AC–
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Programme: B.Com. Banking & Insurance Semester - IV

Title of the Course: Trends in Insurance

Syllabus for 4 Credit Course
From the Academic Year 2024 – 2025

Name of the Course: Trends in Insurance

Sr. No.	Heading	Particulars
1	**Description of the course:**	Studying trends in insurance is crucial for staying inform, adapting to change, managing risk, fostering innovation and driving growth and competitiveness in the insurance industry.
2	**Vertical:**	Major
3	**Type:**	Theory
4	**Credit:**	4 Credits
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted:**	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives:** 1. To provide a comprehensive understanding of various aspects of Agriculture Insurance 2. To provide a comprehensive understanding of various aspects of Group & Retirement benefit Insurance. 3. To provide a comprehensive understanding of various aspects of Cyber & Liability insurance 4. To provide a comprehensive understanding of various aspects of Engineering Insurance	
8	**Course Outcomes:** 1. Learner will be able to understand the various aspects of Agriculture Insurance 2. Learner will be able to understand the various aspects of Group & Retirement benefit Insurance. 3. Learner will be able to understand the various aspects of Cyber & Liability insurance 4. Learner will be able to understand the various aspects of Engineering Insurance	
9	**Modules**	
	Module I :Agriculture Insurance(15 Hours)	
	• Introduction to Indian Agriculture • Situation in India, Role of Agriculture in Indian Economy, Agricultural Resources, Land records (computerization etc.) • Risks in Agriculture - Changing face of Agricultural Risks in India – Climate change and Agriculture.	
	Module II : Group Insurance & Retirement Benefit Schemes(15 Hours)	
	• Introduction: Retirement Benefit Schemes – Object of Employee Benefit Schemes • Service Benefits through insurance contracts – Segments of Group Schemes Market • Development of Employee-benefit schemes – Schemes of Group Insurance – Insurable interest in group insurance scheme policies.	
	Module III :Engineering Insurance (15 Hours)	
	• The engineering insurance business • Development of engineering insurance and relevant legislation • Historical background and development of engineering insurance internationally and in the Indian Market.	
	Module III : Cyber &Liability Insurance (15 Hours)	
	• Cyber & Liability insurance and its historical background	

	• Basic principles of insurance and their applicability for liability insurance • Scope and special features of liability insurance, Digital Frauds in Insurance
10	**References Books:** 1. Anil Khanna - "Group Insurance and Retirement Benefit Schemes: Emerging Trends and Innovations" - 2022. 2. Anil Khanna - "Cyber Risk and Insurance: Threats, Coverage, and Risk Management Strategies" - 2022. 3. David Brown - "Group Insurance and Retirement Planning: Strategies for Employers and Employees" - 2020. 4. Insurance Institute of India (2013), Group Insurance and Retirement Schemes (IC-83), III: Mumbai 5. Jane Smith - "Cyber Liability Insurance: Risks, Regulations, and Strategies" - 2021. 6. Michael Johnson - "Advanced Topics in Agriculture Insurance" - 2021. 7. Michael Johnson - "Advanced Topics in Engineering Insurance" - 2021. 8. M. N. Mishra - "Liability Insurance: Principles and Practices" - 2021. 9. M. N. Mishra - "Group Insurance and Retirement Benefit Schemes: Principles and Practices" - 2021. 10. Peter Jones - "Cyber Insurance: Managing Cyber Risks in an Uncertain World" - 2020. 11. Ravi Prasad - "Engineering Insurance: Regulatory Framework and Industry Perspectives" - 2021. 12. Ravi Prasad - "Agriculture Insurance: Regulatory Framework and Industry Perspectives" - 2021. 13. Sanjay Gupta - "Engineering Insurance Handbook: Best Practices for Insurers and Policyholders" - 2022. 14. Sanjay Gupta - "Agriculture Insurance Handbook: Best Practices for Insurers and Policyholders" – 2022.

Evaluation Pattern

Continuous Evaluation: 40%
Semester End Examination: 60%

The Continuous evaluation will consist of

	Total Marks
Class Test/ Assignment/ Project Work/ Presentation/ Case Study/ Book Review	40

Semester End Examination Question Paper Pattern

Maximum Marks: 60 Duration: 2 Hours

All Questions are Compulsory Carrying 15 Marks each.

