and Applications, Kusum Lata Publications.

7. Salvatore, D. Microeconomic Theory, McGraw-Hill, Education.
8. Case, K.E., Fair, R.C. & Oster, S.E.: Principles of Micro-Economics, Pearson Publications.
9. Nicholson, W. & Snyder, C.: Micro-Economic Theory: Basic Principles and Extensions, Cengage Publications.
10. Samuelson, P.A., Nordhaus, W.D. Microeconomics, McGraw-Hill Education.
11. Chaturvedi, D.D. & Mittal, A. Principles of Microeconomics. Kitab Mahal Publications, New Delhi.
12. Principles of Microeconomics by N. Gregory Mankiw (latest edition)
13. Microeconomics by Robert S. Pindyck and Daniel L. Rubinfeld (latest edition)
14. Fundamentals of Microeconomics by Carl E. Walsh (latest edition) Page 7 of 26
15. Dr. Tiwari G. S.: Principles of Economics, Dyanpath Publication. ONLINE RESOURCES AND SIMULATIONS FROM KHAN ACADEMY ECONOMICS
16. <https://www.khanacademy.org/economics-finance-domain/>

Note: Learners are advised to use the latest edition of readings

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400104

Subject Title: Introduction to Share Market

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400104	Introduction to Share Market	2	30	2 Hr.	50

Course Outcomes:

Upon completion of this course, the students will be able to:

1. Understand the basic terms of share market
2. Gain the knowledge of the basic functioning of share market.
3. Understand the regulation of share market
4. Understand the concepts of primary and secondary market.

Unit	Contents	Teaching Hours
Unit-I	Saving & Investment: Concept, meaning of liquidity, returns & risk; Conceptual ratio of liquidity, returns & risk; Investment strategies, Investment & portfolio management.	08
Unit-II	Capital Market: Concept, Features, Nature and Objectives of Capital Market, Functions and Importance of capital market, SEBI- organizational structure, Powers and Responsibilities and Role of SEBI in Money and Capital market, Primary market vs Secondary market.	08
Unit-III	Stock Exchange in India – Concept & Types of Shares & Bonds, Initial Public Offering (IPO), Offer for sale (OFS). Role & work of BSE, NSE, MCX, Indices in Indian market (Sensex, Nifty50, Nifty Bank, Nifty midcap 100, Nifty small cap).	08
Unit-IV	Demat & Depository: Concept of demat account, Concept of depository, functioning of Depositories, Meaning & role of NSDL & CDSL, Difference between NSDL & CDSL.	06

Total 50 Marks Division:

External Theory Exam (College level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference Books:

1. Investing In Stock Markets - Shiv Das, Publication: Shiv Das & Sons
2. Indian Share Market For Beginners: Indian Stock Market Basics – Vipin Kats, Publication: Cinnamonteal Publisher
3. How Can Make Money Trading With Charts –Ashwani Gujral, Publication: Vision Books

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400105

Subject Title: Introduction to Accounting

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400105	Introduction to Accounting	2	30	2 Hr.	50

Course Outcomes:

Upon completion this course, the students will able to:

- Grasp Accounting Fundamentals, understand the history and evolution of accounting, key concepts, and conventions, define accounts, differentiate accounting users, compare single and double entry systems and apply the Golden Rules of Accounting.
- Master the Accounting Cycle, describe the accounting cycle, define and analyze journals and ledgers, explain subsidiary books, construct and interpret Trial Balances and correct common accounting errors theoretically.
- Understand Accounting Elements, define and classify assets, explain asset valuation, liabilities and equity, identify loan sources and differentiate between income and expenditures.
- Prepare Final Statements, explain the theory and format of Manufacturing, Trading, Profit and Loss Accounts, calculate Gross Profit, Net Profit, Net Profit before tax and Net profit after tax.

Unit	Contents	Teaching Hours
Unit-I	1.1 Accounting History 1.2 Concepts and Conventions 1.3 Definition of Accounts, Accounting Users 1.4 Accounting system: Meaning of Single Entry System and Double Entry System, Advantages of Double Entry system 1.5 Golden Rules of Accounting	8
Unit-II	2.1 Accounting Cycle: Definition of Journal, Types of Journal, Ledger; Meaning and Proforma of Journal and Ledger 2.2 Subsidiary books: meaning and proforma 2.3 Trial balance: objectives, methods and proforma 2.4 Meaning of Error of Omission, Error of Commission, Errors of Principles and Compensatory Errors.	7
Unit-III	3.1 Accounting Terms: Assets: Definition of Assets, Characteristics, Objective of Assets Valuation 3.2 Type of Assets: Fixed Assets, Current Assets, Financial Investments, Intangible Assets 3.3 Liabilities: Nature, Measurement of Liabilities 3.1 Classification of Liabilities: Current Liabilities, Long-term Liabilities, Short-term Liabilities and Contingent Liabilities 3.4 Equity: Share Capital, Types of Share Capital 3.5 Loans: Sources of Secured Loan, Sources of Unsecured Loans 3.6 Income: Direct Income, Indirect Income 3.7 Expenditures: Capital Expenditure, Revenue Expenditure and Deferred Revenue Expenditure.	8
Unit-IV	Final Statement: Manufacturing Account, Trading Account, Profit and Loss Account, Gross Profit, Net Profit, Net Profit Before Tax, Net Profit After Tax (theory and proforma)	7

Total 50 Marks Division:**External Theory Exam (College level): Marks: 30****Internal Assessment (College Level) Marks: 20**

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

BOOKS RECOMMENDED:

1. Chatterjee D.K.: Basic Accounts and Finance, Himalaya Publishing House, New Delhi
2. Mohota V.R.: Fundamentals of Accounting, Rashi Publications, Arni
3. Jawahar Lal: Accounting Theory Himalaya Publishing House, New Delhi
4. Gupta, R. L. and Radhaswamy, M: Financial Accounting. Sultan Chand and Sons, New Delhi.
5. Dr. Gupta J. D. Dr Chandak S. S. & Dr. Ladhe P. N.: Advanced Accounting, Shri Balaji Prakashan Nagpur
6. Anthony, R. N. and Reece, J. S.: Accounting Principles, Richard Irwin Inc.
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Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective
Subject Code: 400106
Subject Title: English (Theory-I)

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400106	(Theory-I) English	2	30	2 Hr.	50

Course Out Comes:

- 1. The students will study various ways of communication.
- 2. Students will win with good manners.
- 3. They will learn perfection of writing and speaking
- 4. With these skills they will be able to create space for them in the corporate World
- 5. Students will become able to handle all situations successfully

Unit	Contents	Teaching Hours
Unit-I	Meeting people, Exchanging Greeting and Taking leave	08
Unit-II	Introducing yourself	07
Unit-III	Introducing people to others	08
Unit-IV	Giving personal Information	07

References: Spoken English -1 By- Kamlesh Sadanand / Susheela Punitha (OrientBlack Swan publication)

Model Questions	Based on the above Four Units, 2 Long Answer Questions will be asked for 07 Marks. (14) Based on the above Four Units, 4 Short Answer Questions will be asked- each for 04 Marks. (16)
External-30 Internal -20 Total-50	College Level Exam. Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400106

Subject Title: English (Theory-II)

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400106	Theory-II English	2	30	2 Hr.	50

Course Out Comes:

1. The students will study various ways of communication.
2. Students will win with good manners.
3. They will learn perfection of writing and speaking
4. With these skills they will be able to create space for them in the corporate world
5. Students will become able to handle all situations successfully.*to handle all situations successfully

Unit	Contents	Teaching Hours
Unit-I	Answering the Telephone and Asking for someone	08
Unit-II	Dealing with a wrong number	07
Unit-III	Taking and Leaving Message	08
Unit-IV	Making Inquires on the Phone	07

References: References: Spoken English -1 By- Kamlesh Sadanand / Susheela Punitha (Orient Black Swan publication)

Model Questions	Based on the above Four Units, 2 Long Answer Questions will be asked for 07 Marks. (14) Based on the above Four Units, 4 Short Answer Questions will be asked-each for 04 Marks. (16)
External-30	College Level Exam.
Internal -20	Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.
Total- 50	<i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
 Apprenticeship/Embedded Degree (AEDP) Programme
Vertical C: Generic Open Elective
Subject Code: 400107 H
Subject Title: Theory I व्यवसायिक हिन्दी

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 H	Theory-I व्यवसायिक हिन्दी	2	30	2 Hr.	50

Course Out Comes:

- छात्रों को विभिन्न व्यवसायिक कौशल से अवगत कराया जाएगा।
- छात्र भाषा और व्यवसाय के बीच संबंध को समझेंगे।
- कौशल से उत्पादन में गुणवत्ता आ सकती है।
- व्यवसाय में दस्तावे जों के महत्व को समझें ।
- कुशल जनशिक्षित तैयार की जाएगी

Unit	Contents	Teaching Hours
Unit-I	प्रशासनिक पारम्भिक शब्दावली	08
Unit-II	सामान्य पत्र लेखन- शासकीय, व्यवसायिक पत्र लेखन	07
Unit-III	परिपत्र एवं निवेदा	08
Unit-IV	प्रेस विज्ञप्ति	07

References: नई दिशा (कौशल एव रोजगार उन्मुख हिंदी) रीता कुमार - संपादक, हिंदुस्तानी प्रचार सभा प्रकाशन

Model Questions	उपरोक्त चारों इकाइयों पर आधारित 02 दीर्घ उत्तरीय प्रश्न 7-7 अंक अर्थात कुल 14 अंकों के पूछे जायेंगे। उपरोक्त सभी चारों इकाइयों पर आधारित 04 लघु उत्तरीय प्रश्न 4-4 अर्थात कुल16 अंकों के पूछे जायेंगे। (उपरोक्त दोन प्रश्नों में आंतरिक विकल्प होंगे)
External-30 Internal -20	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) :- महाविद्यालय स्तर आंतरिक मूल्यांकन - 20 अंक के लिए संबंधित विषय शिक्षक को विभिन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्टवर्क,क्विज,या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए [इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगा]
Total- 50	

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
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Vertical C: Generic Open Elective

Subject Code: 400107 H

Subject Title: Theory II व्यवसायिक हिन्दी

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 H	Theory-II व्यवसायिक हिन्दी	2	30	2 Hr.	50

Course Out Comes:

- 1 विद्यार्थियों को विभिन्न व्यवसायिक कौशल से अवगत कराया जाएगा।
2. भाषा और व्यवसाय के बीच संबंध को समझेंगे।
3. कौशल से उत्पादन में गुणवत्ता आ सकती है।
4. व्यवसाय में दस्तावेजों के महत्व को समझें ।
5. कुशल जनशिक्षित तैयार की जाए।

Unit	Contents	Teaching Hours
Unit-I	जनसंचार किसके लिए और क्यों	08
Unit-II	जनसंचार के मुख्य घटक	07
Unit-III	जनसंचार की परिभाषा एवं प्रकार	08
Unit-IV	मीडिया में विभिन्न अवसर	07

References: References: : नई दिशा (कौशल एवं रोजगार उन्मुख हिन्दी) रीता कुमार - संपादक, हिंदुस्तानी प्रचार सभा प्रकाशन

Model Questions	उपरोक्त चारों इकाइयों पर आधारित 02 दीर्घ उत्तरीय प्रश्न 7-7 अंक अर्थात कुल 14 अंकों के पूछे जायेंगे। उपरोक्त सभी चारों इकाइयों पर आधारित 04 लघु उत्तरीय प्रश्न 4-4 अर्थात कुल 16 अंकों के पूछे जायेंगे। (उपरोक्त दोन प्रश्नों में आंतरिक विकल्प होंगे)
External-30 Internal -20 Total-50	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) :- महाविद्यालय स्तर आंतरिक मूल्यांकन - 20 अंक के लिए संबंधित विषय शिक्षक को विभिन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक, ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्ट वर्क, क्विज, या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए। [इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगी]

**Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme**

Vertical C: Generic Open Elective

Subject Code: 400107 M

Subject Title: Theory I व्यवसायिक मराठी

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 M	Theory-I व्यवसायिक मराठी	2	30	2 Hr.	50

Course Out Comes:

1. विद्यार्थ्यांना विविध व्यवसायातील कौशल्य अवगत होतील.
2. विद्यार्थ्यांना भाषा व व्यवसायातील संबंधाचा उलघडा होईल.
3. कौशल्यामुळे उत्पादनात गुणवत्ता नमार्ण होऊ शकेल.
4. व्यवसायातील दस्तऐवजांचे महत्त्व लक्षात येईल.
5. कुशल मनुष्यबळाची निर्मिती होईल.

Unit	Contents	Teaching Hours
Unit-I	व्यवहारात मराठी का, कुठे, कशी? - सलील कुलकर्णी	08
Unit-II	कार्यालयीन पत्र व्यवहार - डॉ. कल्याणी दिवेकर	07
Unit-III	स्वपिरचय पत्र व नोकरीसाठी अर्ज लेखन भूषण .डॉ - केळकर	08
Unit-IV	केळकर इतिवृत्त लेखन - प्रा .वैजयंती चिपळूणकर	07

References: References: स्वपिरचय पत्र व नोकरीसाठी अर्ज लेखन केळकर भूषण .डॉ - इतिवृत्त लेखन - प्रा .वैजयंती चिपळूणकर

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30*
Internal – 20	एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.
Total – 50	*टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चे अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
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Vertical C: Generic Open Elective

Subject Code: 400107 M

Subject Title: Theory II व्यवसायिक मराठी

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 M	Theory-II व्यवसायिक मराठी	2	30	2 Hr.	50

Course Out Comes:

Unit	Contents	Teaching Hours
Unit-I	अहवाल लेखन - प्रा . वैजयंती चिपळूणकर	08
Unit-II	टिपणी लेखन - डॉ. लितका जाधव	07
Unit-III	प्रसार माध्यमासाठी लेखन – संतोष शेणई	08
Unit-IV	भाषांतर व अनुवाद – डॉ. उज्वला जोगळेकर	07

References: उपयोजित मराठी, संपा – डॉ केतकी मोडक , संतोष शेणई, सुजाता शेणई, पद्मगंधा प्रकाशन , पुणे आवृत्ती 2012

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण – 30
Internal – 20	एकूण अंतर्गत मूल्यांकन गुण - 20*
Total – 50	या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चे अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400107 P

Subject Title: Theory I पाली भाषा परिचय

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 P	Theory-I पाली भाषा परिचय	2	30	2 Hr.	50

Course Out Comes:

1. विद्यार्थ्यांना पाली साहित्याचा परिचय होतो
2. .विद्यार्थ्यांना पाली भाषा व व्याकरण शिकविता येते.
3. पाली साहित्याची आवड निर्माण करता येत
4. मूळ पाली गद्य पद्य-वाचणे व त्यावर लिखाण करता येते.
5. पाली भाषा लिहणे, वाचणे, एकणे व बोलणे शिकविता येते.

