



Shri Sangameshwar Education Society's  
**Sangameshwar College, Solapur [Autonomous]**  
 (Affiliated to Punyashlok Ahilyadevi Holkar Solapur University, Solapur)  
 Kannada Linguistic Minority Institute  
**NAAC Accredited with 'A' Grade (III Cycle CGPA 3.39)**

**Academic Council 2(2.4)**  
**23<sup>rd</sup> March, 2021**

**UG: Commerce Programme: B.Com.-I** To be implemented from A.Y. 2020-2021  
**System:** Choice Based Credit System (CBCS) with SGPA and CGPA  
**B.O.S. in:** Accountancy

<b>SEMESTER – I</b>								
	Code	Subject	Teaching Scheme Per Week			Examination Scheme		
			No. of Lectures	Hrs.	Credit	CA	SEE	Total
1	AECC 1	English for Communication P -I	4	3.2	4	15	35	50
2	AECC 2	Principles of Business Management P- I	4	3.2	4	15	35	50
3	CC1	Financial Accounting P- I	4	3.2	4	15	35	50
4	CC2	Business Economics P -I	4	3.2	4	15	35	50
5	GE 1	I – Group A Insurance/Business Mathematics P- I	4	3.2	4	15	35	50
6	GE 2	II – Group B Principles of Marketing/ Marathi/ Kannada P -I	4	3.2	4	15	35	50
			<b>24</b>	<b>19.2</b>	<b>24</b>	<b>90</b>	<b>210</b>	<b>300</b>
<b>SEMESTER – II</b>								
	Code	Subject	Teaching Scheme Per Week			Examination Scheme		
			No. of Lectures	Hrs.	Credit	CA	SE	Total
1	AECC 1	English for Communication P -II	4	3.2	4	15	35	50
2	AECC 2	Principles of Business Management P -II	4	3.2	4	15	35	50
3	CC1	Financial Accounting P- II	4	3.2	4	15	35	50
4	CC2	Business Economics P- II	4	3.2	4	15	35	50
5	GE 1	I – Group A Insurance/Business Mathematics P- II	4	3.2	4	15	35	50
6	GE 2	II – Group B Principles of Marketing/ Marathi/ Kannada P- II	4	3.2	4	15	35	50
	AECC 3	Democracy, Elections and Governance	--	--	--	--	50	50
			<b>24</b>	<b>19.2</b>	<b>24</b>	<b>90</b>	<b>210+50</b>	<b>300+50</b>

## Compulsory Course:

DEMOCRACY	200023 2	DEMOCRACY ELECTIONS AND GOVERNANCE
PHY EDU	200023 3	PHYSICAL EDUCATION

## SEMESTER I & II

Academic Council 1(6)  
2<sup>nd</sup> July, 2020

**Department of English**  
**B. Com. Part- I (AECC-I & II)**  
**Semester- I & II**  
**English for Communication-I & II**  
CBCS (Choice Based Credit System)  
(w.e.f. June 2020-21, 2021-22, 2022-23)

Course Credits: (L3) + (T1) = 04

Course Contact Hours 60

(SEE 35 + CA 15 = 50 Marks)

### Preamble:

Significance of English is growing in the globalized world. It is a language of Technology and opportunities for the youth. It can be better pursued with the right courses to meet the demands of the society. To enhance the competency of the learners this General English Course is part of the structure.

### Objectives:

- To build the learner competency in use of English language
- To enable the learners to appreciate the literary pieces

### The outcome:

- Use English effectively in both oral and written communication
- Appreciate literary beauty of the poems, stories and essays

## Semester- I

### English for Communication-I (2021101)

CBCS (Choice Based Credit System)  
(w.e.f. June 2020-21, 2021-22, 2022-23)

Course Credits: (L3)+(T1) =04

Course Contact Hours 60

(SEE 35 + CA 15 = 50 Marks)

### Unit 1: Prose

1. The Birth of Khadi
2. The Forest Man of India
3. The Portrait of a Lady

M. K. Gandhi  
Jadav Payeng  
Khushwant Singh

Credit 1

### Unit 2: Poetry

1. Let me not pray to be sheltered from dangerous
2. The Lotus

Rabindranath Tagore  
Toru Dutt

Credit 0.5

**Unit 3: Grammar** **Credit 0.5**  
1 Part Of Speech  
2 Subject Verb Agreement

**Unit 4: Communication and other Skills** **Credits 2**  
**I**  
1 What is Communication?  
2 The Process of Communication  
3 The Channels of Communication

**II**  
1 Narration  
2 Description

**III (Soft Skills)**  
1 Intrapersonal Skills

**Reference:**  
English Compulsory Textbook *Literary Voyage*

## **Semester- II**

### **English for Communication-II (2021201)**

CBCS (Choice Based Credit System)  
(w.e.f. June 2020-21, 2021-22, 2022-23)

**Course Credits: (L3)+(T1) =04**

**Course Contact Hours 60**

**(SEE 35 + CA 15 = 50 Marks)**

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**Unit 1: Prose** **Credit 1**  
1. Of Discourse Francis Bacon  
2. Does Education do Harm? Bertrand Russell  
3. I Have a Dream Martin Luther King Jr.

**Unit 2: Poetry** **Credit 0.5**  
1. Our Earth will not Die NiyiOsundare  
2. Ode on Solitude Alexander Pope

**Unit 3: Grammar** **Credit 0.5**  
1 Tenses  
2 Types of Sentences

**Unit 4: Communication and other Skills** **Credits 2**  
**I**  
1 Principles of Effective Communication  
2 Describing Process  
3 Making Presentations

**II**  
1 Letter Writing (Formal/Informal)  
2 Business Letters

**III (Soft Skills)**

**Reference:**

English Compulsory Textbook *Literary Voyage*

**Chairman  
BOS in English**

**Academic Council 1(6)**

**2<sup>nd</sup> July, 2020**

**UG: Commerce Programme:** B.Com.-I To be implemented from A.Y. 2020-2021

**System:** Choice Based Credit System (CBCS) with SGPA and CGPA

**B.O.S. in: Management**

**PRINCIPLES OF BUSINESS MANAGEMENT**

**Course Credit: 4 L**

**Course Contact Hours: 60 Hours**

**Marks: 50**

**Preamble:**

This course provides basic knowledge of concepts, principles and functions of management. Management enables the people to work together productively and attain the predetermined goals and objectives by using various principles of management in an organization. This course aims to acquaint the students with different principles of management i.e. planning, organizing, directing, decision making, motivation, leadership, controlling etc.

**Course Objectives (CO):**

- To acquaint the students with the basic concepts, principles and functions of management.
- To make students aware about the recent trends in management.