Q. No.	Particular	Marks
Q-1	**Attempt any Two of the following: (Module – 1)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any Two of the following: (Module – 2)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any Two of the following: (Module – 3)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any Two of the following: (Module – 4)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Signature of Team Members

Sr. No.	Name	Signature
1	Dr. Ishtiyaq Chiplunkar	
2	Ms. Neha Gupta	
3	Ms. Disha Wadhwa	

AC–
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Programme: B.Com. Banking & Insurance Semester - IV

Title of the Course: Risk Management in Insurance

Syllabus for 4 Credit Course
From the Academic Year 2024 – 2025

Name of the Course: Risk Management in Insurance

Sr. No.	Heading	Particulars
1	**Description of the course:**	Studying risk management in insurance provides insurers with the knowledge and tools necessary to identify, assess, mitigate, and transfer risks effectively, leading to improved financial stability, profitability, and customer satisfaction and customer protection within the insurance industry.
2	**Vertical:**	Major
3	**Type:**	Theory
4	**Credit:**	4 Credits(1 Credit = 15 Hours for Theory in a Semester)
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted:**	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives:** 1. To help learners to understand the concept of insurance business. 2. To help learners to learn about the different insurance intermediaries 3. To help learners to understand the General Insurance, Health Insurance, and Life Insurance 4. To help learners to understand how to Manage Risk in Insurance Business	
8	**Course Outcomes:** 1. Learners will be able to understand the concept of insurance business. 2. Learners will be able to understand about the different insurance intermediaries. 3. Learners will be able to understand the General Insurance, Health Insurance, and Life Insurance. 4. Learners will be able to understand how to Manage Risk in Insurance Business.	
9	**Modules**	
	Modules I: Introduction to Insurance Business (15 Hours)	
	• Definition, Concept, and Features of Insurance. • Role of Insurance towards Economic Growth. • Difference between Insurance Companies and other Financial Institutions.	
	Module II: IRDA and Insurance Intermediaries (15 Hours)	
	• Insurance Regulatory and Development Authority (IRDA)-Objectives, Statutory • Powers, and Functions of IRDA. • Introduction, Role of various intermediaries in the Insurance Business, like Agents, TPAs, Surveyors. Insurance Agents, Corporate Agents, Surveyors and Loss Assessors	
	Module III: General Insurance, Health Insurance, and Life Insurance (15 Hours)	
	• Principles, General Insurance Products • Concept and Types of Health Insurance Policies • Principles of Life Insurance, Types of Life Insurance Products	
	Module IV: Managing Risk in Insurance Business (15 Hours)	
	• Risk Management • Insurance Planning • Factors affecting Risk Profile of Insurers	

10	**Reference Books:** 1. Anil Khanna - "Risk Management in Insurance: Emerging Trends and Innovations" - 2022. 2. David Brown - "Risk Management in Insurance: Challenges and Opportunities" 2020. 3. Jane Smith - "Risk Management in Insurance: Techniques and Applications" - 2019. 4. Karen Paulson - "Risk Management in Insurance: Market Trends and Insights" - 2020. 5. M. N. Mishra - "Risk Management in Insurance: Principles and Practices" - 2021. 6. Michael Johnson - "Advanced Topics in Risk Management in Insurance" - 2021. 7. Peter Jones "Risk Management in Insurance: Regulatory Framework and Industry Perspectives" - 2021. 8. Ravi Prasad - "Risk Management in Insurance: Legal and Compliance Considerations" - 2021. 9. S. K. Pradhan - "Principles of Risk Management in Insurance" - 2020. 10. Sanjay Gupta - "Risk Management in Insurance Handbook: Best Practices for Insurers and Policyholders" - 2022.

Evaluation Pattern

Continuous Evaluation: 40%
Semester End Examination: 60%

The Continuous evaluation will consist of

	Total Marks
Class Test/ Assignment/ Project Work/ Presentation/ Case Study/ Book Review	40

Semester End Examination Question Paper Pattern

Maximum Marks: 60 Duration: 2 Hours
All Questions are Compulsory Carrying 15 Marks each.