Unit	Contents	Teaching Hours
Unit-I	पाली भाषा वणमाला, व अंकमाला	08
Unit-II	पाली भाषेतील वार व महिने	07
Unit-III	पाली शब्दाची उत्पत्ती	08
Unit-IV	पाली भाषेचा इतर भाषेशी संबंध	07

References: पाली भाषा साहित्य व व्याकरण -डॉ .आठवले , सन्मती संशोधन संस्था, नागपूर.

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30* एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.
Total – 50	*टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400107 P

Subject Title: Theory II पाली निवडक गद्य-पद्य

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 P	Theory-II पाली निवडक गद्य-पद्य	2	30	2 Hr.	50

Course Out Comes:

- विद्यार्थ्यांना पाली साहित्याचा परिचय होतो.
- जातक कथेतून सामाजिक मुल्यांची जाणीव होते.
- पाली साहित्याची आवड निर्माण करता येते.
- मूळ पाली गद्य – पद्य वाचणे व त्यावर भाष्य करता येते.
- पाली भाषेतील प्रथा, परंपरा, शिष्टाचार इ .माहिती शिकविता येते.

Unit	Contents	Teaching Hours
Unit-I	जातक - कुटुंबाणिज्य जातक, बावेरू जातक	08
Unit-II	थेरीगाथा – पुणिकाथेरी, किसानगौतमी	07
Unit-III	दससिक्खापद	08
Unit-IV	त्रिशरण	07

References: References

- जातक कथा पाली – धर्मानंद कोसंबी, नेहा प्रकाशन नागपूर २०११ .
- खुद्दकपाठ – सगोयंका .ना ., विपस्सना विशोधन विन्यास, इगतपुरी १९९५

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20*
Total – 50	या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400107 S

Subject Title: Theory I व्यवस्थापन सूत्राणि

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 S	Theory-I व्यवस्थापन सूत्राणि	2	30	2 Hr.	50

Course Out Comes:

1. हेन्री फेओल यांच्या व्यवस्थापन सूत्र चा परिचय होईल.
2. व्यवस्थापन शास्त्राचे जीवनातील महत्त्व स्पष्ट होईल.
3. व्यवस्थापनाच्या सर्व सूत्रांचा सांगोपांग अभ्यास होईल.
4. व्यवस्थापन सूत्रातील पैलूंचा भारतीय संस्कृतीच्या अंगाने विचार करता येईल

Unit	Contents	Teaching Hours
Unit-I	1. व्यवस्थापन सूत्र प्रस्तावना: सूत्र -१) कार्यविभजनम् २) अधिकार दायित्वंच । ३) अनुशासनम् ।	07
Unit-II	सूत्र - ४) आदेश एकवाक्यता । ५) ध्येय एकवाक्यता । सामुहिकहितम् । ६) पारिश्रमिकम् सूत्र॥	08
Unit-III	सूत्र - ८) केंद्रीयकरणम् सूत्र ९) श्रेणीशृंखला १०) क्रमबद्धता सूत्र ११) समानता	08
Unit-IV	१२) स्थैर्यम् १३) आरम्भपरिणाम १४ संघभावना	07

References: व्यवस्थापनसूत्राणि डॉ. स्वानंद गजानन पुंडे प्राचार्य डॉ. प्रसाद अरुण खानझोडे

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.
Total – 50	*टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective

Subject Code: 400107 S

Subject Title: Theory II संस्कृत नीतिकथा (हितोपदेश: मित्रलाभः)

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 S	Theory-II हितोपदेशः मित्रलाभः	2	30	2 Hr.	50

Course Out Comes:

- विद्यार्थियान्ना संस्कृत भाषेतील नीतिविषयक ग्रंथान् चा परिचय रहोईल.
- विद्यार्थियान्ना नितिशतकात वर्णित विविध नीति विषयांचे जणीव होईल.
- विद्यार्थियान्ना नितिशतकात वर्णित तर्कशुद्ध वास्तववादी विचारां ची ओळख होईल.
- विद्यार्थियान्ना नितिशतकात वर्णित नीतिसाहित्याचे महत्त्व आत्मसात करता येईल

Unit	Contents	Teaching Hours
Unit-I	बुधव्याघ्र -लुब्धिविप्र कथा 2. मृग-शृंगाल कथा	07
Unit-II	3. जरदग्ग-बिडाल कथा 4. मूषक-पिरविराजक कथा	08
Unit-III	5. लीलावती-वणिकपुत्र -कथा 6. संचयशील जम्बुक कथा	08
Unit-IV	7. राजपुत्र वणिकवधू कथा 8. हस्ति धूर्तशृंगाल कथा	07

References हितोपदेशः – चौखम्बा प्रकाशन ,वाराणसी

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20*
Total – 50	या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical C: Generic Open Elective
B.Com.I (Semester -I)

Vertical –C Generic /Open Elective Course(OE)Urdu

Subject code- 400107 U

Subject Title – Theory –I

پیشہ وارانہ اردو

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	1	400107 U	Theory I پیشہ وارانہ اردو	02	30	2 Hrs.	50

Course Outcomes-

1. طلباء مختلف پیشوں کی مہارتوں سے متعارف ہو گئے۔
2. طلباء زبان اور پیشوں کے تعلق کو سمجھے گئے
3. مہارتوں کی وجہ سے پیداوار میں معیار پیدا ہو گا
4. پیشوں میں دستاویزات کی اہمیت سمجھ میں آئے گی
5. پتر مند انسانی قوت پیدا ہو گی۔

Unit System	Contents	Teaching Hours
Unit –I	1.ای کلیمس - ڈاکٹر شاہدہ مناف	08
Unit –II	اسلامی بینک کاری	07
Unit-III	انٹرنیٹ اور اردو - ایم مبین	08
Unit- IV	اشتہار بازی	07
References		
پاسبان ادب – مرتب - ڈاکٹر شاہدہ مناف		
Model Questions	* اوپر کے چاروں یونٹ پر چار میں سے 02 مفصل سوال حل کرنا ہے ایک پر 07 مارکس کل * اوپر کے چاروں یونٹ پر چھ میں سے چار مختصر سوالات حل کرنا ہے ایک پر 4 مارکس کل 16 مارکس	
External- 30 Internal - 20 Total - 50	Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. [Note: Continuous Assessment Tests (CAT) as per NEP scheme]	

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –C Generic /Open Elective Course(OE)Urdu

Subject code-Subject

400107 U

Title – Theory –II

پیشہ وارانہ اردو

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400107 U	Theory II پیشہ وارانہ اردو	02	30	2 Hrs.	50

Course out comes

1. طلباء فن خطوط نویسی سے متعارف ہو گئے۔
2. طلباء خطوط کی تعریف اور اقسام کو سمجھے گئے
3. طلباء خطوط کے اجزاء اور اصول سے متعارف ہو گئے
4. پیشوں میں خطوط نویسی کی اہمیت سمجھ میں آئے گی
5. ہنر مند انسانی قوت پیدا ہو گی۔

Unit System	Contents	Teaching Hours
Unit –I	1. فن خطوط نویسی / عرضی نویسی	08
Unit –II	2. خطوط – تعریف اور اقسام	07
Unit-III	3. خطوط – اجزاء اور اصول	08
Unit- IV	4. شکایتی خطوط، دفتری خطوط، آرڈر دینا	07

References

1. قواعد اردو – مولوی عبدالحق
2. اردو زبان و قواعد – شفیع احمد صدیقی (اردو گرامر کی کتابوں میں بھی دستیاب ہے

Model Questions External-30 Internal- 20 Total - 50	Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. [Note: Continuous Assessment Tests (CAT) as per NEP scheme]
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Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical D: Skill Enhancement Course

Subject Code: 400108 Subject Title: Computer Skills I

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400108	Computer Skills I	2	60	2 Hr.	50

Course Outcomes: Upon completion of this course, the students will be able to:

- 1. Get information about evolution and application of computer & its development.
- 2. Know about different elements of computer system.
- 3. Aware about different types of memory.
- 4. Get to know about different input devices and output devices.
- 5. Learn to prepare a text document with complete formatting and page setting

The detailed syllabus of the Course is given below in the table below

Unit	Contents	Teaching Hours
Unit-I	Fundamentals of Computer: Input/ Output Devices: Input Devices: Keyboard, Mouse, MICR, OMR, OCR, Microphone, Touchpad, Touch screen, Scanner, Barcode Reader, Joystick, Web camera, light pen. Central Processing Unit Output Devices: Monitor; LCD, LED, Printers and Types; Dot Matrix Printer, Laser Printer, and Inkjet Printer. Speaker, Headphone, LCD Projector	15
Unit-II	Word Processing [MS-WORD2016]: Ribbon, Tabs and Group, Templates. Working with Documents, editing text document; Inserting, Deleting, Cut, Copy, Paste, Text and Paragraph Format, Paragraph Alignment, Line Spacing.	15
Unit-III	Word Processing [MS-WORD2016]: Editing-Bullets and Numbering, Border and Shading, Change Case, Subscript and Superscript, Setting Tab Stops and Indent, Header & Footer, Page setup; Page Margins, Page Size, Page break, Section break, Columns. Proofing and printing: Spell and Grammar Checks, Find& Replace, Saving and Printing	15
Unit-IV	Advanced Table, Graphics and Mail Merge: (MS-WORD 2016) Working with Tables: Creating, inserting data, Aligning Data in a Table, inserting, Moving, Resizing Rows & Columns. Adding Border & Shading to Table, Convert Text to Table. 09 13 Illustrations and Objects: Insert Pictures, Smart Art, Shapes, Screenshot, Hyperlink, Text Box, WordArt, Drop Cap and Symbol. Document Designing: Themes, Watermark, Page Color, Page Border. Mail Merge: Meaning and Advantages. Procedures of Mail merge; Create Main Document, Edit Recipient’s list, Insert Merge fields, Preview Results and Finish & Merge documents.	15

List of Practical’s:

- 1. Creating a Blank or New existing Template and Inserting/editing Text
- 2. Copying and Moving Text using with the Clipboard
- 3. Formatting Text, including Font Size & Font color of the content
- 4. Using Paragraph Alignment including setting Alignments and Line Spacing

- Setting paragraph including adjusting Indents.
- Using Bulleted and Numbered Lists and Converting Text to List.
- Changing a Text to Subscript & Superscript.
- Creating a content in multiple columns like Newspaper format.
- Inserting Header & Footer in document.
- Setting Page Margins and Setting the Page Orientation.
- Proofing, saving and printing a document.

Total 50 Marks Division:
External Practical Exam (College level): Marks: 30
Division of Marks for Practical

Record Preparation	5Marks
Practical Performance	15Marks
Viva-Voce	5Marks
Conceptually Written Test	5Marks
Practical Total	30Marks

Internal Exam (College Level) 20 Marks:
 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.
[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference Books:

- Computer Fundamentals, P. K. Sinha, V.K.Goyal
- Computer Fundamentals-B.Ram (WE)
- Fundamentals of Computers-V. Rajarman(PHI)
- MS-OFFICE (PHI) 5. MS-OFFICE (BPB)
- Computer Fundamentals and Operating System- Dr. S. R. Raghuwanshi & Dr. A. S. Khandekar, Himalaya Publication, Nagpur.
- MS-OFFICE (TMH)
- Yeats: Systems Analysis & Design; Macmillan India, New Delhi.
- Basics of Computer and Business Mathematics, By Dr. Rajiv Ashtikar, Dr. Santosh Sadar and Prof. Vilas Chopade : Payal Prakashan, Nagpur.
- Introduction to IBMPC & Applications-Taxali.
- Principles of Computer, By Prof. S. M. Kolte, Pimpalapure & Co. publisher, Nagpur.
- Computer Fundamental and Operating System. Dr. Sunil Kedar, Dr. Dinesh Nichit & Dr. Pravin Deshmukh, Adhar Publication, Amravati
- Computer Fundamentals & Operating System, Dr. C. M. Tembhurnekar, Dr. Sushant Jadhao
- Computer Fundamentals & Operating System: Supriya Bhagade- Pimpalapure & Co. Pub. , Nagpur

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical – e (i) Ability Enhancement Courses (AEC)English

Subject Code: 400109 Subject Title : AEC English

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400109	English	2	30	21Hr.	25

Course Outcomes: Upon completion of this course, the students will be able to:

- 1. The Students Will Become Familiar to Communication Skills
- 2. The Students Will Acquire Effective Communication Skills in Entrepreneurship
- 3. The Students Will Understand the Benefit of Communication Skills in Entrepreneurship
- 4. It Will Help the Students to Interact with International Traders

Unit	Contents	Teaching Hours
Unit-I	Resume Writing Notice Writing	
Unit-II Writing skills	E-Mail Writing Formal Letter Writing	

Note : AEC is English and MIL 25 marks each

REFERENCES: Rays Of Letters, Board of Editors, Raghav Publishers & Distributers

MODEL QUESTIONS	- Based On the Above 02 Units, 01 Long Answer Question Will Be Asked For 07 Marks (07) - Based On the Above 02 Units, 02 Short Answer Questions Will Be Asked Each For 04 Marks (08)
EXTERNAL – 15 INTERNAL – 10	- College level Exam. Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.
TOTAL – 25	[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Course Type: Demonstrative- Batch Size- 15
Note: AEC in English and Mil 25 Marks Each

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
 Apprenticeship/Embedded Degree (AEDP) Programme
Vertical E: Ability Enhancement Course Hindi
Subject Code : 400110 H
Subject Title: Communication Skill – I संवाद कौशल्य