**Sem- I**

**PRINCIPLES OF BUSINESS MANAGEMENT- I (2021102)**

<b>COURSE CONTENT - SEMESTER I</b>		
<b>Module 1</b>	<b>Introduction to Business Management:</b> Meaning, Definition - Features of Business Management, Nature of business management, Significance of Management, - Principles of Scientific Management by F. W. Taylor, Contribution of Govindrajan and C. K.Pralhad in management	<b>15 Lectures</b>

<b>Module 2</b>	<b>Planning</b> Meaning, Definition - Features and Importance of planning - Types of plan and Process of planning - Elements of planning - Mission, Objectives, Strategies, Policies, Procedures, Rules - Programmes, Budget (In brief) - Planning at different levels- Corporate Plan, Business Unit Plan, Departmental Plans	<b>15 Lectures</b>
<b>Module 3</b>	<b>Decision Making</b> Meaning, Definition - Importance and Types of Decision Making - Decision Making Process - Effective Decision Making - Techniques of Decision Making	<b>15 Lectures</b>
<b>Module 4</b>	<b>Organizing</b> Meaning and Definition of organizing - Significance of organizing - Steps in the process of organizing - Authority and Responsibility and accountability relationship - Centralization and Decentralization - Merits and Demerits	<b>15 Lectures</b>

## **Sem- II**

### **PRINCIPLES OF BUSINESS MANAGEMENT- II (2021202)**

<b>COURSE CONTENT - SEMESTER II</b>		
<b>Module 1</b>	<b>Motivation</b> Meaning and Definition of Motivation, Need of Motivation - Nature of Motivation - Techniques of Motivation – Need Hierarchy Theory of Motivation -Content Theories of Motivation	<b>15 Lectures</b>
<b>Module 2</b>	<b>Leadership</b> Meaning, Definition of Leadership - Features of Leadership - Functions, Qualities of a Successful Leader - Leadership styles - Leader vs. Manager – Case Study: Qualities of successful Indian Leaders	<b>15 Lectures</b>
<b>Module 3</b>	<b>Controlling</b> Meaning, Definition of Controlling - Importance of Controlling - Process of Controlling - Effective Control System - Techniques of Controlling - Traditional and Modern	<b>15 Lectures</b>
<b>Module 4</b>	<b>A) Management of Change</b> Meaning and Definition of Management of Change - Need for change -Types of Change - Process of planned change -Resistance to change <b>B) New Trends in Management</b> Time Management–Introduction, Concept of Time Management-Importance of Time Management, Analysis and Diagnosis of the Use of Time, Steps in Time Management, Techniques of Time Management, Hurdles to Effective Time Management	<b>15 Lectures</b>

#### **Course Outcomes (CO):**

By the end of this course it is expected that the student will be able -

1. To understand concept of Management and significance of management.
2. To know different contributors towards Management Theories.

3. To know uses of managerial functions in the organization.
4. To know role of manager.
5. To understand recent trends in management

<b>List of Books Recommended</b>			
<b>Sr. No.</b>	<b>Name of the Book</b>	<b>Author</b>	<b>Publisher</b>
1	Management Today	Gene Bartan and ManabThakkar	Tata Mcgraw Publishing House New Delhi
2	Principles& Practice of Management	L.M. Prasad	Sultan Chand and Sons, New Delhi
3	Principles of Management	KhushbooManoj	Centrum Press, New Delhi
4	Principles of Management	R. N. Gupta	S. Chand Publication, New Delhi.
5	Principles of Management	K. Ratna,Kavita Thakur	Himalaya Publishing House, Mumbai

#### **Teaching Methods:**

- Lecture Method
- PPT Presentations
- Case Study
- Paper Presentations, Seminars, Group Discussions,

#### **Evaluation System: Total 50 Marks**

SEE: **35 Marks**

CIE: **15 Marks (Seminars/Case Study/Paper Presentation/MCQ)**

**Academic Council 1(6)**  
**2<sup>nd</sup>July, 2020**

**UG: Commerce Programme: B.Com.-I** To be implemented from A.Y. 2020-2021

**System:** Choice Based Credit System (CBCS) with SGPA and CGPA

**B.O.S. in:** Accountancy

#### **FINANCIAL ACCOUNTING**

**Course Credit: 4 L**

**Course Contact Hours: 60 Hours**

**Marks: 50**

#### **Preamble of the Course:**

This course enables the students to acquire comprehensive understanding of all aspects relating to financial statements, principles, procedures of accounting and their application to different practical situations. This course also includes the advanced issues in partnership accounts and accounting for special transactions like consignment.

#### **Course Objectives (CO):**

To gain a comprehensive understanding of all aspects relating to financial statements, principles, procedures of accounting and their application to different practical situations.

**Sem- I**  
**FINANCIAL ACCOUNTING –I (2021103)**

	<b>COURSE CONTENT – SEMESTER I</b>	
<b>Module 1</b>	<p><b>BASICS OF ACCOUNTING:</b></p> <ul style="list-style-type: none"> <li>● Meaning of accounting scope of accounting, various branches of accounting</li> </ul> <p><b>ACCOUNTING CONCEPTS AND CONVENTIONS</b></p> <p><b>A)Accounting Concepts</b></p> <ol style="list-style-type: none"> <li>1. Separate Business Entity Concept</li> <li>2. Money Measurement Concept</li> <li>3. Dual Aspect Concept</li> <li>4. Going Concern Concept</li> <li>5. Accounting Period Concept</li> <li>6. Cost Concept</li> <li>7. The Matching Concept</li> <li>8. Accrual Concept</li> <li>9. Realization Concept</li> </ol> <p><b>B)Accounting Conventions</b></p> <ol style="list-style-type: none"> <li>1. Convention of Materiality</li> <li>2. Convention of Conservatism</li> <li>3. Convention of Consistency</li> <li>4. Convention of Disclosure</li> </ol> <p><b>C) Meaning of Accounting standard</b></p>	
<b>Module 2</b>	<p><b>Advanced issues in Partnership Accounts</b></p> <ol style="list-style-type: none"> <li>1. Amalgamation of Partnership Firms - Amalgamation of firms, accounting in the books of transferor and transferee</li> <li>2. Conversion of a Partnership Firm into a Limited Company: accounting in the books transferor and transferee firm</li> </ol>	
<b>Module 3</b>	<p><b>Accounting of Professionals:</b></p> <p>Preparation of receipts and expenditure accounts and balance sheet of medical practitioners</p>	
<b>Module 4</b>	<p><b>Final Accounts of Co-operative Societies</b></p> <p>Final Accounts of Co-operative Societies (Co-op Credit Societies and Consumers Co-op Societies only) - Allocation of profit as per Maharashtra Co-op Societies' Act - Final Accounts of Credit Co-op. Society and Consumers Co-op. Society.</p>	

**Sem- II**  
**FINANCIAL ACCOUNTING –II(2021203)**

COURSE CONTENT - SEMESTER II	
<b>Module 1</b>	<b>Single Entry System</b> Conversion of single entry system into double entry system
<b>Module 2</b>	<b>Accounting for Special Sales Transaction:</b> Consignment: Basic features; difference with sales - Recording in the books of Consignor – at cost - & at invoice price, Valuation of unsold stock; Ordinary commission - Treatment and valuation of abnormal & normal loss. Special commission; Delcredere commission (with and without bad debt) - use of Consignment Debtors A/C. - Recording in the books of Consignee - Recording in the books of consignee - prepare ledger account and journal entries in the books of consignor
<b>Module 3</b>	<b>Branch Accounting</b> Concept of Branch - Need for Branch Accounting - Accounting for Dependent branches only- Preparation of Branch Account and Branch Debtors Account - Branch Trading and Profit and Loss Account- Branch Account under stock and debtors system.
<b>Module 4</b>	<b>A) Final Accounts -Accounts of Not for-Profit Organization:</b> Meaning of not for Profit Organization, Preparation of an Income and Expenditure Account, and Balance Sheet from Receipts and Payment Account.  <b>B) Computerized Accounting Systems(Practical)</b> Computerized Accounts by using any popular accounting software like Tally: Creating a Company, Configure and feature setting, Creating Accounting Ledgers and Groups, Creating Stock Items and Groups, Voucher entry, Generating Reports- Cash Book, Ledger Accounts, Trial Balance, Profit and Loss Account, Balance Sheet, Fund Flow Statement, Cash Flow Statement. Selecting and shutting a Company: Backup and Restore data of Company.