Q. No.	Particular	Marks
Q-1	**Attempt any Two of the following: (Module – 1)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any Two of the following: (Module – 2)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any Two of the following: (Module – 3)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any Two of the following: (Module – 4)** A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Signature of Team Members

Sr. No.	Name	Signature
1	Dr. Ishtiyaq Chiplunkar	
2	Ms. Neha Gupta	
3	Ms. Disha Wadhwa	

AC –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Title of the Course: Personal Selling and Salesmanship

Programmes
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets)

Syllabus for Four credits

From the academic year 2024-2025

Name of the Course: Personal Selling and Salesmanship

Sr. No.	Heading	Particulars
1	**Description of the course :**	This course is designed to provide learners with a comprehensive understanding of the principles and techniques involved in personal selling and salesmanship. Focusing on the dynamics of building customer relationships and achieving sales objectives, the course covers essential skills such as effective communication, negotiation, and strategic selling.
2	**Vertical :**	Minor
3	**Semester :**	IV
4	**Type :**	Theory
5	**Credit**:	4 credits
6	**Hours Allotted :**	60 Hours
7	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
8	**Course Objectives**: 1. To provide learners with a foundational understanding of personal selling, emphasizing key concepts such as buyer behavior, effective communication, presentation skills, objection handling, and negotiation, to develop the fundamental skills necessary for success in sales roles. 2. To understand key concepts in personal selling, focusing on topics such as sales forecasting, team management, technology integration, ethical considerations, and industry trends, preparing students for leadership roles in sales and ensuring a deep understanding of the evolving dynamics in the field. 3. To equip learners with insights into the human psyche to enhance their effectiveness in sales, from understanding customer needs to building lasting relationships and making persuasive pitches. 4. To gain skills and knowledge necessary for successfully concluding a sale and managing activities that occur after the sale.	

9	**Course Outcomes**: 1. Learners will be well-prepared to enter the field of personal selling with the essential knowledge and skills required for success. 2. Learners will be well-equipped for leadership roles in sales, demonstrating a mastery of advanced concepts and a readiness to navigate the dynamic and evolving field of personal selling. 3. This course will collectively aim to prepare learners to navigate the complexities of sales by leveraging psychological insights for understanding and influencing customer behaviour. 4. These course will collectively aim to prepare learners for success in the closing stages of the sales process and for effectively managing post-sales activities, ensuring customer satisfaction and sustained business relationships
10	**Module 1: Foundations of Personal Selling**
	• Introduction to Personal Selling: Definition and scope of personal selling, Process of personal Selling, Role in the marketing mix, Historical perspectives and trends. • Concept of Salesmanship, Types of Salesmanship, Difference between Personal Selling and Salesmanship, Roles and Qualities of a Salesman and Creative Salesmanship. • Sales Communication Skills: Effective communication strategies, Active listening and questioning techniques, Non-verbal communication in sales. Sales Presentation Techniques: Crafting compelling sales presentations, Adapting presentations to different customer types, Handling visual aids and technology in presentations.
	Module 2: Key Aspects of Sales Management
	• Building and Managing Sales Territories: Territory planning and management, Time and resource allocation for optimal sales performance, Assessing and adapting to market changes. • Sales Forecasting and Goal Setting: Methods for sales forecasting, Setting realistic and achievable sales goals, Monitoring and adjusting sales targets. Sales Force Recruitment, Sales Force Selection and training, Sales Force Compensation, Sales Force Motivation, Evaluation and Feedback. • Industry Trends and Future Outlook: Emerging trends in personal selling, Impact of technology on the future of sales, Preparing for changes in the sales landscape.
	Module 3: Psychology of Selling
	• Introduction to Psychology of Selling: Overview of the course, Importance of understanding psychological principles in sales. • Consumer behaviour: Understanding the decision-making process, Influences on consumer behavior (cultural, social, psychological, and situational factors), Consumer motivation and perception. • Persuasion techniques: Principles of persuasion, Persuasive communication strategies, Building trust and credibility. Sales Ethics: Ethical considerations in sales, Responsible selling practices, Legal and ethical issues in sales.