Level	Semester	Course Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400110 H	Communication Skill – I संवाद कौशल्य	01	30	1 Hrs.	25

Courses Outcomes:

- 1 विद्यार्थियों को संवाद कौशल से परिचित कराया जाएगा
- 2 विद्यार्थी संवाद कौशल को उद्योग धंधों में प्रभावी ढंग से उपयोग करने में सक्षम होंगे
- 3 विद्यार्थी समझेंगे संवाद कौशल से उद्यमिता में विकास होता है
- 4 संवाद कौशल से उद्योग व्यापार व्यवसाय फलेगा फुलेगा
- 5 विद्यार्थी संवाद कौशलका उपयोग करेगा

Unit System	Contents	Workload Allotted
Unit I	कार्यालयी द्वि-भाषिता और अनुवाद के प्रकार- डॉ सुरेश माहेश्वरी	15
Unit II	वाणिज्य व्यवसायिक समाचारों में प्रयुक्त हिंदी भाषा*— डॉ .ममता मेहता	15

References:

ज्ञानदीपभाग—1 संपादक -:डॉ .निभा उपाध्याय ,डॉ.तीर्थराज राय ,डॉ.सुशांत ठोक, राघव पब्लिकेशन्स , नागपूर, प्रथम आवृत्ती (2024)

Model Questions	● उपरोक्त दोनों इकाइयों पर 01 दीर्घ उत्तरीय प्रश्न 07 अंक का होगा। ● उपरोक्त दोनों इकाइयों पर 02 लघु उत्तरीय प्रश्नों के लिए 4-4 अर्थात कुल 08 अंक होंगे ● (उपरोक्त दोनों प्रश्नों में आंतरिक विकल्प होंगे)
External – 15 Internal – 10 Total - 25	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) :- महाविद्यालय स्तर आंतरिक मूल्यांकन - 20 अंक के लिए संबंधित विषय शिक्षक को विभिन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक, ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्ट वर्क,क्विज,या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए। [इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगी]

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
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Vertical E: Ability Enhancement Course Marathi

Subject Code:400110 M

Subject Title: Communication Skill - Iसंवाद कौशल्य

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400110 M	Communication Skill I-1 संवाद कौशल्य	01	30	1 Hrs	25

Course Outcomes

- विद्यार्थ्यांना संवाद कौशल्याची ओळख होईल.
- संवाद कौशल्याचा प्रभावी वापर विद्यार्थी उद्योग व्यवसायात करू शकतील.
- संवाद कौशल्यामुळे उद्योग व्यवसायात वाढ होते हे विद्यार्थ्यांना समजेल.
- विद्यार्थ्यांची उद्योग व्यवसाय करण्याची मानसिकता बदलेल.
- संवाद कौशल्याच्या माध्यमातून उद्योग व्यवसायाची भरभराट होईल.

Unit s	Contents	Teaching Hours
Unit I	उद्योग व्यवसायात संवाद कौशल्याचे महत्व – डॉ. स्वाती दामोदरे	15
Unit II	प्रभावी संवाद कौशल्याचे घटक - डॉ. स्वाती दामोदरे	15

References विचारशोध भाग – 1 राघव पब्लिकेशन्स, नागपूर, प्रथम आवृत्ती 2024

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 15 Internal – 10 Total – 25	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 15 एकूण अंतर्गत मूल्यांकन गुण - 10* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
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Vertical-e Ability Enhancement Course Sanskrit

Course code: 400110 S

Subject Title- AEC संवाद कौशल्य -1

Level	Semester	Course code	Course name	credit	Teaching hours	Exam Duration	Max marks
4.5	1	400110 S	संवाद कौशल्य -1	1	30	1 hr.	25

Course Outcome	1. संस्कृतभाषेतील संवादपरंपरेचा परिचय करून देणे. 2. संस्कृतभाषेतील संवादकौशल्याच्या वैशिष्ट्यांचा परिचय करून देणे. 3. संस्कृत अर्ज व पत्रलेखन या लेखन प्रकारांचे ज्ञान करून देणे. 4. संस्कृतभाषेतून शुभसन्देश लिहिण्याचे कौशल्य प्राप्त करून देणे.
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Unit	Content	Teaching Hours
Unit I	संस्कृतभाषेतील संवादांची परंपरा 1. ऋग्वेदातील संवादसूक्त – सरमापणि संवादसूक्ताचा परिचय व वैशिष्ट्ये 2. उपनिषदातील संवाद – श्वेतकेतु – आरुणी संवादाचे विवेचन व वैशिष्ट्ये 3. वाल्मीकी रामायणातील राम-परशुराम संवादविवेचन व वैशिष्ट्ये 4. महाभारतातील – यक्षयुधिष्ठिरसंवादविवेचन व वैशिष्ट्ये	15
Unit II	संस्कृत आवेदन लेखन	15
References	1. पत्रसन्देश: – संस्कृतभारती प्रकाशन, बेङ्गलुरु 2. संस्कृतव्यवहारसाहस्री – संस्कृतभारती प्रकाशन, बेङ्गलुरु 3. वाल्मीकी रामायण – गीता प्रेस गोरखपुर 4. महाभारत – गीताप्रेस गोरखपुर	
Model Questions	• वरील दोनही घटकावर आधारित 1 दीर्घोत्तरी प्रश्न प्रत्येकी 7 गुणांकरिता असेल. • वरील दोनही घटकावर आधारित 2 लघुत्तरी प्रश्न प्रत्येकी 4 म्हणजे एकूण 08 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)	
External- 15 Internal -10 Total -25	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 15 एकूण अंतर्गत मूल्यांकन गुण - 10* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.	

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical- e (i) (AEC) Ability Enhancement Courses Pali

Subject Code -400110 P

Subject Title – पाली उपयोजित व्याकरण

Level	Semester	Course Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I	400110 P	पाली उपयोजित व्याकरण	01	30	1 Hrs.	25

Courses Outcomes	1.विद्यार्थ्यांना पाली भाषा लिहता ,वाचता ,व बोलता यावी यासाठी प्राथमिक माहिती शिकण्यास मिळते. 2.पाली संवादकौशल्यामुळे विद्यार्थ्यांना अनुवादक म्हणून काम करता येते. 3.शब्द साठा वाढविणे व वाक्य रचना करण्यास मदत होते. 4. विद्यार्थ्यांना पाली भाषा व्याकरण शिकता येते . 5. विद्यार्थ्यांन सोबत पालीत संभाषण करता येते .	
Unit System	Contents	Teaching Hours
Unit I	नाम ,सर्वनाम ,काळ व विभक्ती	15
Unit II	पाली निबंध ,पशु-पक्षी ,फळ-फुले ,रंग-वस्तू यांची नवे पाली भाषेत सांगणे व लिहिणे	15
References	३१ दिन मे पाली -डॉ .भदन्त आनंद कौशल्यायान ,सम्यक प्रकाशन नई दिल्ली २०१३	
Model Questions	वरील दोन्ही घटकावर 01 दीर्घोत्तरी प्रश्न 07 गुणांचा असेल. वरील दोन्हीघटकांवर02 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 08 गुणांचे असतील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील) अंतर्गत मूल्यमापन (Internal Marks) घटक चाचणी -10 गुण	
External – 15 Internal – 10 Total - 25	वरील दोन्ही घटकाशी संबंधितघटकचाचणी ज्यात 10 गुणांचे 10 वस्तुनिष्ठ बहुपर्यायी प्रश्न विचारले जातील.	

**Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
Apprenticeship/Embedded Degree (AEDP) Programme**

Vertical –e (i) (AEC) Ability Enhancement Course Urdu

Subject Code- 400110

Subject Title : Communication Skill -1

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	I UG	400110 U	اردو میڈیا (حصہ اول)	01		1 Hrs.	25

Course Outcome

- 1-طلباء ذرائع ابلاغ کی اہمیت سے متعارف ہوگے
- 2- طلباء خبروں کی اہمیت اور ترتیب کو سمجھے گے
- 3- طلباء ایڈیٹنگ اور سب ایڈیٹنگ سے روشناس ہوگے
- 4- صنعتی تجارتی پیشوں میں خیالات بدلے گئے -
- 5- بزنس رپورٹنگ کس طرح ہوتی ہے یہ سمجھ میں آئے گا ۔

Unit System	Contents	Work load Allotted
Unit –I	1. ذرائع ابلاغ کی اہمیت – تسنیم فاطمہ 2. خبروں کی اہمیت و ترتیب – نسیم احمد	15
Unit –II	1. ایڈیٹنگ اور سب ایڈیٹنگ - او۔پی۔ ورما 2. بزنس رپورٹنگ - او۔پی۔ ورما	15

References

پاسبان ادب :- ترتیب کار ڈاکٹر شاہدہ مناف

Model Questions	7 مارکس 8 مارکس	*اوپر کے دو یونٹ پر دو میں سے ایک مفصل جواب مطلوب ہے *اوپر کے دو یونٹ پر چار میں سے دو مختصر جوابات مطلوب ہے
External -15 Internal – 10 Total- 25	College Level Internal Assessment (College Level) Marks: 10 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>	

Course Type: Demonstrative- Batch size-16

VERTICAL E: ABILITY ENHANCEMENT COURSE
SUPPLIMENTARY ENGLISH
SUBJECT CODE: 400110 SE
SUBJECT TITLE: AEC Supplementary English

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	University Exam Duration	Max Marks
4.5	I	400110 SE	Communication Skill	1	30	1	25

COURSE OUTCOMES:

- The Students Will Become Familiar to Communication Skills**
- 2. The Students Will Acquire Effective Communication Skills in Entrepreneurship**
- 3. The Students Will Understand the Benefit of Communication Skills in Entrepreneurship**
- 4. It Will Help the Students to Interact with International Traders**

Unit	Contents	No. of Periods
Unit I	- Resume Writing - Notice Writing	15 Hours
Unit II	- E-Mail Writing - Formal Letter Writing	15 Hours

REFERENCES: Rays of Letters, Board of Editors, Raghav Publishers & Distributers

MODEL QUESTIONS	- Based On the Above 02 Units, 01 Long Answer Question Will Be Asked For 07 Marks (07) - Based On the Above 02 Units, 02 Short Answer Questions Will Be Asked Each For 04 Marks (08)
EXTERNAL – 15 INTERNAL – 10 TOTAL – 25	College Level Exam – 15 Marks Internal Assessment (College Level) Marks: 10 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Course Type: Demonstrative- Batch Size- 15

Note: AEC in English and Mil 25 Marks Each

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - I)
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Vertical E: Indian Knowledge System (Generic)

Subject Code: 400111

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	University Exam Duration	Max Marks
4.5	I	400111	Indian Knowledge System (Generic)	2	30	2	50

Note:1.For the Programmes in the faculty of Science and Technology and the faculty of Commerce and Management, all 04 units shall be studied in the Semester-I resulting into 2 credits (50 Marks)

2. For the Programmes in the Faculty of Humanities and the faculty of Interdisciplinary studies, Unit I and Unit II shall be studied in the First Semester resulting into 1 credit course (25 Marks). Later, Unit III and Unit IV shall be studied in the Second Semester resulting into 1 credit course (25 Marks).

Course Outcomes:

After completion of this course successfully, students would be able to

1. Develop an appreciation about the role and importance of Veda, Vedangas, Upanishadas, Ramayana, Mahabharata, 64 art forms, etc.
2. Explain the role and importance of Science and Technology in India
3. Gain knowledge about the role and importance of Yoga and Ayurveda
4. Understand the role and importance of governance, public administration through Kautilya's Artha Shastra, Vidur Niti, etc.
5. Take up a detailed study of some of these topics and explore their application potential

Unit System	Contents	Teaching Hours
Unit I	(Humanities) : Importance of ancient Indian knowledge, Ancient Indian Culture, Introduction to the Four Vedas, vedangas, upanishadas, Vedic schools of philosophy: Samkhya and Yoga darashana, non-vedic philosophical systems: Bauddha school of philosophy and Jain School of philosophy; Indian Religions: Hindu, Jain and Bauddha, Wisdom through: Puranas, Ramayana, Mahabharata, Shrimad Bhagwad Geeta, Indian approach to psychology, the triguna system, Prominent ancient art forms and skills.(64 Kalas)	8
Unit II	Science and Technology): Number system and units of measurement, The concept of zero and its importance, decimal system, measurement of time, distance and weight, Elements of the panchanga- the Indian calendar system, Town planning and architecture, irrigation and water management, dyes and painting technology, Vastu Shastra-the science of architecture, amazing stone architectures of temples in India, Metals and metal working technology, iron and steel in India.	7
Unit III	Inter-disciplinary): Impact of yoga way of life on emotional intelligence,	7

	Ayurveda: definition of health, tridoshas-relationship to health, dinacharya- daily regimen for wealth and wellness, surgical techniques, disease management: diagnostic techniques, sleep and food- importance to health, drugs and physical therapy.	
Unit IV	(Commerce and Management): Governance and public administration: Kautilya's Arthashastra-governance and administration, Vidura Niti: advice to head of the nation, Trading in ancient India, ancient Indian agriculture, crops and tools; ways of travelling and business, animal husbandry, ancient Indian ports.	8
College Level Exam-30 Marks Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>		

TextBooks:

1. Introduction to Indian Knowledge System: Concepts and Applications by B. Mahadevan, Vinayak R. Bhat and Nagendra P. R. N., PHI Learning Private Limited, 2022.
2. Kapur K and Singh A. K (Eds) 2005). Indian Knowledge Systems, Vol. 1. Indian Institute of Advanced Study, Shimla. Tatvabodh of sankaracharya, Central chinmay mission trust, Bombay, 1995.