### Course Outcome:

By the end of this course it is expected that the student will be able to gain knowledge base in respect of -

- Basic accounting concepts, conventions and procedure of conversion of single entry accounting system into double entry accounting system.
- Accounting procedures and preparation of financial statements in respect of different types of entities like professional organization, Partnership Firms, co-operative societies.
- Accounting for special sales transactions like consignment as well as accounting procedure in respect of branch and departments.

List of Suggested Books:			
Sr.No.	Title	Authors	Publisher
1	Financial Accounting	V. Rajsekaran and R. Lalitha	Dorling Kindersley(I) Pvt Ltd., Licensed by



			Pearson Education
2	Advanced Accountancy	Shukla M.C. Grewal T.S. and Gupta S.C.	S.Chand and company, New Delhi.
3	Advanced Accountancy	Jain and Narang	Kalyani Publications, New Delhi.
4	Higher Science of Accountancy	Agarwala A.N. Agarwala K.N.	KitabMahal Publication, Allahabad.
5	Financial Accounting	Gupta R.L. and Radhaswami M.	Sultan chand and Sons, New Delhi.

### Teaching Methods:

- Lecture with Practical Problems Method
- PPT Presentations

### Evaluation System: Total 50 Marks

SEE: 35 Marks

CIE: 15 Marks (Seminars/Case Study/Paper Presentation/MCQ)

## Sem- I

Academic Council 1(6)  
2<sup>nd</sup> July, 2020

### B.COM. I SEMESTER – I & II BUSINESS ECONOMICS – I & II

(Syllabus to be implemented from w. e. f. June 2020)

#### STRUCTURE OF THE COURSE

CBCS B. COM. PART-I SEMESTER-I DSC-I GROUP PAPER-I  
(C.A. - 15 + SEE -35 = 50 Marks)

### BUSINESS ECONOMICS – I (2021104)

COURSE CREDIT:-4

COURSE CONTACT HOURS:- 60

SR. NO.	MODULE	MODULE CREDIT	MODULE CONTACT HOUR
1	BUSINESS ECONOMICS	1	15
2	ELASTICITY OF DEMAND	1	15
3	THE INDIFFERENCE CURVE ANALYSIS	1	15
4	DEMANDS FORECASTING	1	15
	<b>TOTAL</b>	<b>4</b>	<b>60</b>

CBCS B. COM PART I SEMESTER II DSC- II GROUP PAPER II  
(C.A. - 15 + SEE -35 = 50 Marks)

## BUSINESS ECONOMICS – II (2021204)

COURSE CREDIT:-4

COURSE CONTACT HOURS :- 60

SR. NO.	MODULE	MODULE CREDIT	MODULE CONTACT HOUR
1	COST AND REVENUE ANALYSIS	1	15
2	PRODUCTION FUNCTION	1	15
3	MARKET STRUCTURES	1	15
4	THE THEORY OF DISTRIBUTION	1	15
	<b>TOTAL</b>	<b>4</b>	<b>60</b>

### CBCS B. COM. PART-I SEMESTER-I DSC-I GROUP PAPER-I

Academic Council 1(6)  
2<sup>nd</sup> July, 2020

## BUSINESS ECONOMICS – I (2021104)

COURSE CREDIT:-4 COURSE CONTACT HOURS :- 60 Marks:50

### ◆ OBJECTIVE OF THE COURSE:

- 1) To introduce basic concepts of Business Economics
- 2) To create awareness among commerce students about fundamental economic problems pervading in the corporate world.
- 3) To create the ability in the students to understand the cause and effect relation of consumer behavior in different market situation.
- 4) To create ability among the students to forecast future situation on the basis of present market situation and changes.

<b>Module No.</b>	<b>Contents</b>	<b>Lectures</b>
<b>Module 1</b>	<b>BUSINESS ECONOMICS</b>	<b>15</b>
1.1	Meaning & Definition	
1.2	Nature & Scope of Business Economics	
1.3	Working of Market Economy	
1.4	Features of Free Market Economy	
1.5	Price Mechanism	
<b>Module 2</b>	<b>ELASTICITY OF DEMAND</b>	<b>15</b>
2.1	Meaning and Definition	
2.2	Types of Elasticity of Demand (Price, Income, Cross and Advertisement)	
2.3	Importance of Elasticity of Demand	
2.4	Measurement of Elasticity of Demand	
<b>Module 3</b>	<b>THE INDIFFERENCE CURVE ANALYSIS</b>	<b>15</b>
3.1	Concept of Utility	
3.2	Defects of Utility Analysis	
3.3	Meaning & Properties of Indifference Curve	
3.4	Budget Line	
3.5	Consumer's Equilibrium	
<b>Module 4</b>	<b>DEMANDS FORECASTING</b>	<b>15</b>
4.1	Meaning and Concept	
4.2	Types of Demand Forecasting	
4.3	Forecasting Methods	
4.4	Importance of Demand Forecasting	

**❖ OUTCOMES OF THE COURSE:**

- 1) The study of Business Economics helps the students to become a skill full financial manager in the corporate world.
- 2) This subject helps the students to make career in banking sector.
- 3) It helps the students to become a good entrepreneur.
- 4) It helps the students to understand dynamics of various market Situations

**❖ LIST OF REFERENCE BOOKS:**

- 1) Seth M. L. , : Micro Economics
- 2) Jhingan M.L., : Modern Micro Economics
- 3) Jhingan M.L., and Stephen J. K. : Managerial Economics
- 4) Samuelson P.A., : Economics
- 5) Ahuja H.L. : Advanced Economic Theory

- 6) Ahuja H.L. : Business Economics
- 7) Misra and Puri : Modern Micro Economics
- 8) Lipsey Richard, : Positive Economics
- 9) Browing, E.K. : Micro Economic Theory and Applications
- 10) Dwett, K.K. : Micro Economics

**CBCS B. COM PART I SEMESTER II DSC- II GROUP PAPER II**

Academic Council 1(6)  
2<sup>nd</sup> July, 2020

**BUSINESS ECONOMICS – II (2021204)**

COURSE CREDIT:-4

COURSE CONTACTHOURS :- 60

Marks:50

**❖ OBJECTIVES OF THE COURSE:**

- 1) To introduce basic concepts of Business Economics
- 2) To create awareness among commerce students about fundamental economic problems prevailing in the corporate world.
- 3) To create the ability in the students to understand the cause and effect relation of consumer behavior in different market situation.
- 4) To create ability among the students to forecast future situation on the basis of present market situation and changes.