	Module 4 : Closing Sales and Post Sales activity
	• Closing Strategies and Techniques: Trial closes and assumptive closes, Handling objections during the closing process, Closing through value proposition. • Customer Relationship Management (CRM) : Introduction to CRM systems, Managing customer information and interactions, Using CRM for effective post-sales follow-up. • Handling Post-Sales Issues: Dealing with customer complaints and concerns, Conflict resolution strategies, turning negative experiences into positive ones. Measurement and Evaluation: Key performance indicators (KPIs) for closing sales, Metrics for post-sales activities, Evaluating and improving the sales process.
11	**Reference Books:** • Buttle, Francis, and Stan Maklan. *Customer Relationship Management: Concepts and Tools*. 3rd ed., Routledge, 2019 • Coleman, Joey. *Never Lose a Customer Again: Turn Any Sale into Lifelong Loyalty in 100 Days*. Portfolio, 2018 • Cialdini, Robert B. Influence: The Psychology of Persuasion. 2021. • Pink, Daniel H. To Sell Is Human: The Surprising Truth About Moving Others. 2012. • Rackham, Neil. SPIN Selling. 1988. • Tracy, Brian. The Psychology of Selling: Increase Your Sales Faster and Easier Than You Ever Thought Possible. 2006 • Steinman, Dan, Lincoln Murphy, and Nick Mehta. *Customer Success: How Innovative Companies Are Reducing Churn and Growing Recurring Revenue*. Wiley, 2016. • Solomon, Michael R. *Consumer Behavior: Buying, Having, and Being*. 12th ed., Pearson, 2017

12	**Internal Continuous Assessment: 40%**	**Semester End Examination : 60%**
13	**Continuous Evaluation through:** (40 Marks)	

Component	Total Marks
Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test	**40 Marks**

14

Format of Question Paper: for the final examination

Question Paper Pattern for Semester End Examination (SEE)

Maximum Marks: 60 **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt any TWO the following:** (Module 1) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Note: Any of the full length question of 7.5 Marks can be a case study.

Signatures of Team Members

Sr. No.	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Shaikh	

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce
(Autonomous)

Title of the Course: Recruitment and Selection

Programmes
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets)

Syllabus for Four credits

From the academic year 2024-2025

Name of the Course: Recruitment and Selection

Sr. No.	Heading	Particulars
1	**Description of the course :**	The Recruitment and Selection course provides a comprehensive understanding of hiring processes, from job analysis and sourcing candidates to conducting interviews and making selection decisions. It covers best practices, legal considerations, and modern hiring strategies to ensure effective talent acquisition. This course is ideal for HR professionals, recruiters, and managers looking to improve their hiring skills.
2	**Vertical :**	Minor
3	**Semester :**	IV
4	**Type :**	Theory
5	**Credit**:	4 credits
6	**Hours Allotted :**	60 Hours
7	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
8	**Course Objectives**: 1. To provide a comprehensive understanding of recruitment concepts, job analysis, job design, and modern hiring techniques. 2. To equip learners with the knowledge and skills to assess candidates through structured selection processes, interviews, and tests. 3. To familiarize learners with induction, orientation, and onboarding processes that ensure smooth employee integration. 4. To enhance communication, presentation, and professional etiquette skills essential for recruitment and selection.	
9	**Course Outcomes**: 1. Learners will be able to identify recruitment sources, conduct job analysis, and apply modern recruitment strategies effectively. 2. Learners will be able to implement an efficient selection process, conduct interviews, and address selection challenges. 3. Learners will be able to design and execute effective induction and onboarding programs tailored to organizational needs. 4. Learners will develop interpersonal skills, prepare effective resumes, and conduct professional interviews.	

10	**Modules**:-
	Module 1: Recruitment:
	• Concepts of Recruitment – Meaning, objectives, scope, and importance. • Job Analysis & Job Design – Definitions, processes, methods, and modern techniques. • Sources of Recruitment – Internal (promotion, transfers) vs. external (campus hiring, consultancies, job portals).
	Module 2: Selection
	• Selection Process – Criteria, steps, application formats, and screening techniques. • Interviewing Methods – Types of interviews, selection tests, and effective techniques. • Selection Hurdles – Challenges in selection and strategies to overcome them.
	Module 3: Induction:
	• Induction & Orientation – Formal vs. informal induction, best practices, and benefits. • Socialization Strategies – Stages and tactics for effective employee integration. • Industry-Specific Trends – Recruitment and selection strategies in service, finance, IT, law, and media sectors.
	Module 4 : Soft skills:
	• Resume & CV Preparation – Techniques for crafting professional resumes. • Communication & Interviewing Skills – Group discussions, video conferencing, and negotiation techniques. • Professional Etiquette & Exit Interviews – Workplace manners, quitting techniques, and exit interviews.