ReferenceBooks:

1. Collection of Four Vedas (Rigveda Samhita, Yajurveda Samhita, Samveda Samhita, Atharva Veda Samhita), by Pandit Shri Ram Sharma Acharya, Motilal Banarasi Das
2. Collection of Vedas (Rigveda, Shukla Yajurveda, Krishna Yajurveda, Samveda, Atharva Veda), by Brahmarshi Maha Mahopadhyaya Pandit Shreepad Damodar Satvalekar, Publisher: Swadhyaya Mandal, Pardi (Balsad), Printer: Samvad Tradeprints, 1005, Sadashiv Peth, Pune
3. Nair, Shantha N. Echoes of Ancient Indian Wisdom. New Delhi: Hindology Books, 2008.
4. SK Das, The education system of Ancient Hindus, Gyan publication house, India
5. BL Gupta, Value and distribution system in India, Gyan publication house, India
6. Reshmiramdhoni, Ancient Indian Culture and Civilisation, Star publication, 2018
7. Supriya Lakshmi Mishra, Culture and History of Ancient India (With Special Reference of Sudras), 2020.
8. Gambirananda, Swami, Tr. Upanishads with the Commentary of Sankaracharya. Kolkata: Advaita Ashrama publication Department, 2002.
9. Ranganathananda, Swami. The Message of the Upanishads. Bombay: Bharathya Vidya Bhaven, 1985.
10. Om Prakash, Religion and Society in Ancient India, Bhariya Vidhya Prakashan, 1985
11. JAuboyer, Daily Life in Ancient India from Approximately 200 BC to AD 700, Munshiram Manoharlal publication, 1994.
12. DK Chakrabarty, Makkhan Lal, History of Ancient India (Set of 5 Volumes), Aryan book International publication, 2014
13. Dr. Girish Nath Jha, Dr. Umesh Kumar Singh and Diwakar Mishra, Science and Technology in Ancient Indian Texts, DK Print World limited,
14. Swami BB Vishnu, Vedic Science and History- Ancient Indian's Contribution to the Modern World, gosai publication, 2015
15. Chatterjee, S. C. The Nyaya Theory of Knowledge. Calcutta: University of Calcutta Press, 1950.
16. Dasgupta, Surendra. A History of Indian Philosophy. Delhi: Motilal Banarasi Das, 1991. Vols. III & IV.
17. Mercier, Jean L. From the Upanishads to Aurobindo. Bangalore: Asian Trading Corporation, 2001.
18. M. Hiriyanna. Essentials of Indian Philosophy. London: Diane Publications, 1985.
19. Hume, Robert Ernest, Tr. The Thirteen Principal Upanishads. Virginia: Oxford University Press, 1931.
20. Radhakrishnan, S. Principal Upanishads. New York: Harper Collins, 1963.
21. Satprakashananda. The Methods of Knowledge according to Advaita Vedanta. Calcutta: Advaita Ashram, 2005.
22. Potter, K. H. Encyclopaedia of Indian Philosophies, Vol. III. Delhi: Motilal Banarasi Das, 2000.
23. महादेवकोश, संपा. तर्कतीर्थात्मनशास्त्रादीजोशी, न. रा. साहू-यज्ञाणसंस्कृतिमंडळ, मुंबई
24. भारतीयसंस्कृतकोश, संपा. पंमहादेवशास्त्रादीजोशी, भारतीयसंस्कृतकोशमंडळ, शरनवारपेट, पुणे
25. अठरापुराणे संपा. न. रा. जोशी, ससाधनकाशन, पुणे
26. भारतीयसंस्कृती, सानेगु. जी, साधनाभकाशन, पुणे

Sant Gadge Baba Amravti University Amravati
Syllabus for B.Com. I as per NEP 2020
Semester I

Course Title: Value Education Courses (VEC) I
Understanding India, Environmental Science/ Education, Digital & Techonological Solutions

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam. Duration	Max. Marks
4.5	1 UG	125302	Value Education Courses (VEC) I	02	30	02 Hours	50

Course Objectives	1. To make student aware of the trajectories of historical and cultural development of India 2. To Make student aware of the Ideological image of Indian Society 3. To make student aware of the Ethnographic Image of Indian Society 4. To create among students pro-environmental attitude and behaviour pattern 5. To create a sense of how to be more responsible towards the Environment.
Course Outcomes	By the end of this course, students will be able to: 1. Analyse the ideological and ethnographic imges of Indian Society 2. Inculcate a critical thinking on various dimensions of environment through knowledge, skill, critical thinking and problem solving 3. Analyse the causes and effects of 'environmental degradation' and 'resource depletion' 4. Understand the nature of environmental challenges facing India 5. Relate environmental issues to the larger context of sustainable Development.

Unit System	Content	Teaching Hours
Unit I	Ideological Images of Indian Society i. Pluralism and Nationalism ii. Indian Constitution iii. Indian Civilization iv. Modernization and Continuity of Tradition	8
Unit-II	Ethnographic Image of Indian Society i. Unity in Diversity ii. Urban and Rural India iii. Caste and Tribes iv. Religions and Traditions	7
Unit -III	Understanding the Environment I. Environment: Concept, importance and components II. Ecosystem: Concept, structure and Function III. Concept and objectives: Environmental education, environmental ethics IV. Central Pollution Control Board of India: Standard, Activities, Function of Laboratories	8

Unit-IV	Natural Resources and Environmental Management I. Natural Resources: Renewable and non-renewable II. Natural resource and solid waste management: Individual, community and government level III. Air, water and soil pollution: Causes, effects and control IV. Climate change: Global warming-impact, adoption and mitigation	7

Total 50 Marks Division:

External Theory Exam (University level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Reference:

1. Anji Reddy, M. Text book of Environmental Science and Technology, BS Publications, Hyderabad
2. Basu, R. N (Ed.) Environment, University of Kolkatta
3. Basu. M., Xavier, S. S. Fundamental of Environmental Studies, Cambridge University Press, India.
4. Benny Joseph. 2006. Environmental Science and Engineering, Tata Mc-Graw Hill, Publishing Company, New Delhi.
5. Dr. B. R. Ambedkar, 2021. The Constitution of India, Prabhat Prakashan Pvt. Ltd.
6. Dr. Y. K. Singh, Environmental Science, New International P. Ltd, Publishers, New Delhi.
7. Frank Heidemann, 2013, The Modern Anthropology of India: Ethnography, Themes and Theory
8. Hutton J. H. 1946. Caste in India, Cambridge, Cambridge University Press.
9. Imtiaz Ahmad, Partha S. Ghosh, Helmut Reifeld (Editor), 2000. Pluralism and Equality: Values in Indian Society and Politics, Sage Publication Pvt Ltd.
10. Om Prakash Singh, 2018, Ethnographic Image of Indian Tribes, Innovative Imprint, Delhi
11. Rabindranath Tagore, 2015. Nationalism, fingerprintpublishing.com
12. Romila Thaper & etc, 2016. On Nationalism, Aleph Book Company.
13. S. Irgan Habib, 2017. Indian Nationalism: The Essential Writings, Aleph Book Company.

Sant Gadge Baba Amravti University Amravati
Syllabus for B.Sc. I as per NEP 2020
Semester I
Course Title: Value Education Courses (VEC) I
Course Code: 125302

Pattern of Question paper and Distribution of Marks

Maximum Marks: 30

Time: Two Hours

Que. 1 A : Students shall have to answer 4 out of 6 short answer questions

based on Unit I to Unit II

4X2

= 8

Que. 1 B: Students shall have to answer 4 out of 6 short answer questions

based on Unit III to Unit IV

4X2

=8

Que.2 Students shall have to answer 4out of 6 long answer questions based on

Unit I to Unit IV.

3.5X4

=14

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor
Subject Code: 400200
Subject Title: Advanced Accountancy

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400200	Advanced Accountancy	2	30	2 Hr.	50

Course Outcomes:

Upon completion of this course, the students will:

- Acquire knowledge in depreciation methods, and the relevant journal entries. Compute depreciation with the help of 2 important methods i.e. Straight Line and Reducing Balance (Written Down) Method.
- Grasp the complexities of accounting for non-profit institutions especially Club, Hospital & Education Institution.
- Implement accounting principles to co-operative societies and cooperative banks.
- Demonstrate a thorough understanding of specialized accounting practices in Agriculture, Dairy and Poultry Farming.

Unit	Contents	Teaching Hours
Unit-I	1.1 Depreciation: Meaning, Definition, Characteristics, Causes, Points to be kept in mind while determining the amount of Depreciation; Journal Entries on Depreciation, Methods of Depreciation (meaning), Advantages & Disadvantages. 1.2 Problems on Straight Line Method, & Diminishing Balance Method	7
Unit-II	Accounts of Non Profitable institutions (Club, Hospital & Education Institution): 2.1 Meaning, Need of Accounts. 2.2 Books maintain by Non-profit Concerns. 2.3 Receipts & Payments Account. 2.4 Difference between Receipts & Payments Account & Cash Book. 2.5 Problems on Receipts & Payments Account Income & Expenditure Account. 2.6 Difference between Receipts & Payments Account and Income & Expenditure Account. 2.7 Problems on Income & Expenditure Account 2.8 Final Accounts of Non-Profit Institutions	8

Unit-III	Accounts of Co-operative Societies and Co-operative Banks: 3.1 Accounting Books 3.2 Final Accounts of Co-operative Societies	7
Unit-IV	4. Farm Accounts of Agriculture, Dairy & Poultry Farming: 4.1 Definition, Characteristics & Need of Farm Accounting 4.2 Necessary Books of Farm Accounting 4.3 Preparation of Cash Book, Live Stock Inventory, Crop Account 4.4 Final Accounts of Farm (Agriculture, Dairy & Poultry)	8

Total 50 Marks Division:

External Theory Exam (University level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books Recommended:

1. Jain, Khandelwal & Pareek: Fundamentals of Accounting, Ramesh Book Depot. Jaipur
2. Gupta, R. L. and Radhaswamy, M: Financial Accounting. Sultanchand and Sons, New Delhi
3. R.L. Gupta & V.K. Gupta: Fundamentals of Accounting, Sultanchand& Sons New Delhi.
4. Maheshwari S. N. & Maheshwari S. K. An Introduction to Accountancy, Vikash Publishing House Pvt. Ltd. New-Delhi.
5. R.R. Gupta: Advanced Accountancy, Kalyani publishers, New Delhi
6. N.P.Agrawal, S.C.Jain, Shrma, Shah,Mangal, : Ramesh Book Depot, Jaipur (Hindi, English)

Web Links & E-Contents:

1. <https://rccmindore.com/wp-content/uploads/2015/06/BCOM-1-FinancialAccounting-1.pdf>
2. <https://rccmindore.com/wp-content/uploads/2015/06/BCOM-H-I-FinancialAccounting.pdf>
3. <https://www.ddegjust.ac.in/studymaterial/bba/bba-104.pdf>
4. <https://kb.icai.org/pdfs/PDFFile5b28bdcfe1c309.30940167.pdf>
5. https://www.cooperation.tripura.gov.in/sites/default/files/CAS%20for%20PACS%20%26%20LAMPS_0.pdf
6. <https://www.rd.usda.gov/sites/default/files/cir57.pdf>
7. https://www.rfilc.org/wpcontent/uploads/2020/08/1163528274908_Farm_accounting.pdf
8. <https://core.ac.uk/download/pdf/288067258.pdf>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor

Subject Code: 400201

Subject Title: INDIAN CONTRACT ACT-II

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400201	Indian Contract Act-II	2	30	2 Hr.	50

Course Outcomes:

1. Set out a range of subject specific, cognitive and transferable skills within the purview of Law of Indemnity & Guarantee, Bailment & Pledge and Law of Agency.
2. This course equips the students to better appreciate the legal services required in a corporate office so that he can enhance his relevance as a employee.

Unit	Contents	Teaching Hours
Unit-I	Law of Indemnity and Guarantee: Introduction: Law of Indemnity and Guarantee - Contract of Indemnity, Definition-Essentials, Rights of indemnity holder, Rights of indemnifier.	7
Unit-II	Contract of Guarantee: Definition, Consideration in a contract of guarantee, Essentials of contract of Guarantee, Law as to bank guarantee, Distinction between a contract of indemnity and a contract of guarantee. Contract of Insurance Guarantee and Indemnity. Distinguished – Continuing guarantee, Revocation of Continuing guarantee, When surety is not discharged? Exceptions- Invalid guarantees, Rights of surety, Law as to co-sureties, Right of surety against the co-surety.	8
Unit-III	Contract of Bailment & Pledge: Bailment, Definition, Essentials, Kindsof Bailments, Rights, duties and liabilities of Bailor, Rights, duties and liabilities of a Bailee, What is lien? General Lien, Particular or Specific lien, Particular lien a& General lien. Finder of Goods, Pledge: Definition, Essentials, Pledge and Lien distinguished, Pledge and Bailment distinguished Rights of a Pawnee, Liabilities of a Pawnee Rights of Pawnor, Pledge by persons other than the true owner.	7

Unit-IV	Law of Agency: Appointment of Agent , Who is an agent and a Principal, Who can appointed an agent? Who can employ agent, Test of Agency, How is agency constituted? Ratification, Rules governing ratification. Classification of Agents, sub-agent, Relationship between Principal and agent and subagent. Agent's authority, Implied authority, Effect of agents' authority. Revocation and renunciation of agent's authority, Rights, duties and liabilities of Principal and agents. Termination or determination of agency. Effect of termination.	8
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Total 50 Marks Division:

External Theory Exam (University level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books Recommended:

1. Business Law for management Vol. I, K. R. Bulhandani, Himalaya Publishing House
2. Mercantile law: M C Shukla S. Chandand company limited, New Delhi
3. Business Regulatory and Framework- Sai Jyoti Publication, Nagpur- Dr . Dr. S.R. Raghuwanshi,
4. Dr. A.S. Khandekar Dr. V.W .Jaswante, Dr. R.O. Oza.
5. Business law P.C. Tulsian Tata Mc-graw Hill Publishing Company limited, New Delhi
6. Business Law :P. Sarvanavel S. Senthil & S. Balakumar, Himalaya publishing house New Delhi
7. Business Law: C. L .Bansal, Taxman's New Delhi
8. GST Ready Reckoner V. S. Date, Taxman's New Delhi
9. Indian Contact Act. &Sales of Goods
10. Act :P. Sarvenavel ,S. Sumathi, Himalaya Publishing House ,New Delhi.
11. Mercantile Law :N. D. Kapoor, Sultan Chand & Sons Educational Publishing .New Delhi.
12. Business Regulatory Framework: Dr. Ashish P. Mohata Sai Jyoti Publication.
13. व्यवसाय नियमन वषयक कायधांची रचना, डॉ. राधेशायम पी.चोधरी प्रा.. तुषार एम. कोटक Sai Jyoti Publication नागपूर.
- 14.व्यवसाय नियामक व मंडल कायदा डॉ. अरवंद !शंदे, जाधव, खडसे व नेउलकर, अनुराधा प्रकाशन, नागपूर
15. व्यवसाय नियामक कायदे रचना आणी कंपनयांच्या कायदा, ए. एस. उखळकर, पंपलापुरे प्रकाशन, नागपूर

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical A/B: Major/Minor

Subject Code: 400202

Subject Title: Dynamics of Management-II

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400202	Dynamics of Management-II	2	30	2 Hr.	50

Course Outcomes:

By the end of this course, students will be able to-

1. Inclusive Understanding of Management Concepts
2. Application of Management Principles.
3. Enhanced Leadership and Motivation Skills.
4. Critical Thinking and Analysis.