<b>Module No.</b>	<b>Contents</b>	<b>Lectures</b>
<b>Module 1</b>	<b>COST AND REVENUE ANALYSIS</b>	<b>15</b>
1.1	Meaning of Cost	
1.2	Concepts of Cost – Money Cost, Real Cost, Opportunity Cost.	
1.3	Types of Cost – Total Cost, Average Cost and Marginal Cost	
1.4	Concept of Revenue – Total Revenue, Average Revenue and Marginal Revenue	
<b>Module 2</b>	<b>PRODUCTION FUNCTION</b>	<b>15</b>
2.1	Concept of production function	
2.2	The Law of Variable Proportions	
2.3	The Law of Returns to Scale	
2.4	Economies and Diseconomies of Scale – Internal – External	
2.5	Expansion Path	
2.6	Ridge Line	
<b>Module 3</b>	<b>MARKET STRUCTURES</b>	<b>15</b>
3.1	Perfect Competition – Meaning, Characteristics and Price Determination	
3.2	Monopoly – Meaning, Characteristics, Price determination and Price Discrimination	
3.3	Monopolistic Competition – Characteristics, price determination and Selling Cost	
<b>Module 4</b>	<b>THE THEORY OF DISTRIBUTION</b>	<b>15</b>
4.1	Rent – Meaning, Ricardian Theory of Rent, Modern Theory of Rent – Quasi Rent	
4.2	Wages – Meaning – Wage Differentiation	
4.3	Interest – Meaning – Liquidity Preference Theory of Interest, Loanable funds theory of Interest	
4.4	Profit – Meaning – Risk bearing theory of profit, Uncertainty theory of profit, Innovation theory of profit	

**❖ OUTCOMES OF THE COURSE:**

- 1) The study of Business Economics helps the students to become a skill full financial manager in the corporate world.
- 2) This subject helps the students to make career in banking sector.
- 3) It helps the students to become a good entrepreneur.

4) It helps the students to understand dynamics of various market Situations

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- 1) Seth M. L. , : Micro Economics
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- 4) Samuelson P.A., : Economics
- 5) Ahuja H.L. : Advanced Economic Theory
- 6) Ahuja H.L. : Business Economics
- 7) Misra and Puri : Modern Micro Economics
- 8) Lipsey Richard, : Positive Economics
- 9) Browing, E.K. : Micro Economic Theory and Applications
- 10) Dwett, K.K. : Micro Economics

**Mr. Dalavi G.H.**  
**Chairman, BOS, Business Economics**

**I – Group A**

**Academic Council 1(6)**  
**2<sup>nd</sup> July, 2020**

**UG: Commerce Programme:** B.Com.-I - To be implemented from A.Y. 2020-2021

**System:** Choice Based Credit System (CBCS) with SGPA and CGPA

**B.O.S. in:** Commerce

**INSURANCE**

**Course Credit: 4 L**

**Course Contact Hours: 60 Hours**

**Marks:50**

**Preamble:** This course helps the students to understand the concepts, principles, and procedures in life and General Insurance. It also gives information regarding the functioning of Life Insurance

Corporation of India, General Insurance Corporation of India & Insurance Regulatory & Development Authority of India

**Course Objective:**

- To impart the knowledge of the principles of Life Insurance and General Insurance and their importance.
- To give exposure to the provisions of fire and Marine Insurance and their increasing importance. To provide skill and knowledge to become an insurance Agent.
- To understand various rules and regulations required for insurance business

**SEM-I**

**INSURANCE-I (2021105)**

<b>COURSE CONTENT – SEMESTER I</b>		
<b>Module 1</b>	<b>Introduction to Insurance:</b> Meaning, Evolution, Definition and Concept of Insurance - Need and Importance - Principles of Insurance - Primary and Secondary - Types of Insurance: Life, Fire and Marine – Role of Life Insurance & general Insurance in Pre & Post independence period – Government approach towards Insurance sector	<b>15 Lectures</b>
<b>Module 2</b>	<b>Life Insurance:</b> Meaning, Definition, Need and Importance of Life Insurance, Procedure of taking Life Insurance Policy, Conditions of Life Insurance Policy , Types: –Whole Life Policy, Endowment Policy, Group Policy, ULIP, Money Back Policy – Women Life Insurance Policies - Factors determining Insurance Premium – Rider Premiums - Lapses and Revival of Policies -Surrender Value – Paid up value - Settlement of Life Claim: Death and Maturity	<b>15 Lectures</b>
<b>Module 3</b>	<b>Life Insurance Agent:</b> Meaning of Insurance Agent - Procedure of Appointment of an Insurance Agent - Code of Conduct for Insurance Agent - Functions of Insurance Agent, Commission of Insurance Agent	<b>15 Lectures</b>
<b>Module 4</b>	<b>Life Insurance Corporation of India:</b> Introduction, Organizational Structure, Features of LIC of India, Role and Performance of LIC of India - LIC and New Challenges - Private Life Insurance Sector - Need of Privatization of Insurance Business in India, Role and Performance of Private Life Insurance Sector in India– Regulation of Insurance business and the emerging scenario	<b>15 Lectures</b>

**SEM-II**

**INSURANCE – II (2021205)**

<b>COURSE CONTENT – SEMESTER II</b>		
<b>Module1</b>	a) <b>General Insurance:</b> Meaning, Genesis of General Insurance in India - Scope, Principles of General Insurance, Types of General Insurance, Settlement of General Insurance Claims – Current Status of Indian General Insurance Market	<b>15 Lectures</b>



	b) General Insurance Corporation of India: Management & Organization –Functions and Objectives, Operations and Performance of GICI – Role, Products & Performance of Public and Private Sector General Insurance Companies in India: The New India Insurance, United India Insurance, National Insurance, Oriental Insurance, Bajaj Allianz General Insurance Company, ICICI Lombard General Insurance Company Limited, HDFC EGRO General Insurance Company Limited	
<b>Module 2</b>	<b>Fire Insurance</b> Meaning, Definition, Features and Significance of Fire Insurance, Procedure of taking Fire Insurance , Types of Fire Insurance Policies, Conditions of Fire Insurance Policy, Procedure of Settlement of Claims	<b>15 Lectures</b>
<b>Module 3</b>	<b>Marine Insurance</b> Meaning, Definition, Features and Significance of Marine Insurance, Marine Perils, Procedure of taking Marine Insurance, Types of Marine Insurance Policies, Clauses of Marine Insurance Policy	<b>10 Lectures</b>
<b>Module 4</b>	<b>A) Health Insurance in India:</b> History and Scope of Health Insurance, Need and Coverage, Functions of Health Insurance, Principles of Health Insurance, Types of Health Insurance, Cashless Mediclaim Policy and TPA, Development of Private Health Insurance – Administration of Health Insurance Products <b>B) Miscellaneous Insurance</b> Personal Accidental Insurance - Motor Insurance - Cattle Insurance - Mobile Insurance – Logistic Insurance –Pradhan Mantr iFasal Bima Yojana	<b>15 Lectures</b>
<b>Module 5</b>	<b>Insurance Regulatory and Development Authority (IRDA)</b> Introduction and Objectives of IRDA - Structure of IRDA - Functions of IRDA	<b>5 Lectures</b>

### Course Outcome (CO):

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

1. Understand fundamentals of Insurance
2. Understand how to choose Life Insurance policies based on their needs.
3. Understand the procedural part in Life & General Insurance.
4. Understand difference between Life and General Insurance.
5. Motivation to become Insurance Agent

<b>Sr. No.</b>	<b>Name of the Book</b>	<b>Author</b>	<b>Publisher</b>
1	Insurance Principles and Practice	M N Mishra	S Chand & Co, New Delhi
2	Life Insurance	Gupta O.S	Frank Brothers New Delhi
3	Theory and Practice of Insurance	Arif Khan	Educational Book House, Aligarh