11	**Reference Books:** • Monappa, Arun. Managing Human Resource, Laxmi Publications 2014. • Memoria, C.B. Personnel Management, Himalaya Publishing House 2011. • Armstrong, Michael, and Angela Baron. Handbook of Strategic HRM. 1st ed., Jaico Publishing House, 2005. • Mello, Jeffrey A. Strategic Human Resource Management. 2nd ed., Thomson South Western, 2007.
12	**Internal Continuous Assessment: 40%** **Semester End Examination : 60%**
13	**Continuous Evaluation through:** (40 Marks)

Component	Total Marks
Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test	**40 Marks**

14

Format of Question Paper: for the final examination

Question Paper Pattern for Semester End Examination (SEE)

Maximum Marks: 60   **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt any TWO the following:** (Module 1) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Note: Any of the full length question of 7.5 Marks can be a case study.

Signatures of Team Members

Sr. No.	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Title of the Course: Introduction to Cost Accounting

Programme : Bachelor of Commerce (Banking and Insurance)
Bachelor of Commerce (Financial Markets)
Semester :IV

Syllabus for 4 Credit Course
From the Academic Year 2025 – 2026

Name of the Course: Introduction to Cost Accounting

Sr. No.	Heading	Particulars
1	**Description the course :**	This introductory course in Cost Accounting is designed to serve as the foundation for understanding and analyzing the costs associated with goods and services in an organization. It focuses on generating enthusiasm for the exploration and analysis of costing aspects within a company. The course aims to provide learners with the necessary skills to ascertain, manage, and analyze costs effectively. Beyond cost calculation, the emphasis is on using cost information as a valuable tool for decision-making to enhance the overall quality of organizational choices. It provides a solid grounding in cost accounting principles and their practical applications, preparing participants to contribute effectively to decision-making processes within organizations.
2	**Vertical :**	Open Electives
3	**Type :**	Theory
4	**Credit**:	4 Credits
5	**Hours Allotted :**	60 Hours
6	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives:** 1. To Identify opportunities for cost reduction and implement effective strategies. 2. To enable learners to classify costs and prepare Cost Sheet. 3. To equip learners with a thorough understanding of standard costing and variance analysis, key tools in cost accounting for performance evaluation and managerial decision-making. 4. To examine the principles, applications, and strategic significance of marginal costing, emphasizing its role in cost-volume-profit analysis and data-driven business decisions.	
8	**Course Outcomes**: 1. Learners able to apply strategies to control, estimate, and optimize material and labour costs. 2. Learners able to Prepare cost sheet based on the various cost 3. Learners will be able to compute and analyze variances related to materials, labor, and sales. 4. Learners will be able to utilize marginal costing techniques for short-term decision-making, including pricing strategies, product mix optimization, and special-order evaluations.	

9	**Module 1: Material and Labour Cost (15 Hours)**
	• Economic Order Quantity (EOQ) • Valuation of Stock & Inventory Turnover Ratio • Labour Cost: Labour Cost Records Overtime / Idle Time / Incentive Schemes
	Module 2: Cost Sheets and Reconciliation of Cost and Financial Accounts (15 Hours)
	• Classification of costs, Cost of Sales, Cost Centre, Cost Unit, Profit Centre and Investment Centre • Problems on preparation of cost sheet & Estimated Cost sheet • Practical problems based on reconciliation of cost and Financial accounts