Unit	Contents	Teaching Hours
Unit-I	Planning: Meaning , Definitions and Features, Advantages and Limitations of planning, Forecasting: Meaning, Definitions and Features, difference between planning and forecasting,	7
Unit-II	Decision Making: Meaning , Definitions and Features, Decision Making Process, Organization: Meaning , Definitions, Functions of Organization, Principles of Organization,	8
Unit-III	Staffing: Meaning and Definitions, Recruitment, Sources of Recruitment, Concept of Selection, Leadership: Meaning and Definitions, Types of Leader, Characteristics of Leadership. Motivation: Meaning and Definitions, Importance of Motivation, Types of Motivation,	7
Unit-IV	Motivation: Meaning and Definitions, Importance of Motivation, Types of Motivation, Theories of Motivation: Theory X and Theory Y, Theory Z, Herzberg’s Theory of Needs,	8

Total 50 Marks Division:**External Theory Exam (University level): Marks: 30****Internal Assessment (College Level) Marks: 20**

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

BOOKS RECOMMENDED:

- Ramaswamy, T. (2010): Principles of Management, Himalaya Publishing House, Mumbai.
- देशमुख ,_भाकर(२००३)_यवसाय_यव0थापनाचीमुलत2वे ,पंपळापुरेपि4लकेश)स ,नागपूर
- Prasad, L.M. (2019): Principles & Practice of Management, Sultan Chand & Sons, New Delhi.
- North Maharashtra University e-book published on their website:
<https://old.nmu.ac.in/Portals/46/SLM/SLM%20S.Y.%20B.Com.%20Business%20Management.pdf>.
- Khushpat Jain, Apeksha Jain and Viplav Jain (2021), Business Organisation and Management, Himalaya Publishing House, New Delhi

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Subject Code: 400203

Vertical A/B: Major/Minor Subject Title: MICRO ECONOMIC S – II

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400203	Micro Economics – II	2	30	2 Hr.	50

Course Outcomes:

The learning outcomes of this course are as follows:

1. Explain the basic economic problems and the role of the price mechanism.
2. Analyze demand and supply behavior and their interaction in determining equilibrium price and quantity.
3. Apply the concepts of consumer theory and utility maximization.
4. Evaluate production theory, cost analysis, and profit maximization for firms.

Unit	Contents	Teaching Hours
Unit-I	Market Structure: 1.1 Perfect Competition: Concept and Characteristics. 1.2 Price Determination under Perfect Competition. 1.3 Monopoly: Concept and Features. 1.4 Price Determination under Monopoly.	7
Unit-II	Market Structure: 1.1 Monopolistic Competition: Concept and Characteristics. 1.2 Price Determination under Monopolistic Competition. 1.3 Oligopoly: Concept and Features. 1.4 Price Determination under Oligopoly.	8
Unit-III	Factor Pricing : 1.1 Ricardian Theory of Rent. 1.2 Concept and Types of Wages. 1.3 Liquidity Preference Theory of Interest. 1.4 Innovation Theory of Profit.	7
Unit-IV	Welfare Economics: 1.1 Concept and Definitions of Welfare Economics. 1.2 Arthur Pigou - Thoughts on Economic Welfare. 1.3 Amartya Sen - Thoughts on Economic Welfare. 1.4 Concept and Role of Corporate Social Responsibility (CSR)	8

Division of 50 Marks

External Assessment Marks 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

BOOKS RECOMMENDED:

1. Pindyck, R.S. & Rubinfeld, D. Microeconomics. Pearson Education Publications. Mankiw,
2. N. G. Principles of Microeconomics, Cengage Learning Publications
3. Tandon, P. A Textbook of Microeconomic Theory. Sage Publications.
4. Mehta, P.K. & Singh, M. Introductory Micro Economics. Taxmann Publications.
5. Dwivedi, D.N. Microeconomics: Theory and Applications. Vikas Publishing House.
6. Sachdeva, A. Micro Economics Theory and Applications, Kusum Lata Publications.
7. Salvatore, D. Microeconomic Theory, McGraw-Hill, Education. Case,
8. K.E., Fair, R.C., & Oster, S.E. Principles of Microeconomics, Pearson Publications.
9. Nicholson, W. & Snyder, C. Microeconomic Theory: Basic Principles and Extensions, Cengage Publications. Samuelson,
10. P.A., Nordhaus, W.D. Microeconomics, McGraw-Hill Education.
11. Chaturvedi, D.D. & Mittal, A. Principles of Microeconomics. Kitab Mahal Publications, New Delhi. Principles of Microeconomics by N. Gregory Mankiw (latest edition)
12. Microeconomics by Robert S. Pindyck and Daniel L. Rubinfeld (latest edition)
13. Fundamentals of Microeconomics by Carl E. Walsh (latest edition)
14. Tiwari G. S., Business Economic, Dyanpath Publication.

Online resources and simulations: from Khan Academy Economics

<https://www.khanacademy.org/economics-finance-domain/>

Note: Learners are advised to use the latest edition of readings

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Subject Code: 400204

Vertical C-Generic Open Elective: Basic of Economics

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400204	Basic of Economics	2	30	2 Hr.	50

Course Outcomes:

Upon successful completion of this course, students will be able to:

1. Students of other streams will understand the basic concepts of economics.
2. Students will learn the fundamental concepts of micro and macroeconomics.
3. Students will acquire knowledge of the concept of utility along its features & types.
4. Students will know the demand and supply mechanism.
5. Students will recognize the significance of economics in their daily lives

Unit	Contents	Teaching Hours
Unit-I	Introduction of Economics: 1.1 Introduction to Economics 1.2 Kautilya's views on economics 1.3 Definition of economics: A. Adam Smith B. Alfred Marshal C. Lionel Robbins 1.4 Branches of economics: A. Microeconomics- concept and feature B. Macroeconomics- concept and features	7
Unit-II	Utility Analysis: 2.1 Meaning and features of utility 2.2 Types of Utility 2,3 Concept of utility: total utility, marginal utility 2.4 Meaning of human want, characteristics of want	8
Unit-III	Consumer Behaviour: 3.1 Meaning of Demand 3,2 Types of demand 3.3 Determinants of demand 3.4 Law of demand with assumption and exception	7
Unit-IV	Producer behavior: 4.1 Meaning and Definition of Supply 4.2 Determinants of Supply 4.3 Law of supply with assumption and exception 4.4 Factors of production: land, labour, capital, and entrepreneur	8

Total 50 Marks Division:**External Theory Exam (University level): Marks: 30****Internal Assessment (College Level) Marks: 20**

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books Recommended:

1. Dixit K.R., Business Economics, Vishwa publishers and distributors.
2. Mithani D.M. Principles of Economics, Himalaya Publishing House.
3. Bhuptani Prem J., Principles of Economics, TaxMann Allied Services Pvt. Ltd.
4. Mankiw. N. G. Principles of Micro economics Cengage Learning Publications.
5. Chaturvedi, D. D. & Mittal, A. Principles of Micro Economics, Kitab Mahal Publication,
6. Ahuja H.L. Principles of Micro Economics. S.Chand and Company Ltd.
7. Ahuja H.L. Principles of Micro Economics. S.Chand and Company Ltd.
8. Tiwari G.S. Principles of Economics, DnyanPath Publicatio

Note : Learners are advised to use the latest edition of readings

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Subject Code: 400205

Vertical C :- GOEC:- - Entrepreneurship Development

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400205	Entrepreneurship Development	2	30	2 Hr.	50

Course Outcomes:

Unit	Contents	Teaching Hours
Unit-I	Introduction: Entrepreneur- Definition – Role of Entrepreneurship in Economic Development, Factors motivating Entrepreneurships, Advantages of becoming Entrepreneur.	7
Unit-II	Creating and Starting the Venture: Sources of new Ideas, Methods of generating ideas, problem solving, product planning and development process	7
Unit-III	Financing & managing the new venture: Sources of capital, Record keeping, recruitment, motivating and leading teams, financial controls, Marketing and sales controls.	8
Unit-IV	Institutional Support: Role of Directorate of Industries, District Industries Carters (DIC), Industrial Development Corporation (IDC), State Financial Corporation (SFCs), Commercial banks , Small Scale Industries Development Corporations (SSICs)	8

Total 50 Marks Division:

External Theory Exam (College level): Marks: 30

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

REFERENCE BOOKS:

1. Entrepreneurship: Rajeev Rai; Oxford University Press , New Delhi.
2. Entrepreneurial Development: Dr. S.S.Khanka ; S. Chand &Company Ltd. Delhi.
3. Entrepreneurship And Skill Development: Dr. R. D. Yadgire, Dr. S.R.Raghuwanshi; Dhyanpath Publication, Amravati.

4. Entrepreneurship and Employment : S>B> Verma ; Deep and Deep Publications Pvt. Ltd. Delhi.
5. Entrepreneurship Development and Project Management: Neeta Baporikar; Himalaya Publishing House, New Delhi.
6. Business Communication: S>G> Krishnamacharyulu & R. Lalitha ; Himalaya Publishing House, New Delhi.
7. Developing Presentation Skills; Dr.R.L.Bhatia; Wheeler Publishing ;New Delhi/Allahabas
8. Managerial and Skill Development; Puneet Varshney and Anita Dutta Alfa Publication, New Delhi.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Subject Code: 400206 E
Vertical –C GOEC Subject Title: English III

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400206 E	English	2	30	2 Hr.	50

Course Outcomes:

1. The students will study various ways of communication.
2. Students will win with good manners.
3. They will learn perfection of writing and speaking
4. With these skills they will be able to create space for them in the corporate World
5. Students will become able to handle all situations successfully

Unit	Contents	Teaching Hours
Unit-I	Getting people’s attention and Interrupting	8
Unit-II	Giving Instructions and Seeking Clarifications	7
Unit-III	Making Requests and Responding to an Apology	8
Unit-IV	Asking for Directions and Giving Directions	7

References: Spoken English -1 By- KamleshSadanand / SusheelaPunitha (Orient Black Swan publication)

Model Questions	-Based on the above Four Units, 2 Long Answer Questions will be asked for 07 Marks. (14) -Based on the above Four Units, 4 Short Answer Questions will be asked-each for 04 Marks. (16)
External-30 Internal -20 Total-50	- College level Exam -30 Marks. Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –C Generic/Open Elective Courses (OE) English

Subject code -

Subject Title- Theory – IV English

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400206 E	English Theory – IV	2	30	2 Hr.	50

Course Outcomes

- 1) The students will study various ways of communication.
- 2) Students will win with good manners.
- 3) They will learn perfection of writing and speaking
- 4) With these skills they will be able to create space for them in the corporate world
- 5) Students will become able to handle all situations successfully.

Unit	Contents	Teaching Hours
Unit-I	Inviting and Accepting and Refusing an Invitation	8
Unit-II	Apologising and Responding to Congratulations	7
Unit-III	Congratulating and Responding to Congratulations	8
Unit-IV	Paying Compliments, Showing Appreciation, Offering Encouragement and Responding	7

References: Spoken English -1 By- KamleshSadanand / SusheelaPunitha (Orient BlackSwan publication)

Model Questions	-Based on the above Four Units, 2 Long Answer Questions will be asked for 07 Marks. (14) -Based on the above Four Units, 4 Short Answer Questions will be asked-each for 04 Marks. (16)
External-30 Internal -20 Total-50	- College Level Exam -30 Marks. Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Hindi

Subject code – 400207 H

Subject Title – व्यवहारिक हिंदी Theory III

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207 H	व्यवहारिक हिंदी	2	30	2 Hr.	50

Course Outcome :-

- 1. विद्यार्थीयों को विभिन्न व्यवसायिक कौशल से अवगत कराया जाएगा।
- 2. विद्यार्थी भाषा और व्यवसाय के बीच संबंध को समझेंगे।
- 3. कौशल से उत्पादन में गुणवत्ता आ सकती है।
- 4. व्यवसाय में दस्तावेजों के महत्व को समझें।
- 5. कुशल जनशिक्षित तैयार की जाएगी.