4	Life Insurance Corporation Of India Volume I. II. III.	Mishra M N	
5	Insurance Principles and Practice.	Vinayakan N. Radhaswamy and Vasudevan S. V.	S.Chand& Co. New Delhi
6	Life Insurance Corporation Act 1956.		S. Chand & Com. New Delhi.
7	Insurance Regulatory Development Act 1999		

#### Teaching Methods:

- Lecture Method
- PPT Presentations
- Case Study
- Paper Presentations, Seminars, Group Discussions,

#### Evaluation System: Total 50 Marks

SEE: 35 Marks

CIE: 15 Marks (Seminars/Case Study/Paper Presentation/MCQ)

Academic Council 1(6)

2<sup>nd</sup> July, 2020

Syllabus for: GE 1 I - Group A

**BUSINESS MATHEMATICS – to be implemented from June 2020**

### SEMESTER-I

#### BUSINESS MATHEMATICS – I (2021106)

**Marks: 50**

**Credits: 4**

**Lectures: 36 Hours**

#### Learning Objectives

- To make students familiar with the concepts of ratio, proportion, variation and percentage.
- To enable students to understand various terms and formulae involved in computation of profit or loss.
- To make students equipped with the concepts of interest, rate of interest, annuity and instalments.
- To enable students to understand AP, and GP.
- To make students to understand Matrix and Determinant.

#### Course Outcomes

- Students would calculate ratio, proportion, variation and percentage.
- Students would be able to calculate and evaluate the profit or loss arising out of business transactions.

- Students would recall and relate the concepts of interest, rate of interest, annuity and instalments.
- Students would be acquainted with the various concepts related AP, and GP.
- Student will be able to solve linear equations using Matrix method.

## Unit-I Ratio, Proportion, Logarithm and Progression

Ratio, Proportion, Logarithm, definition of Arithmetic Progression (A.P), Geometric Progression (G.P) to find  $T_n$  &  $S_n$ , Simple Practical commercial Problems 15hrs

## Unit-II Mathematics of Finance

Interest concept, Principles, Rate of interest, Periods, Maturity value, Simple example interest, Compound Interest, Present value, Simple examples, Time value of money, Annuity, Types of Annuities, Immediate annuity, Annuity due, Perpetuity, Present value of annuity, Equated Monthly installment (E.M.I) using reducing and Flat interest system. Simple Problems on Immediate annuity and annuity due with  $n \leq 4$  (Periods).

15hrs

## Unit-III Determinants and Matrices

Definition of second and third order determinant, calculation of values of determinants up to Third order, Solution of system of linear equations by Cramer's Rule, Properties of determinants (without Proof) simple examples. Definition of a Matrix, Algebra of Matrices, Transpose of Matrix, Inverse of Matrix (by Adjoint Method) Solution of a system of linear equations having unique solution and involving not more than three variables (by Adjoint Method), Special types of Matrices, Applications of Matrix to business problems.

15hrs

## Unit-IV Linear Programming Problem

Mathematical formulation of LPP up to two variables, Graphical method of solution of LPP, Commercial examples, cases having no solution, Multiple solution, Unbounded solution.

15hrs

## Recommended Books:

1. Business Mathematics-G.V.Kumbhojkar by Nirali Prakashan, Pune.
2. Business Math by Allan G. Bluman, McGraw-Hill.
3. Basic Business Mathematics by E. Don and J. Lerner Schaum's Outlines series.
4. Business Mathematics by Jhunjwala, S. Chand, Publishing House, New Delhi

## SEMESTER-II

## BUSINESS MATHEMATICS – II (2021206)

**Marks: 50**

**Credits: 4**

**Lectures: 36 Hours**

## **Learning Objectives**

- This course provides complete skill to understand basic function of Mathematics and their uses in business.
- To make students familiar with the concepts of limits of a function.
- To enable students to learn the concepts of derivatives.
- To make students to understand integration.

## **Course Outcomes**

Student would be able to-

- Understand functions of real variables
- Get an idea of limit of a function
- Acquire knowledge of derivatives and integration to solve business problems.
- Create awareness of applications of derivatives and integrations to solve business problems.

## **Unit-I Function of Real Variable**

Constant, Variable, Interval, Function, illustrative examples on value of a function. Function related to business & economics, Cost Function, Demand Function, Revenue Function, Profit Function, Break-Even Point. Determination of form of a function using Newton's Interpolation formula for unequal interval. Standard Functions, Definition of Even, Odd, Linear, Quadratic, Exponential, Logarithmic, Inverse, Explicit, Implicit, Parametric, Composite, Increasing & Decreasing Functions, Graph of Function. 15hrs

## **Unit-II Limit of Function**

Concept of limit, Theorems on limits (without proof), simple examples on evaluation of limits Direct type, Factorization, Simplification, Rationalization, Infinity type,  $a^x$  type. 15hrs

## **Unit-III Differentiation**

Definition, derivative using first Principle. Rule of Differentiation, Derivatives of simple algebraic functions. Derivative of Composite, Parametric, Exponential, Logarithmic, Inverse, Implicit, simple examples. Second order derivative (involving one variable) Maxima & Minima. Commercial Applications of Derivative-Marginal Cost Function, Average Cost Function, Marginal Average Cost Function. Minimum Average Cost. Marginal Revenue Function, Maximum Revenue function, Maximum Profit, Price Elasticity of Demand. Numerical Examples. 15hrs

## **Unit-IV Integration**

Definitions, Standard forms, Integration by Substitution, by parts, by use of partial fraction. Illustrative examples. Definite integrals-Properties (without Proof) simple examples. Applications of integration to business-Determination of Cost, Revenue, Profit, Demand function, Consumer Surplus,

Producer Surplus , Rate of sales. Numerical examples.  
15hrs

### **Recommended Books:**

1. Business Mathematics-G.V.Kumbhojkar by Nirali Prakashan, Pune.
2. Business Math by Allan G. Bluman, McGraw-Hill.
3. Basic Business Mathematics by E. Don and J. Lerner Schaum's Outlines series.
4. Business Mathematics by JhunJunwala, S. Chand, Publishing Hou

### **Teaching Methods:**

- Lecture with Practical Problems Method
- PPT Presentations
- E-lectures, Videos

### **Evaluation System: Total 50 Marks**

SEE: **35 Marks**

CA: **15 Marks (Seminars/Case Study/Paper Presentation/MCQ)**

**Mr. Dhone A.S.**  
**Chairman, BOS, Business Mathematics**

## **II – Group B**

**Academic Council 1(6)**

**2<sup>nd</sup> July, 2020**

**UG: Commerce Programme : B.Com.-I** To be implemented from A.Y. 2020-2021

**System:** Choice Based Credit System (CBCS) with SGPA and CGPA

**B.O.S. in:** Commerce

### **PRINCIPLES OF MARKETING**

**Course Credit: 4 L**

**Course Contact Hours: 60 Hours**

**Marks: 50**

**Preamble:**

- This course is designed to serve as an introduction to the basic principles of marketing, practices. This course examines the present-day marketing system from a managerial point of view and has also included the recent trends of marketing. The majority of class time will be spent in lecture on guiding the basic concepts and further discussing the various solutions to marketing cases by the application of marketing principles.

### Course Objectives (CO)

- The basic objective of this course is to provide the students with a broad introduction to the key marketing terms, concepts, and strategies, understand the factors that influence marketing decisions and further focus on the vital role of marketing in the global economy.

### SEM-I

### PRINCIPLES OF MARKETING – I (2021107)

COURSE CONTENT – SEMESTER I		
<b>Module 1</b>	<b>Introduction to Marketing:</b> Nature and Scope of Marketing, Evolution of Market – Marketing – Meaning- Definition - The Component of Marketing - Approaches to the study of marketing, Significance of marketing – Growing Relevance of marketing in developing economy - Selling v/s Marketing - Green Marketing - Marketing Environment – Meaning – Importance, Components of Marketing Environment: Internal, Micro & Macro	<b>15 Lectures</b>
<b>Module 2</b>	<b>A) Markets -</b> Meaning of market. - Various types of Markets. <b>B) Segmentation, Targeting and Positioning:</b> <ul style="list-style-type: none"> <li>• Segmentation: Meaning. Importance – Bases for market Segmentation</li> <li>• Targeting – meaning, types</li> <li>• Positioning – meaning – strategies</li> <li>• Product Differentiation vs. Market Segmentation</li> <li>• Case Study</li> </ul>	<b>15 Lectures</b>
<b>Module 3</b>	<b>Marketing Mix:</b> <ul style="list-style-type: none"> <li>a) <b>Meaning – Importance – Elements of Marketing Mix</b></li> <li>b) <b>Product</b> - Concept of Product - Consumer &amp; Industrial goods – Product Life Cycle; New Product Development Process, Consumer Adoption Process</li> <li>c) Packaging- Role &amp; Functions of Packaging</li> <li>d) Branding and Trademark</li> <li>e) After sales services</li> </ul> <b>Case Study</b>	<b>15 Lectures</b>

<b>Module 4</b>	<b>Price</b> - Meaning – Objectives & Importance of Price - Factors affecting price of a product and Service, <b>Pricing Policies &amp; Strategies - Case Study</b>	<b>15 Lectures</b>
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## SEM-II

### PRINCIPLES OF MARKETING – II (2021207)

<b>COURSE CONTENT – SEMESTER II</b>		
<b>Module 1</b>	<b>A) Distribution</b> - Meaning, - Types of distribution channels – Factors affecting Choice of distribution channels <b>B) Promotion</b> - Meaning - Methods of promotion	<b>15 Lectures</b>
<b>Module 2</b>	<b>Consumer Behavior:</b> Definitions - Significance of Consumer behavior - factors affecting consumer behavior – <b>Case Study</b>	<b>12 Lectures</b>
<b>Module 3</b>	<b>Marketing Research</b> - Meaning - Importance and steps involved in the process of marketing research	<b>12 Lectures</b>
<b>Module 4</b>	<b>A) Retailing</b> – Introduction: Concept of organized and unorganized retailing, Trends in retailing - Consumerism, growth of organized retailing in India, Survival strategies for unorganized Retailers - Mall Management – Retail Franchising <b>B) Recent Trends in Marketing:</b> <b>E- Business</b> - Meaning - Types of E- Business. - Advantages & Limitations of E- Business <b>Tele Marketing</b> - Meaning – Features - Procedure of Tele Marketing Transactions - <b>Mobile Business</b> - Meaning - Features - Some Illustrations of Mobile Business - <b>Virtual Marketing</b> - Meaning - Characteristics - Process of Virtual Marketing. - Limitations of Virtual Marketing - Case Study	<b>6 Lectures</b>  <b>15 Lectures</b>

#### **Course Outcome:**

- Gaining insights to the key terms and concepts in marketing.
- Apply marketing concepts to real life situations from consumer and businessmen perspectives.
- Familiarizes students about product and its classifications.
- Elements of the marketing mix gives an understanding on how to use the marketing mix elements to support the overall business
- To make them understand pricing policies
- Identify different marketing channels and develop distribution strategies.
- Helps to develop a market research plan and conduct basic research using primary and secondary sources.

- Sketch the growth of retail sector in India, enumerate its importance and update the latest trends in retail marketing.

<b>List of Books:</b>			
<b>Sr. No.</b>	<b>Title of the Books</b>	<b>Author</b>	<b>Publisher</b>
1	Marketing Management	Philip Kotler	Prentice Hall, New Delhi.
2	An Introduction to Marketing	Markchand & B. Vardharajan	Vikas Publishing House, S. Ansari Road, New Delhi
3	Dr. C. N. Sontakki	Marketing Management	Kalyani Publications - New Delhi.
4	Mohammad Amanatnallh	Principles of Modern Marketing	Kalyani Publications - New Delhi.
5	Ramaswamy Namakumari	Marketing Management	Macmillan India Limited
6	S. A. Sherlekar	Marketing Management	Himalayan Publishing House
7	Rajan Nair	Marketing Management	Sultan Chand & Sons

#### **Teaching Methods:**

- Lecture Method
- PPT Presentations
- Case Study
- E-lectures, Videos
- Paper Presentations, Seminars, Group Discussions,

#### **Evaluation System: Total 50 Marks**

SEE: **35 Marks**

CIE: **15 Marks (Seminars/Case Study/Paper Presentation/MCQ)**

**Chairman  
BOS in Commerce**

### **II – Group B**

Academic Council 1(6)

2<sup>nd</sup> July, 2020

***Faculty of Arts and Humanities***  
***Program: B.A. / B.Com. Sem. I & II***



(CBCS Structure Syllabus w.e.f. June 2020)  
Course **DSC** –II Group **B** Marathi & **CGE-2**

Faculty of Arts and Humanities  
Programme: B.Com.I  
(CBCS Structure Syllabus w.e.f. June 2020)  
B.Com. I, Semester I and II

Title of the Course - **DSC – I, Group – Marathi**  
**COMPULSORY MARATHI-I (2021108)**  
**SEM-I Paper I : साहित्यदर्पण**

● **Preamble of the Course : (100 Words)**

आवश्यक मराठीचा प्रस्तावित अभ्यासक्रम बी.ए. प्रथम वर्षाच्या विद्यार्थ्यांसाठी आहे. या अभ्यासक्रमात विद्यार्थ्यांच्या ठायी भाषेची प्राथमिक कौशल्ये आणि साहित्य, भाषा या विषयीची अभिरूची वाढीस लागवी. हा दृष्टिकोन प्राधान्याने ठेवलेला आहे. मराठी साहित्यातील महत्त्वाच्या निवडक लेखक कवींच्या रचना अभ्यासक्रमात समाविष्ट केलेल्या आहेत. ज्यातून विद्यार्थ्यांना मराठीतल्या दर्जेदार साहित्याची ओळख होईल. साहित्यविषयक त्यांची जाणीव प्रगल्भ होईल. मराठी भाषेच्या अभिव्यक्तीचे आणि सौंदर्याचे स्वरूप त्यांना जाणवेल हा उद्देश आहे. प्रमाण मराठी भाषेबरोबरच महाराष्ट्रातील बोलींचाही परिचय ओघाने या साहित्यातून होईल. अशी अपेक्षा आहे. साहित्याचे विविध प्रकार व प्रवाह यांचाही परिचय विद्यार्थ्यांना घडावा हा उद्देश देखील या प्रस्तावित अभ्यासक्रमाच्या नियोजनामागे आहे. विद्यार्थ्यांना मराठी भाषेविषयी साहित्याविषयी आवड निर्माण व्हावी. आणि भाषेच्या अध्ययनातून त्यांच्या अंगी भाषिक कौशल्ये देखील निर्माण व्हावीत. हा हेतूही या अभ्यासक्रमामागे आहे.