Unit	Contents	Teaching Hours
Unit-I	सादगी और शालीनता की प्रतिमूर्ति बसंत कुमार -बिरला डॉ राम पर्काशसादगी और शालीनता की प्रतिमूर्ति बसंत कुमार -बिरला डॉ राम प्रकाश	8
Unit-II	बिजनेस कोहिनूर: रतन टाटा- दीप्ति वी. कुशवाह	7
Unit-III	हानिकारक अपिशिष्ठ का रखरखाव एवं प्रबंधन - पुरुषोत्तम देवांगन	8
Unit-IV	वैशिविक तपन की चुनौतियां- डॉ. मंजू लता कश्यप	7

References :-ज्ञानदीप भाग –1संपादक:- डॉ. निभा उपाध्याय, डॉ.तीथर्राज राय, डॉ.सुशांत ठोके राघव पिब्लिकेशन्स, नागपूर, पर्थम आवृत्ति (2024)

Model Questions	● उपरोक्त 02 इकाइयों पर आधारित 01 दीर्घ उत्तरीय प्रश्न 7 अंक ● उपरोक्त 02 इकाइयों के आधार पर 02 लघु उत्तरीय प्रश्न, पर 4-4 अंक अर्थात कुल 08 अंक (उपरोक्त दोनों प्रश्नों में आंतरिक विकल्प होंगे)
External – 30 Internal – 20 Total - 50	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) 30,महाविद्यालय स्तर आंतरिक मूल्यांकन - 20 अंक के लिए संबंधित विषय शिक्षक को विभिन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक, ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्ट वर्क,क्विज,या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए। [इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगी]

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Hindi

Subject code – 400207 H

Subject Title – व्यवहारिक हिंदी Theory IV

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207 H	Theory IV विज्ञापन लेखन	2	30	2 Hr.	50

Course Outcome :-

1. प्रतिस्पर्धा के युग में विज्ञापन के महत्व को समझे।
2. प्रतिस्पर्धा के युग में विज्ञापन के महत्व को समझे।
3. विज्ञापन के विभिन्न माध्यम शुरू किये जायेंगे।
4. उपभोग व्यापार में विज्ञापन के विभिन्न माध्यमों का सीधा उपयोग
5. विज्ञापन के माध्यम से उप योग को कैसे बढ़ाया जाए और लिमिटेड का विज्ञापन कैसे किया जाए।

Unit	Contents	Teaching Hours
Unit-I	विज्ञापन और भाषा - डॉ. संगीता सूर्यांत चित्रकोटी	8
Unit-II	विज्ञापन उद्देश्य तत्व एवं सिद्धांत- कृष्ण कुमार मालवीय	7
Unit-III	विज्ञापन लेखन - डॉ. संगीता सूर्यांत चित्रकोटी	8
Unit-IV	उत्पादित वस्तु का विज्ञापन तैयार करना	7

References :- ज्ञानदीप भाग –1 संपादक:- डॉ. निभा उपाध्याय, डॉ.तीर्थराज राय, डॉ.सुशा ठोके राघव पिब्लिकेशन्स, नागपूर, पर्थम आवृत्ती (2024)

Model Questions	● उपरोक्त 02 इकाइयों पर आधारित 01 दीर्घ उत्तरीय प्रश्न 7 अंक ● उपरोक्त 02 इकाइयों के आधार पर 02 लघु उत्तरीय प्रश्न, पर 4-4 अंक अर्थात कुल 08 अंक (उपरोक्त दोनों प्रश्नों में आंतरिक विकल्प होंगे)
External – 15 Internal – 10 Total - 25	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) :- महाविद्यालय स्तर आंतरिक मूल्यांकन - 20 अंक के लिए संबंधित विषय शिक्षक को विभिन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक, ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्ट वर्क, क्विज, या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए। [इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगी]

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Marathi

Subject code – 400207 M

Subject Title – व्यवसायिक मराठी Theory III

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207M	व्यवसायिक मराठी Theory III	2	30	2 Hr.	50

Course Outcomes

1. विद्यार्थ्यांना विविध व्यवसायातील कौशल्य अवगत होतील.
2. विद्यार्थ्यांना भाषा व व्यवसायातील सं बंधाचा उलघडा होईल.
- कौशल्यामुळे उत्पादनात गुणवत्ता निर्माण होऊ शकेल.
4. व्यवसायातील दस्तऐवजांचे महत्त्व लक्षात येईल.
5. कुशल मनुष्यबळाची निर्मिती होईल.

Unit	Contents	Teaching Hours
Unit-I	वक्तृत्व कला – प्रा . मिलिंद जोशी	8
Unit-II	सूत्र संचालन – सुधीर गाडगीळ	7
Unit-III	निविदासूचना लेखन – डॉ. सतीश बडवे	8
Unit-IV	जाहीर निवेदन – आनंद काटीकर	7

References उपयोजित मराठी - संपादक – डॉ. केतकी मोडक, संतोष शेणई, सुजाता शेणई, पद्मगंधा प्रकाशन , पुणे आवृत्ति - 2012

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20 Total – 50	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Marathi

Subject code – 400207 M

Subject Title – व्यवसायिक मराठी Theory IV

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207M	व्यवसायिक मराठी Theory IV	2	30	2 Hr.	50

Course Outcomes:

1. विद्यार्थ्यांना विविध व्यासायातील कौशल्य अवगत होतील.
2. विद्यार्थ्यांना भाषा व व्यासायातील सं बंधाचा उलघडा होईल.
कौशल्यामुळे उत्पादनात गुणवत्ता निर्माण होऊ शकेल.
4. व्यवसायातील दस्तऐवजां चे महत्त्व लक्षात येईल.
5. कुशल मनुष्यबळाची निर्मिती होईल.

Unit	Contents	Teaching Hours
Unit-I	मुलाखत – शैलेश त्रिभवन, रविन्द्र बेम्बरे	8
Unit-II	लेखन कौशल्य – प्रतीक्षा तालगकर	7
Unit-III	निमंत्रण पत्रिका व कार्यक्रम पत्रिका – डॉ. मीरा सुंदरराजे	8
Unit-IV	सारांश लेखन – डॉ. केतकी मोडक	7

References : १)संभाषण व लेखन कौशल्य – संपादक – डॉ. पृथ्वीराज तौर, डॉ. शैलेन्द्र लांडे, डॉ. वंदना महाजन

अथर्व पिब्लिकेशन्स, जळगाव पर्थम आवृत्ती – 2022 २) उपयोजित मराठी - संपा डॉ. केतकी मोडक, संतोष शेणई,

सुजाता शेणई, पद्मगंधा पर् काशन, पुणे , आवृत्ती – 2012

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20 Total – 50	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्यूटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Pali

Subject code – 400207 P

Subject Title – पाली भाषा परिचय Theory III

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207P	पाली भाषा परिचय Theory III	2	30	2 Hr.	50

Course Outcomes :

1. विद्यार्थ्यांना पाली साहित्याचा परिचय होतो..
2. विद्यार्थ्यांना पाली भाषा व्याकरण शिकवता येते.
3. पाली साहित्याची आवड निर्माण करता येते.
4. मूळ पाली गद्य – पद्य वाचणे व त्यावर भाष्य करता येते.
5. पाली भाषा लिहिणे, वाचणे, एकणे व बोलणे शिकवता येते

Unit	Contents	Teaching Hours
Unit-I	त्रिपिटक साहित्याचा संक्षिप्त परिचय	8
Unit-II	अनुपिटक साहित्य	7
Unit-III	पाली साहित्याची उत्पत्ती आणि विकास	8
Unit-IV	पाली व्याकरणकारण	7

References : पाली साहित्याचा इतिहास-भिक्षु धर्मरक्षत, सम्यक पब्लिशर्स नई दिल्ली.

१९९०

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20 Total – 50	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Pali

Subject code – 400207 P

Subject Title – पाली निवडक गद्य – पद्य Theory IV

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207P	पाली निवडक गद्य – पद्य Theory III	2	30	2 Hr.	50

- 1 विद्यार्थ्यांना पाली साहित्याचा परिचय होतो.
- 2.जातक कथेतून सामाजिक मुल्यांची जाणीव होते.
- 3.पाली साहित्याची आवड निर्माण करता येते.
- 4.मूळ पाली गद्य – पद्य वाचणे व त्यावर भाष्य करता येते.
- 5.पाली भाषेतील पर्याय, परंपरा, शिष्टाचार इ. माहिती शिकविता येते

Unit	Contents	Teaching Hours
Unit-I	जातक – सोमदत्ता जातक, राजोवाद जातक	8
Unit-II	थेरगाथा – सुनीतथेर, अंगुलीमालथे	7
Unit-III	सुत्तनिपात – उरुगसुत्त , वसलसुत्त	8
Unit-IV	मराठी वाक्यांचा पाली अनुवाद	7

References : जातक कथा संग्रह – धर्मार नंद कोसंबी, उगसाक्षी प्रकाशन, नागपूर. २०१०

थेरगाथा – डॉ. विमलकीर्ति, सम्यक प्रकाशन नई दिल्ली. २००५

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20 Total – 50	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग वाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Sanskrit

Subject code – 400207 S

Subject Title – भारतीयस्वयं शिक्षा पद्धती (दत्तात्रेययदुसंवाद) Theory III

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207 S	भारतीयस्वयं शिक्षा पद्धती (दत्तात्रेययदुसंवाद)	2	30	2 Hr.	50

Course Outcomes:

भारतीय पुराण साहित्याचे स्वरूप स्पष्ट होईल.

2. प्राचीन भारतीय संवादांचे स्वरूप अवगत होईल.

3. प्राचीन भारतीय शिक्षाप्रणालीचे स्वरूप अवगत होईल.

4. प्राचीन भारतीय स्वयं शिक्षाप्रणालीचे स्वरूप व महत्व अवगत होईल

Unit	Contents	Teaching Hours
Unit-I	घटक 1 १) श्रीमद्भागवत पुराण पिरचय, एकादश स्कंध पिरचय, श्रीकृष्ण जीवन चित्र पिरचय, श्रीकृष्ण उद्धव संवाद. २) श्रीकृष्णांच्याद्वारे उद्धवाला श्री अवधूत यदु संवादाचे कथन. अवधूतांची आनंद अवस्था. महाराज यदुचे अवधूत वंदन, अवधूत गुणगौरव, महाराज यदुची संसार अनल संतप्त अवस्था. श्रीयदुचे प्रयत्न ३) श्री अवधूतांचे उत्तर, २४ गुणाचे वर्णन, गुणपात ससस्वीकारण्यामागील भूमिका, स्वयं शिक्षणाची भारतीय भूमिका, शिक्षणाचे वास्तविक स्वरूप, शिक्षण आचार विचार परिवर्तनाचे साधन. ४) प्रथम गुरुभूमी - स्त्रीयाकडून प्राप्त केलेले क्षमाशीलता इत्यादी गुण, ५) दुसरा गुरुवायू - प्राणवायू स्वरूप कार्य, प्रवाहितता , गुणसंलग्नता हीनत्व ६) तसरा गुरु आकाश - व्यापकत्व, निलप अधिष्ठानत्व. ७) चौथा गुरु जल - स्वभावगत शुद्धता , प्रवाहिपणा , तृप्ती देणे.	8

	८) पाचवा गुरु अग्नी - तेजिवता, स्वर स्वीकार, उर्ध्वगामममित्व, निर्लेपता	
Unit-II	घटक 2 9) सहावा गुरुचंद्र - वृद्धिक्षय हीनता, शीतलता प्रदानत्व १०) सातवा गुरु सूर्य - दानाथर् स्वीकार, सवर्ग समानता. ११) आठवा गुरु कपोत - अितस्नेहरिहतता १२) नववा गुरु अजगर - प्राप्त ही पर्याप्तत है । ईशवरी शक्ती वरील विश्वास. १३) दहावा गुरु समुद्र - मयार्दाशीलता, स्वस्वीकार, वृद्धिक्षयहीनता १४) मानवी जीवनातील पंच संवेदना. पंच ज्ञान इंद्रिय . पंच गुण. त्यांची आवश्यकता. मात्र आसक्तीचा त्याग. उपभोगातील संयमाची आवश्यकता. १५) पंधरावा गुरु पतंग - रूपासक्तीचा पिरणाम.	7
Unit-III	घटक 3 १६) रसहा भुंगा - अत्यावश्यक स्वीकार. संग्रह हीनता. सारग्रहण . विमुक्त संचार. १७) रसहा मधमाशी - संग्रहाची समस्या. उपभोगशून्य संग्रह विनाशाचे कारण. १८) तेरावा गुरु गजराज - ंपशार्सक्तीचा पिरणाम १९) चवदावा गुरु मधुहा - मध गोळा करणारा. परोपजीवी. २०) पंधरावा गुरु हिरण - वृणासक्तीचा पिरणाम २१) सोळावा गुरु मासोळी - रसनासक्तीचा पिरणाम. २२) सतरावा गुरु - पिंगला वेश्या - अनासक्तीची अनिवायर्ता २३) अठरावा गुरु - कुरर पक्षी - उपलब्धतेचा विरोध.	8
Unit-IV	घटक 4 २४) एकोणीसावा गुरु - बालक - प्रसन्नता , आपपरभावरिहतता	7

	२५) विसावा गुरु - कुमारिका जीवनातील एकांताचे महत्त्व. २६) एकविसावा गुरु शरकार - एकाग्रते चे महत्त्व. २७) बावीसावा गुरु - सर्प - एकांत, गृहासक्ती हीनतेचे माहात्म्य. २८) तेवीसावा गुरु- ऊर्णाभी - आत्मानंदता, अलिप्त क्रीडा . २९) चोवीसावा गुरु भिंगोरी - चिंतनशीलतेचा पिरणाम. आपणच आपल्या भवितव्याचे शिल्पकार. ३०) समारोपीय चिंतन. साकल्यात्मक अध्ययन. जीवन विकासनाची स्ववयं शिक्षा पद्धती	
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Reference: I श्री दत्तात्रेय यदुसंवाद डॉ. स्वानंद गजानन पुंड

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20 Total – 50	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्पीय कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical - C Generic / Open Elective Courses (OE) Sanskrit

Subject code – 400207 S

Subject Title – नीतिकथा (हितोपदेश:सुहृद्भेद प्रकरणम्) Theory IV

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207S	नीतिकथा (हितोपदेशः सुहृद्भेद प्रकरणम्)	2	30	2 Hr.	50

Course Outcomes:

संस्कृतभाषेतील नीतिविषयक ग्रंथाचा परिचय होईल.

2. विद्यार्थ्यांना नीतिशतकात विणर्त विविध नीतिविषयांचे ज्ञान होईल.

3. विद्यार्थ्यांना नीतिशतकातील तर्कशुद्ध व वास्तववादी विचारांची ओळख होईल.

3. विद्यार्थ्यांना नीतिसाहित्याचे महत्त्व आत्मसात करता येईल.