गद्य आणि पद्य वेच्यांबरोबरच विद्यार्थ्यांना मराठी भाषेच्या व्यवहारातील उपयोजनाचे महत्त्व लक्षात यावे. आणि ते आत्मसात करण्यासाठी अभ्यासक्रम उपयुक्त ठरावा. या

भूमिकेतून कौशल्यावर आधारित घटकांचा अंतर्भावही प्रस्तुत अभ्यासक्रमात केलेला आहे. कौशल्यावर आधारित घटकांच्या अध्ययनानंतर विद्यार्थ्यांना रोजगाराच्या संधीही उपलब्ध होतील. अशी भूमिका हा अभ्यासक्रम ठरविण्यामागे आहे.

- **Objective of the Course**

1. मराठी भाषा आणि साहित्याची ओळख करून देणे.
2. मराठी राजभाषेविषयीची आवड निर्माण करणे.
3. मराठी भाषेच्या उपयोजनाची कौशल्य निर्माण करणे.
4. मराठी भाषण आणि लेखन कौशल्य विकसित करणे.
5. रोजगाराभिमुख ज्ञान विद्यार्थ्यांना उपलब्ध करून देणे.
6. प्रमाण मराठी व बोलींचा परिचय करून देणे.

- **Outcomes of the Course**

1. विद्यार्थ्यांना मराठी गद्य व पद्य वाङ्मयाची प्राथमिक ओळख होईल.
2. मराठी गद्य व पद्याच्या भाषेचे विविधांगी स्वरूप समजेल.
3. विद्यार्थ्यांना भाषा अभिव्यक्तीचे महत्त्व समजेल.
4. विद्यार्थ्यांना भाषण कौशल्य आत्मसात होऊन तो व्यक्तिमत्त्व विकासातील विविध स्पर्धामध्ये भाग घेईल.
5. विद्यार्थ्यांमधून व्यावसायिक सूत्रसंचालक तयार होतील.

- **Eligibility of the Course** : 12<sup>th</sup> Pass
- **Duration of the Course** : One academic year – two semester of six months
- **Medium of Instructions** : Marathi
- **Examination (35 Marks Theory + 15 Marks Internal)**

**Structure of the Course**

CBCS B.Com. PART I **SEMESTER I**

CGE – I Marathi Compulsory

**COMPULSORY MARATHI-I (2021108)**

PAPER I – साहित्यदर्पण **MARATHI - I (SAHITYA DARPAN)**

(Theory 35 + Internal 15 = 50 Marks)

COURSE CREDIT:-3L + 1T/H=4 COURSE CONTACT HOUR :- 48 L+ 12T/H=60

SR.NO	MODULE	MODULE CREDIT	MODULE CONTACT HOURS
1.	गद्य विभाग १	01	15
2.	गद्य विभाग २	01	15
3	पद्य विभाग	01	15
4	कौशल्यावर आधारेत घटक	01	15
	TOTAL	04	60

(Maximum 4 MODULES)

CBCS B.Com. PART I **SEMESTER II**

CGE – II Marathi Compulsory

**COMPULSORY MARATHI-II (2021208)**

PAPER II - साहित्यदर्पण **MARATHI - II (SAHITYA DARPAN)**

COURSE CREDIT :-3L + 1T/H=4 COURSE CONTACT HOUR :- 48 L+ 12T/H=60

SR.NO	MODULE	MODULE CREDIT	MODULE CONTACT HOURS
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1.	गद्य विभाग १	01	15
2.	गद्य विभाग २	01	15
3	पद्य विभाग	01	15
4	कौशल्यावर आधारित घटक	01	15
	TOTAL	04	60

(Maximum 4 MODULES)

## COMPULSORY MARATHI-I (2021108)

PAPER I – साहित्यदर्पण MARATHI - I (SAHITYA DARPAN)

PAPER I

COURSE CREDIT -04  
60

MARKS:50

COURSE CONTACT HOUR-

MODULE CREDIT 01  
15

NO. OF CONTACT HOURS-

Module No and Title

<b>AECC-A Theory-I Title: साहित्यदर्पण (भाग १) आवश्यक मराठी</b>		<b>Hours 60</b>
Module 1	गद्य विभाग १ १.१ लेकरुवांसवे आरोगणे : म्हाईभट १.२ अहिल्याबाई आणि रूढीपरंपरा : विजया जहागीरदार १.३ नवीन ग्रंथांची आवश्यकता : लोकहितवादी	15
Module 2	गद्य विभाग २ २.१ परोपकारी गंपू : पु. ल. देशपांडे	15

	<p>२.२ वाटणी : आप्पासाहेब खोत</p> <p>२.३ अनगड : रफीक सूरज</p>	
Module 3	<p>पद्य विभाग ३</p> <p>३.१ संतवाणी</p> <p>अ. अवचिता परिमळु झुळकला अळुमाळु : संत ज्ञानेश्वर</p> <p>ब. विठू माझा लेकुरवाळा : संत जनाबाई</p> <p>क. नीति : संत एकनाथ</p> <p>३.२ सत्य सर्वांचे आदि घर : महात्मा फुले</p> <p>३.३ प्रेम आणि मरण : गोविंदाग्रज</p> <p>३.४ अखेर कमाई : कुसुमाग्रज</p> <p>३.५ भेटेन नऊ महिन्यांनी : कुंजविहारी</p> <p>३.६ माणूस : त्र्यंबक सपकाळे</p> <p>३.७ प्रगतिपुस्तक : अनिल साबळे</p>	15
Module 4	<p>कौशल्यावर आधारित घटक ४</p> <p>४.१ भाषण कौशल्य - पूर्वतयारी, विषयनिवड, वेळेचे व्यवस्थापन</p> <p>४.२ सूत्रसंचालन - सूत्रसंचालकाचे व्यक्तिमत्व, गुण, व्यवस्थापन</p> <p>४.३ वाचन कौशल्य - उच्चार, शब्दबोध, चुकीचे वाचन</p> <p>४.४ प्रकट वाचनाचा सराव</p>	15

<i>List of Books:</i>			
	<i>Title</i>	<i>Authors</i>	<i>Publisher</i>
१	साहित्यदर्पण	मराठी अभ्यास मंडळ, अहिल्यादेवी होळकर सोलापूर विद्यापीठ, सोलापूर	थिक टक पब्लिशिंग एँड डिस्ट्रीब्युटर्स, सोलापूर
२	व्यावहारेक मराठी	ल. रा. नसिराबादकर	फडके प्रकाशन, कोल्हापूर
३	मराठी भाषा : उपयोजन आणि सर्जन	सुहासकुमार बोबडे	युनेटो प्रकाशन, पुणे

*CBCS B.Com. PART I SEMESTER II*  
*CGE II Marathi Compulsory*

**COMPULSORY MARATHI-II (2021208)**

**PAPER II – साहित्यदर्पण MARATHI - II (SAHITYA DARPAN)**

*COURSE CREDIT 04*  
*HOUR- 60*

**MARKS:50**

*COURSE CONTACT*

*MODULE CREDIT - 01*  
*CONTACT HOURS- 15*

*NO. OF*

*Module No and Title*

<b>AECC-B Theory-I Title: साहित्यदर्पण (भाग२) आवश्यक मराठी</b>		<i>Hours 60</i>
<i>Module 1</i>	गद्य विभाग १ १.१ राजकर्तव्ये : रामचंद्रपंत अमात्य १.२ भारतीय लोकशाहीचे भवितव्य काय ? : डॉ. बाबासाहेब आंबेडकर	15