Unit	Contents	Teaching Hours
Unit-I	१. कीलोत्पाटिवानर कथा २. चीत्कारिगदर्भ कथा	8
Unit-II	३. दिधकर्णबिडाल कथा ४. घण्टाकणकुट्टनी कथा	7
Unit-III	५. स्वर्णरेखानापितादि कथा ६. गोपीजारवय कथा	8
Unit-IV	७. काकी-कनकसूत्र -सर्प कथा ८. मदोन्मत्तिसंह-शशक कथा	7

References : हितोपदेशः – चौखंबा प्रकाशन, वाराणसी

Model Questions	वरील चारही घटकावर आधारीत 02 दीर्घोत्तरी प्रश्न प्रत्येकी सात म्हणजे एकूण 14 गुणांकरिता विचारले जातील. वरील चारही घटकावर आधारीत 04 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 16 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 30 Internal – 20	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 30 एकूण अंतर्गत मूल्यांकन गुण - 20* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.
Total – 50	*टीपः* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II) Apprenticeship/Embedded Degree (AEDP) Programme

Vertical – C Generic/Open Elective Courses (OE) Urdu

Subject Code-

Subject Title :- Theory -III

پیشہ وارانہ اردو

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207 U	Theory III پیشہ وارانہ اردو	02	30	2 Hrs.	50

Course Outcomes

1. طلباء فنِ تقریر کی مہارتوں سے متعارف ہوگے۔

2. طلباء نظامت کو سہ کی جاتی ہے سیکھتے ہیں

3. طلباء ٹینٹر لکھنا سیکھتے ہیں

4 - واضح درخواست (مراٹھی میں جسے جا ہر نیویند کہتے ہیں) کس طرح لکھتے ہیں جانتے ہیں

Unit System	Contents	Teaching Hours
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Unit –I	1فنِ تقریر	08
Unit –II	2. نظامت	07
Unit-III	3. ٹینٹر لکھنا	08
Unit- IV	4. واضح درخواست (مراٹھی میں جاہر نیویند)	07

Reference s

یاسبان ادب :- ترتیب کار – ڈاکٹر شاہدہ مناف

Model Questions	*اوپر کے چاروں یونٹ پر چار میں سے 02 مفصل سوال حل کرنا ہے ایک پر 07 مارکس کل 14 مارکس
External -30 Internal – 20	*اوپر کے چاروں یونٹ پر چھ میں سے چار مختصر سوالات حل کرنا ہے ہر ایک پر 4 مارکس کل 16 مارکس
..... Total- 50	(Internal Marks)Unit Test -20 Marks

College Level Exam -30 Marks.

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II) Apprenticeship/Embedded Degree (AEDP) Programme

Vertical – C Generic/Open Elective Courses (OE) Urdu

Subject Code-

Subject Title :- Theory –IV

پیشہ وارانہ اردو

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400207 U	Theory IV پیشہ وارانہ اردو	02	30	2 Hrs.	50

Course Outcomes

- 1۔ طلباء انٹرویو کی مہارتوں سے متعارف ہوگئے۔
- 2۔ طلباء روداد لکھنے کے فن سے متعارف ہوگئے
- 3۔ طلباء دعوت نامہ کس طرح تیار کرتے ہیں سیکھے گے
- 4 ۔ طلباء اشتہار نویسی سے متعارف ہوگئے
- 5 ۔ مواصلاتی نظام کے ذریعے صنعتی تجارتی پیشوں میں ترقی ہوتی ہے یہ سمجھ میں آئے گا ۔

Unit System	Contents	Teaching Hours
Unit –I	1۔انٹرویو- او- بی -ورما	08
Unit –II	2۔ روداد نگاری	07
Unit-III	3۔ دعوتنامہ تیار کرنا	08
Unit- IV	4۔ اشتہار لکھنا (بنانا)	07

Reference s

یاسیان ادب :- ترتیب کار ڈاکٹر شاہدہ مناف

Model Questions	*اوپر کے چاروں یونٹ پرچار میں سے 02 مفصل سوال حل کرنا ہے ایک پر 07 مارکس کل 14 مارکس *اوپر کے چاروں یونٹ پرچھ میں سے چار مختصر سوالات حل کرنا ہے ہر ایک پر 4 مارکس کل 16 مارکس
External -30 Internal – 20 Total- 50	College Level Exam -30 Marks. Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –D VSC (Practical-I)
Subject Title: ACCOUNTING WITH TALLY

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400208 A	Accounting with Tally	2	60	2 Hr.	50

Course Outcomes:

Upon successfully completing this course, students will be able to:

- Demonstrate proficiency in application of tally in accounting.
- Evaluate the advantages and limitations of accounting by Tally software versus manual methods.
- Navigate the Tally interface including the Gateway of Tally, button panel and calculator.
- Create, modify and delete company data in Tally.
- Manage account structures including primary and secondary groups and multiple ledgers.
- Establish and manage inventory including stock groups, items, units of measure and godowns.
- Process accounting transactions using various vouchers in Tally.
- Use inventory-specific vouchers for efficient management.
- Create and manage sales and purchase orders.
- Understand TDS, TCS and GST handling by Tally.
- Generate and interpret financial reports including trial balance, day book, account books, profit and loss account, balance sheet, ratio analysis, inventory, cash/fund flow and exceptional reports.

Unit	Contents	Teaching Hours
Unit-I	1.1 Introduction to Tally Software (Tally 9/ ERP9/ Prime) 1.2 Advantages and Limitations of Computerized Accounting Software. 1.3 Opening Screen of Tally: Gateway of Tally, Button Panel, Calculator. 1.4 Company Creation Procedure, Company Alteration Procedure, Company Deletion Procedure. 1.5 Configuration Features.	16
Unit-II	Accounting Features: 2.1 Primary Groups/ Secondary Groups Procedure: Creation, Alteration, Deletion Procedure. 2.2 Ledgers (Single/Multiple): Creation, Alteration, Deletion Procedure. Inventory Features: 2.3 Stock group, Stock Item Creation Procedure, Alter, Delete 2.4 Units of measures: Simple Units of Measures, Compound Units of Measures. 2.5 Godown – Create /Alter/ Delete Procedure.	14
Unit-III	3.1 Accounting Vouchers: Contra, Payment, Receipt, Journal, Sales, Purchase. 3.2 Inventory Vouchers.	16

	3.3 Sales Order. 3.4 Purchase Order.	
Unit-IV	4.1 Indian tax system & Tally Tax features- TDS, TCS, GST 4.2 Display: Trial Balance, Day Book, Account Books, Statement of Accounts, Profit and Loss account, Balance Sheet, Ratio analysis Inventory Books, Statement of Inventory, Cash/Fund Flow, List of Accounts, Exceptional Reports	14

Total 50 Marks Division:

a). External Theory and Practical based Exam (College level): 30 Marks as fallow:

Division of Marks for Practical

Record Preparation	5Marks
Practical Performance	15Marks
Viva-Voce	5Marks
Conceptually Written Test	5Marks
Practical Total	30Marks

b). Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books Recommended:

1. AgrawalGaurav, Learn Tally Prime with GST, Digital Muneemji, Aligarh, UP
2. Chheda Rajesh, Learn Tally Prime, Book scape
3. Tally Essential, (Tally Prime), Prom Tally, Tally Solution Pvt. Ltd.
4. Tally Manual
5. Financial Accounting on Computer using Tally- NamrataAgrawal
6. Implementing Tally &2: A.K. Nadhani, K.K. Nadhani, BPB publications

Web Links & E-Contents:

1. Link for Tally Tutorials: <https://tallysolutions.com/learning-hub/>

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical D: VSC Practical-1

Subject Code: 400208 B

Subject Title: Event Planning Management

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400208 B	Event Planning Management	2	60	2 Hr.	50

Course Outcomes:

1. On successful completion of the course, the students will be able to—
2. Understand the role of event manager
3. Demonstrate the ability to organize the event.
4. Prepare the budget required for conducting an event. e) Plan and execute the events.

Unit	Contents	Teaching Hours
Unit-I	Introduction to Event Management – • Meaning and Scope of Event Management • Importance of Event Management in Business and Society • Types of Events (Corporate, Academic, Cultural, Sports, Social, Political, etc.) • Role and Responsibilities of an Event Manager • Career Opportunities in Event Management	16
Unit-II	Event Management Planning and Procedure • Establishing of Policies & Procedures • Principles of Event Management, • Steps in Planning the event • Understanding Client Requirements and Objectives • Permissions and Licenses from Local Authorities.	14
Unit-III	Conduct of an Event. • Preparing a Planning Schedule • Steps in Organizing an event • Assigning Responsibility • Conducting the Event-Checklist (Pre, during and post event check list) • Event Safety and Security.	16
Unit-IV	Communication Finance and Technology of the EventPreparation of Event Budget & Financial Planning • Communication- channels of communications for different types of events. • Use of Technology in Event Management. • Reporting of event- organizing the event report, steps in preparing the event report.	14

Skill Development Activities:

- 1. Preparation of Event Plan for a Deeksharambh/ Induction.
- 2. Prepare a report of a Deeksharambh/ Induction conducted in your college
- 3. Preparing Budget for conduct of University level sports meet of a college.
- 4. Preparation of Event for College Annual Day Celebrations
- 5. Preparation of Budget for Conducting College Annual Day Celebrations.
- 6. Preparation of Event Plan for a Student Seminar.
- 7. Prepare a brief report of a student’s seminar conducted in your college.

Total 50 Marks Division:

a). External Theory and Practical based Exam (College level): 30 Marks as fallow:

Division of Marks for Practical

Record Preparation	5Marks
Practical Performance	15Marks
Viva-Voce	5Marks
Conceptually Written Test	5Marks
Practical Total	30Marks

b). Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Books for Reference:

Event Management: Principles & Methods – Gaur, Sanjay Singh Event Management

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –D VSC (Practical-I)

Subject Title: Computer Skill-II

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400209	Computer Skill-II	2	60	2 Hr.	50

Course Outcomes:

After undergoing the course syllabus, the students will

- Get the information about evolution and application of computer & it's development.
- Understand the meaning, characteristics and elements of different operating systems.
- Aware about Word processing and learn to prepare a text document with complete formatting and page setting.
- Get knowledge about Power point presentation, Slide shows & slide views

Unit	Contents	Teaching Hours
Unit-I	Operating System : Operating System Basics: Introduction, Main Functions, Structure, Types of Operating System. Concepts of Popular Operating Systems: MS DOS,MS W INDOWS, MS Window NT, UNIX,LINUX,MACINTOSH. Window7: Introduction, Features, Types and Elements of Windows. Window Screen: Desktop, Computer, Documents, Recycle Bin, Internet Explorer, Task Bar, Properties, Management of the Files & Folders.	15 Hrs.
Unit-II	Modern communications (Concepts only) : Communications: FAX, Voicemail, and information services; e-Mail, Group Communication: Tele conferencing, Video conferencing, File exchange; Bandwidth; Modem; Network Topologies: Network types LAN, MAN, WAN and their Architecture ,Dial up access.	!5 Hrs.
Unit-III	Word Processing working with Table and Graphics: [MS-WORD2007] Working with Tables; Create, Add Rows & Columns, Convert Table to Text, Using Graphics & Objects; Insert Clip Arts, Links, Shapes, Text Box, Word Art, Drop Cap, Procedure and Application of Mail Merge	15 Hrs
Unit-IV	Power Point Presentation: Working withMS-PowerPoint2007:Concept of Presentation, MS-Power Point Screen, Creating, Opening and Saving Presentations, Inserting Text, Clips & Word Art to Slides, Working with Different Slide Views, Background features, Gallery, Color Layout, Slide Effects, Slide Show and Printing.	15 Hrs.

Total 50 Marks Division:
a). External Theory and Practical based Exam (College level): 30 Marks as fallow:

Division of Marks for Practical

Record Preparation	5Marks
Practical Performance	15Marks
Viva-Voce	5Marks
Conceptually Written Test	5Marks
Practical Total	30Marks

b). Internal Assessment (College Level) Marks: 20
Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.
[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –e (i) Ability Enhancement Courses (AEC)English

Subject code -400210

Subject Title- AEC English

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400210	English	2	60	2 Hr.	25

Course Outcomes:

- 1) The students will study successful personalities
- 2) Students will think of business and its ways
- 3) Value Education will assist to make a better citizen.
- 4) Writing skill will help them becoming precise.
- 5) Students will develop holistic approach towards life

Unit	Contents	Teaching Hours
Unit-I	1) Indra Nooyi 2) SundarPichai 3) Ramchandra Rao and Laxman Kirloskar	15 Hrs.
Unit-II	E- mail writing	!5 Hrs.
Model Questions	1 -Based on the above Two Units, 1 Long Answer Questions will be asked for 07 Marks. (07) 2 -Based on the above Two Units, 2 Short Answer Questions will be asked-each for 04 Marks. (08)	
External-15 Internal -10	College Level Exam Internal Assessment (College Level) Marks: 10 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>	
Total- 25		

*CourseType : Demonstrative

– Batch size -16 Note : AEC is English and MIL 25 marks each

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical E: Ability Enhancement Course Marathi

Subject Code : 400211 M

Subject Title: Communication Skill - II

Level	Semester	Courses Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211 M	Communication Skill – II जाहिरात लेखन	01	30	1 Hrs.	25

Courses Outcomes :

- स्पर्धेच्या युगात जाहिरातीचे महत्त्व किती आहे ते समजेल.
- स्पर्धेच्या युगात जाहिरातीचे महत्त्व किती आहे ते समजेल.
- जाहिरातीच्या विविध माध्यमांचा परिचय होईल.
- उद्योग व्यवसायात जाहिरातीच्या विविध माध्यमांचा प्रत्यक्ष वापर कसा करावा हे समजेल.
- जाहिरातीच्या माध्यमातून उद्योग कसा वाढवावा व जाहिरात कशी लिहावी हे समजेल.

Unit System	Contents	Teaching Hours
Unit I	उद्योग व्यवसायात जाहिरातीचे महत्त्व – मोहिनी मोडक	15
Unit II	जाहिरातीची माध्यमे - मोहिनी मोडक	15

References विचारशोध भाग – 1 - राघव पब्लिकेशन्स, नागपुर प्रथमावृत्ती - 2024

Model Questions	वरील दोन्ही घटकावर 01 दीर्घोत्तरी प्रश्न 07 गुणांकरिता विचारला जाईल. वरील दोन्ही घटकावर आधारीत 02 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 08 गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)
External – 15 Internal – 10	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 15 एकूण अंतर्गत मूल्यांकन गुण - 10 या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
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Vertical E: Ability Enhancement Course Hindi

Subject Code :400211 H

Subject Title: Communication Skill – II

Level	Semester	Courses Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211 H	व्यावसायिक हिंदी	01	30	1Hrs.	25

Courses Outcomes

- विद्यार्थियों को विभिन्न व्यावसायिक कौशल से अवगत कराया जाएगा।
- विद्यार्थी भाषा और व्यवसाय के बीच संबंध को समझेंगे।
- कौशल से उत्पादन में गुणवत्ता आ सकती है।
- व्यवसाय में दस्तावेजों के महत्व को समझें।
- कुशल जनशक्ति तैयार की जाएगी.