	१.३ जीवन आणि शिक्षण : विनोबा भावे	
Module 2	<p>गद्य विभाग २</p> <p>२.१ कला व साहित्य : डॉ. ए.पी.जे. अब्दुल कलाम</p> <p>२.२ मॉडेलिंग आणि मी : प्रिया तेंडुलकर</p> <p>२.३ रिती दावण : गणपत जाधव</p>	15
Module 3	<p>पद्य विभाग ३</p> <p>३.१ संतवाणी</p> <p>अ. विटेवरी उभा दीनांचा कैवारी : संत नामदेव</p> <p>ब. अवघा रंग एक झाला : संत सोयराबाई</p> <p>क. ओले मूळ भेदी खडकाचे अंग : संत तुकाराम</p> <p>३.२ फुलराणी : बालकवी</p> <p>३.३ सरीवर सरी आल्या गं : बा. भ. बोरकर</p> <p>३.४ रक्तामध्ये ओढ मातीची : इंदिरा संत</p> <p>३.५ दसरा : लक्ष्मीनारायण बोल्ली</p> <p>३.६ फुंकर : वसंत बापट</p> <p>३.७ जीवाचा आटापिटा : लोकनाथ यशवंत</p>	15
Module 4	<p>कौशल्यावर आधारित घटक ४</p> <p>४.१ लेखन कौशल्ये - शब्दनिवड, वाक्यरचना, सुलेखन</p> <p>४.२ विरामचिन्हे : परिचय व उपयोजन</p> <p>४.३ प्रमाण मराठी लेखन नियम</p> <p>४.५ प्रमाण मराठी लेखन नियमानुसार सराव</p>	15

*List of Books:*

	<i>Title</i>	<i>Authors</i>	<i>Publisher</i>
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१	साहित्यदर्पण	मराठी अभ्यास मंडळ, अहिल्यादेवी होळकर सोलापूर विद्यापीठ, सोलापूर	थिक टॅक पब्लिशिंग एण्ड डिस्ट्रीब्यूटर्स, सोलापूर
२	व्यावहारिक मराठी	ल. रा. नसिराबादकर	फडके प्रकाशन, कोल्हापूर
३	मराठी भाषा : उपयोजन आणि सर्जन	सहासकमार बोबडे	यूनिटी प्रकाशन, पणे

● **Outcomes of the Course**

1. विद्यार्थ्यांना मराठी गद्य व पद्य वाङ्मयाची प्राथमिक ओळख होईल.
2. मराठी गद्य व पद्याच्या भाषेचे विविधांगी स्वरूप समजेल.
3. विद्यार्थ्यांना भाषा अभिव्यक्तीचे महत्त्व समजेल.
4. विद्यार्थ्यांना लेखन कौशल्य आत्मसात होऊन तो व्यक्तिमत्त्व विकासातील विविध स्पर्धामध्ये भाग घेईल.
5. मराठी लेखन करता विरामचिन्हांचा योग्य वापर करता येईल.

Chairman  
BOS in Marathi

**II – Group B**

Academic Council 1(6)  
2<sup>nd</sup> July, 2020

**Department of Kannada**  
**B. COM. Part – I Semester- I& II**  
**DSC I**  
**Kannada- I & II**  
**(Modern Prose and Poetry)**  
CBCS Semester Pattern Syllabus  
(w.e.f June 2020-21, 2021-22, 2022-23)  
**Course Credits: L4 Course Contact Hours: 60**  
(SEE=35 + CA=15 = 50 Marks)



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**Preamble:**

This course helps the Commerce students to know the Modern Kannada prose and poetry and its contributions. Important literary personalities are there to fulfill their basic knowledge of literature. After studying the course the commerce students will get in-depth knowledge about the Concept of sociolinguistics. The course also helps the students to understand the modern behavior and reasons behind the unrest along with the solutions.

**Objectives:**

To understand about the different behavior of vivid Personalities  
To make the students aware of the soft skills in using language

**Kannada- I (Modern Prose and Poetry) (2011109)**

CBCS Semester Pattern Syllabus

(w.e.f June 2020-21, 2021-22, 2022-23)

**Course Credits: L4 Course Contact Hours: 60**

(SEE=35 + CA=15 = 50 Marks)

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----Module – I **Kannada Novel**

**Credit 1**

- a) Origin and development of Kannada Novel Prose—forms--
- b) Major Novelist in Kannada

**Module– II Bettadajeeva—Shivaram Karant**

**Credit 1a)**

- Introduction of Shivaram Karant
- b) **Bettadajeeva- text**

**Module – III K S NissarAhmed**

**Credit 1**

- a) Introduction of K S NissarAhmed
- b) Place of K S NissarAhmed **in** modern poetry

**Module –IV Nityotsava**

**Credit 1**

- a) Promotion of Human values in Nityotsava
- b) Environmental concerns in Nityotsava
- c) Nationalism in Nityotsava
- d) Love for nature in Nityotsava

**The outcome:**

1. Understand the background of the noted personalities through fictions
2. Explain the reasons behind the variety of personalities
3. Know about the well known writers of Kannada
4. Know about the system and the nature of Variety of English literary forms
5. Can assess the literary values of the poetry
6. Understand the importance of Dignity of labour
7. Understand the Literary and social works of the writers

**List of Text Books:**

- 1) Bettadajeeva— Dr shivaramakarantha- SAmaja Book depot, Dharavad
- 2) Nityotsava— K S Nissarahmed—Samaj book depot, Dharwad

**Kannada- II (Modern Prose and Poetry) (2011209)**

CBCS Semester Pattern Syllabus

(w.e.f June 2020-21, 2021-22, 2022-23)

**Course Credits: L4 Course Contact Hours: 60**

(SEE=35 + CA=15 = 50 Marks)

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<b>Module– I Essay Literature in KannadaAida Prabhandhagalu(Essays)</b>	<b>Credit 1a)</b>
Origin and development of Kannada Essay	
b) Nature and features of Essay	
<b>Module – II AIDA PRABHANDHAGALU</b>	<b>Credit 1</b>
a) Kannadammana korugu	
b) Nalku mola bhoomi	
c) Appa kodisida Trunk	
d) Gangamma bore Prakarana	
<b>Module –III KADAKOLA MADIVALAPPA</b>	<b>Credit 1</b>
a) Life history of KADAKOLA MADIVALAPPA	
b) Introduction to Tatwapada Literature	
<b>Module-IVKadakolaMadivalappanaTatwapadgalu</b>	<b>Credit 1</b>
a)Social satire in KadakolaMadivalappanaTatwapadgalu	
b) <b>Attack on</b> Superstitions in KadakolaMadivalappanaTatwapadgalu	
c) <b>Spiritualism in</b> KadakolaMadivalappanaTatwapadgalu	

**List of Text Books:**

- 1)AIDA PRABHANDHAGALU- Ed -Dr VenkannaDonnegoudar-Gulbarga University
- 2)KadakolamadivalappanatatwapadagaluEd.DR.M S Latthe .Siddhalingeswar book depot, Kalburgi.

**The outcome:**

1. Understand the background of the noted personalities through fictions
2. Explain the reasons behind the variety of personalities
3. Know about the well known writers of Kannada
4. Know about the system and the nature of Variety of English literary forms
5. Can assess the literary values of the poetry
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**Chairman  
BOS in Kannada**