Unit System	Contents	Teaching Hours
Unit I	टिप्पणी लेखन	15
Unit II	एनीमेशन लेखन व विस्तार- शुबि दाधिच	15

References ज्ञानदीप भाग—1 - (संपादक:- डॉ. निभा उपाध्याय, डॉ.तीर्थराज राय, डॉ.सुशांत ठोके)

राघव पब्लिकेशन्स, नागपुर प्रथमावृत्ती - 2024

Model Questions	- उपरोक्त दोनोंइकाइयों पर 07 अंक का 01 दीर्घ उत्तरीय प्रश्न पूछा जायेगा। - उपरोक्त दोनोंइकाइयों पर आधारित 02 लघु उत्तरीय प्रश्न 4-4 अंक अर्थात कुल 08 अंक के पूछे जायेंगे।(उपरोक्त दोनों प्रश्नों में आंतरिक विकल्प होंगे)
External – 15 Internal – 10	बाह्य सैद्धांतिक मूल्यांकन (External Evaluation) :- महाविद्यालय स्तर आंतरिक मूल्यांकन - 10 अंक के लिए संबंधित विषय शिक्षक को विभन्न मूल्यांकन उपकरणों / विधियों में से चयन करने की सुविधा होगी इसमें कक्षा टेस्ट, असाइनमेंट, रिकॉर्ड बुक, ट्यूटोरियल, सेमीनार, केस स्टडी फील्ड वर्क, प्रोजेक्ट वर्क,क्विज,या वस्तुनिष्ठ बहुपर्यायी प्रश्न उपरोक्त चारों इकाइयों से संबंधित पाठ्यक्रम के परिणामों के मूल्यांकन के लिए उपयुक्त मानी जाए।
Total - 25	[इकाई सतत् मूल्यांकन परीक्षा (CAT) के अनुसार होगी]

**Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme**

Vertical E: Ability Enhancement Course Sanskrit

Subject Code: 400211 S

Subject Title: Communication Skill – II

Level	Semester	Courses Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211 S	Sanskrit	01	30	1Hrs.	25

Course Outcome अभ्यासपत्रिकेची फलनिष्पत्ती	2. संस्कृतभाषेतील संवादपरंपरेचा परिचय करून देणे. 3. संस्कृतभाषेतील संवादकौशल्याच्या वैशिष्ट्यांचा परिचय करून देणे. 4. संस्कृत अर्ज व पत्रलेखन या लेखन प्रकारांचे ज्ञान करून देणे. 5. संस्कृतभाषेतून शुभसन्देश लिहिण्याचे कौशल्य प्राप्त करून देणे.
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Unit	Content	Teaching Hours
Unit I	संस्कृतभाषेतील संवादकौशल्याच्या वैशिष्ट्यांचा परिचय 1. रामायणातील राम -हनुमानसंवादाचे विवेचन व वैशिष्ट्ये (किष्किन्धाकांड सर्ग 2 व 3) 2. कौटिलीयअर्थशास्त्रातील आज्ञापत्रपद्धतीचे विवेचन (अधिकरण 2 रे अध्याय 31)	7 Hr
Unit II	संस्कृतपत्रलेखन	8 Hr
References	1. पत्रसन्देश: – संस्कृतभारती प्रकाशन, बेङ्गलुरु 2. संस्कृतव्यवहारसाहस्री – संस्कृतभारती प्रकाशन, बेङ्गलुरु 3. रामायण- गीताप्रेस, गोरखपुर 4. कौटिलीयअर्थशास्त्र – भाषान्तर ब. रा. हिवरगांवकर प्र. वरदा प्रकाशन, पुणे	
Model Questions	- वरील दोनही घटकावर आधारित 1 दीर्घांतरी प्रश्न प्रत्येकी 7 गुणांकरिता असेल. - वरील दोनही घटकावर आधारित 2 लघुत्तरी प्रश्न प्रत्येकी 4 म्हणजे एकूण 08 गुणांकरिता विचारले जातील.	
External- 15 Internal -10 Total - 25	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 15 एकूण अंतर्गत मूल्यांकन गुण - 10* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत. *टीप:* NEP योजनेनुसार सतत मूल्यमापन चाचण्या (CAT) चा अनुसरण करावे.	

Course Type – Demonstrative- Batch size- 15

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
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Vertical –e (i) (AEC) Ability Enhancement Course Urdu

Subject Code- 400211 U

Subject Title : Communication Skill -II (Urdu)

Level	Semester	Course Code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211 U	اردو میڈیا	01	30	1 Hrs.	25

Course Outcomes

1. اخباری ترجمہ نگاری سے طلباء کو متعارف ہوگے
2. طلباء اخبار کی صفحہ سازی کی تکنیک سے متعارف ہوگے
3. پریس کانفرنس کس طرح لی جاتی ہے اس کی معلومات کرے گے
4. اہم شخصیتوں کی ملاقات لینے کے لئے کن باتوں کا خیال رکھا جاتا ہے سمجھے گے

Unit System	Contents	Teaching Hours
Unit –I	1.اخباری ترجمہ نگاری - عبد السلام عاصم	15
	اخبار کی صفحہ سازی کی تکنیک - افضل مصباحی	
Unit -II	1. پریس کانفرنس - او۔ پی۔ ورما	15
	1. ملاقات نگاری - غضنفر اقبال	

Reference s

اردو میڈیا :- ترتیب کار۔ پروفیسر خواجہ محمد اکرام الدین

Model Questions	7 مارکس 8 مارکس	* اوپر کے دو یونٹ پر دو میں سے ایک مفصل جواب مطلوب ہے * اوپر کے دو یونٹ پر چار میں سے دو مختصر جوابات مطلوب ہے
External -15 Internal – 10 Total- 25	College Level Exam Internal Assessment (College Level) Marks: 10 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>	

*CourseType : Demonstrative – Batch size - 15

**Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme**

Vertical- e (i) Ability Enhancement Course Pali

Subject Code - 400211 P

Subject Title -पाली उपयोजित व्याकरण

Level	Semester	Courses Code	Courses Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211 P	पाली	01	30	1 Hrs.	25

Courses Objectives	1.विद्यार्थ्यांना पाली भाषा लिहता, वाचता, व बोलता यावी यासाठी प्राथमिक माहिती देणे . 2.पाली संवादकौशल्याचे महत्व पटवून देणे. 3.शब्द साठा वाढविणे व वाक्य रचना करून बोलणे शिकविणे. 4. विद्यार्थ्यांना पाली भाषा व्याकरण शिकविणे. 5. विद्यार्थ्यांन सोबत पालीत संभाषण करणे.	
Courses Outcomes	1.विद्यार्थ्यांना पाली भाषा लिहता, वाचता, व बोलता यावी यासाठी प्राथमिक माहिती शिकण्यास मिळते. 2.पाली संवादकौशल्यामुळे विद्यार्थ्यांना अनुवादक म्हणून काम करता येते. 3.शब्द साठा वाढविणे व वाक्य रचना करण्यास मदत होते. 4. विद्यार्थ्यांना पाली भाषा व्याकरण शिकता येते. 5. विद्यार्थ्यांन सोबत पालीत संभाषण करता येते.	
Unit System	Contents	Teaching Hours
Unit I	स्थळ, वाहने, कार्यालय, नातेसंबंध व व्यवसायाचे नाव पाली मधून सांगणे.	15
Unit II	अव्यय, समास व संधी ई. माहिती	15
References	पाली भाषा अक्षरमाला – अरविंद भंडारे, पाली संशोधन संस्था मुंबई, २०२०	
Model Questions	- वरील दोन्ही घटकावर 01 दीर्घोत्तरी प्रश्न 07गुणांकरिता विचारला जाईल. - वरील दोन्ही घटकावर आधारीत02 लघुत्तरी प्रश्न प्रत्येकी चार म्हणजे एकूण 08गुणांकरिता विचारले जातील. (वरील दोन्ही प्रश्नांना अंतर्गत पर्याय राहतील)	
External – 15 Internal – 10 Total - 25	बाह्य सैद्धांतिक परीक्षा (महाविद्यालयीन स्तरावर): गुण - 15 एकूण अंतर्गत मूल्यांकन गुण - 10* या साठी संबंधित अभ्यासक्रमाच्या शिक्षकाला विविध मूल्यमापन साधने/पद्धती निवडण्याचे स्वातंत्र्य असेल. त्यामध्ये पुढील प्रकार समाविष्ट असू शकतात: वर्ग चाचणी, असाइनमेंट, रेकॉर्ड बुक, ट्युटोरियल, परिसंवाद, केस स्टडी, क्षेत्रीय कार्य, प्रकल्प कार्य, क्विझ किंवा MCQs. जे संबंधित अभ्यासक्रमाच्या उद्दिष्टांसाठी योग्य वाटेल ती पद्धत.	

Course Type – Demonstrative- Batch size-15

Bachelor of Commerce (Retail Management) NEP 2020 (Semester - II)
Apprenticeship/Embedded Degree (AEDP) Programme

Vertical –e (i) Ability Enhancement Courses (AEC)English

Subject Code: 400211 SE

Subject Title: AEC English

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	400211SE	English	2	30	21Hr.	25

Course Outcomes: Upon completion of this course, the students will be able to:

- 1) The students will study successful personalities
- 2) Students will think of business and its ways
- 3) Value Education will assist to make a better citizen.
- 4) Writing skill will help them becoming precise.
- 5) Students will develop holistic approach towards life

Unit	Contents	Teaching Hours
Unit-I	1) Ratan Tata 2) Rakhmabai Raut :The First Practicing Woman Doctor 3)Importance of Commerce Education :Key to Prosperity and Security - Manjushree Deshpande	15
Unit-II Writing skills	Letter writing 1) Formal 2) Informal	15
External – 15 Internal – 10	College Level Exam Internal Assessment (College Level) Marks: 20 Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome. <i>[Note: Continuous Assessment Tests (CAT) as per NEP scheme]</i>	
Total - 25		

References: Board of Editors (Orient BlackSwan publication)

Note : AEC is English and MIL 25 marks each

Sant Gadge Baba Amravti University Amravti
Syllabus for B.Com. I as per NEP 2020 Semester II
Course Title: Value Education Courses (VEC) II
Understanding India, Environmental Science/ Education,
Digital & Technical Solution
Course Code: 125303

Level	Semester	Course code	Course Name	Credits	Teaching Hours	Exam Duration	Max Marks
4.5	II	125303	VEC-II	2	30	2 Hr.	50

Course Objectives:

- To Make student aware of the major contribution of India to world civilization in the field of Science and Technology
2. To create sustainable lifestyle and awareness on various issues
 3. To accomplish familiarity with digital technology
 4. To sensitize about role & significance of digital technology
 5. To explore, communicate and collaborate in cyberspace
 6. To bring awareness about the e-governance and digital India initiatives
 7. To build awareness on cybersafety and security

Course Outcomes:

By the end of this course, students will be able to:

1. Inculcate a critical thinking on various dimensions of environment through knowledge skill, critical thinking and problem solving
2. Analyse the causes and effects of ‘environmental degradation’ and ‘resource depletion’
3. Analyse the nature of environmental challenges facing India
4. Relate environmental issues to the larger context of sustainable development.
5. Manage ICT and Digital Services in daily life
6. Develop skills to communicate and collaborate in cyberspace using social platforms, teaching/learning tools
7. Realize of importance of digital technology, digital financial tools, e-commerce
8. Assess the significance of security and privacy in the digital world
9. Value e-governance and Digital India initiatives

Units	Contents	Teaching Hours
Unit-I	Environment and Sustainable Development i. Biodiversity : concept, levels, hot spots and values ii. Environmental issues: Local, regional and global iii. Environmental treatise and legalisation iv. Importance of Indian Traditional knowledge on environment	8

Unit-II	India and Evolution of Digital System i. Role and Significance of Digital Technology ii. Information & Communication Technology & Tools iii. Electronic Communication: electronic mail, blogs, social media iv. Internet: concept and application	7
Unit-III	Computer based information system i. E-commerce and Digital Marketing ii. Digital India and E-governance; initiative, infrastructure, services and empowerment iii. Digital Financial tools: Unified payment interface, aadhar enabled payment system, Credit / debit card, e-wallets, internet banking, online payment and pos iv. Cyber Security: Threats, significance, challenges, precautions, safety measures and tools.	8
Unit-IV	Emerging Technology and their application i. Overview of cloud computing, ii. Virtual reality iii. Artificial Intelligence iv. Future of digital Technologies	7

External Exam –College Level 30 Marks

Internal Assessment (College Level) Marks: 20

Course teacher will have the liberty to choose from a variety of assessment tools/methods (Class test, Assignment, Record Book, Tutorial, Seminar, Case Study, Field Work, Project Work, quiz or MCQs) which may be deemed to be appropriate for assigning the relevant course outcome.

[Note: Continuous Assessment Tests (CAT) as per NEP scheme]

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Sant Gadge Baba Amravti University Amravati

Syllabus for B.Sc. I as per NEP 2020 Semester II

Course Title: Value Education Courses (VEC) II

Course Code: 125303

Pattern of Question paper and Distribution of Marks

Maximum Marks: 30

Time: Two Hours

Que. 1 A : Students shall have to answer 4 out of 6 short answer questions based on

8

Unit I to Unit II. $4 \times 2 = 8$

Que. 1 B: Students shall have to answer 4 out of 6 short answer questions based on

Unit III to Unit IV $4 \times 2 = 8$

Que.2 Students shall have to answer 4 out of 6 long answer questions based on

Unit I to Unit IV. $3.5 \times 4 = 14$