	Module 3: Marginal Costing **(15 Hours)**
	• Meaning; Features, Advantages and Disadvantages • Profit Volume Ratio , Break Even Analysis and Margin of Safety • Practical Sums
	Module 4: Standard Costing **(15 Hours)**
	• Meaning; Features, Advantages and Disadvantages • Material Costing , Labour Costing and Sales Variances • Practical Sums
10	1.**Reference Books:** 2. **Textbook of Cost and Management Accounting** – M.N. Arora o **Publisher**: Vikas Publishing House o **Edition**: 10th Edition 3. **Cost Accounting: Principles and Practice** – S.P. Jain & K.L. Narang o **Publisher**: Kalyani Publishers o **Edition**: 2016 4. **Modern Cost and Management Accounting** – M. Hanif o **Publisher**: Tata McGraw Hill Education Pvt. Ltd. o **Edition**: Latest Edition 5. **Cost Accounting: A Managerial Emphasis** – Charles T. Horngren, Srikant M. Datar & Madhav Rajan o **Publisher**: Pearson Education o **Edition**: 16th Edition 6. **Cost Accounting** – M. Y. Khan & P.K. Jain o **Publisher**: Tata McGraw Hill Education Pvt. Ltd. o **Edition**: Latest Edition 7. **Advanced Cost Accounting** – J.R. Batliboi o **Publisher**: Snow White Publications o **Edition**: Latest Edition 8. **Practical Costing**– T.S. Grewal o **Publisher**: Sultan Chand & Sons o **Edition**: Latest Edition

Evaluation Pattern

Continuous Evaluation: 40%
Semester End Examination: 60%

Semester End Examination Question Paper Pattern

Maximum Marks: 60 Duration: 2 Hours

All Questions are Compulsory Carrying 15 Marks each.

Q. No.	Particular	Marks
Q-1	A. Practical Question OR B. Practical/ Theory Question C. Practical/ Theory Question	**15 Marks** **08 Marks** **07 Marks**
Q-2	A. Practical Question OR B. Practical/ Theory Question C. Practical/ Theory Question	**15 Marks** **08 Marks** **07 Marks**
Q-3	A. Practical Question OR B. Practical/ Theory Question C. Practical/ Theory Question	**15 Marks** **08 Marks** **07 Marks**
Q-4	A. Practical Question OR B. Practical/ Theory Question C. Practical/ Theory Question	**15 Marks** **08 Marks** **07 Marks**

Note: Questions of 7/8 marks (Practical/theory) may also be divided as 2 questions of 10/5 marks (Practical/theory) or 1 full length question (Practical/theory) of 15 marks.

Signature of Team Members

Sr. No.	Name	Signature
1	Mr. Murugan Nadar	
2	Mr. Mubeen Shaikh	
3	Ms. Shweta Ghule	

NEP-2020
DEPARTMENT SPECIFIC CORE 4 YEAR UG
PROGRAMME: B.COM IN FINANCIAL MARKETS FROM AY 2024-2025

Level	Sem.	Vertical		Course Title	Course Code	No. of Credits	No. of Lecture Hours	Total Credits
5.0	III	Major	Mandatory	Money Markets		4	60	22
				Debt Markets – I		4	60	
			Electives	NOT APPLICABLE				
		Minor		Select any 1 of the baskets: **Basket 1 – Marketing**: Advertising **Basket 2 – HR**: HR Planning and Information System **Basket 3 – Accountancy & Finance**: Introduction to Management Accounting **Basket 4 – Banking and Insurance**: Banking in India **Basket 5 – Information Technology**: Cyber Security **Basket 6 – Economics**: Business Economics – II (Macroeconomics) **Basket 7 – Mathematics**: Numerical Analysis and Statistical Methods (Theory + Practical) **Basket 8 – Statistics**: Probability and Probability Distributions (Theory + Practical)		4	60	
		OE		Select any 1 of the baskets: **Basket 1 – Business Law**: Judicial Ethics and Accountability **Basket 2 – EVS**: Introduction to Ecotourism **Basket 3 – English**: Introduction to Fantasy and Horror Fiction		2	30	
		VSC		Introduction to MS-Excel		2	30	
		SEC		NOT APPLICABLE				
		AEC		Select any 1 from: Marathi / Hindi / Sindhi		2	30	
		VEC		NOT APPLICABLE				
		IKS		NOT APPLICABLE				
		FP		Field Project related to Major		2	30	
		CC		1) DLLE 2) Sports and Fitness 3) Cultural Activities (Fine/Applied/ Visual/ Performing Arts) 4) Involvement in College placement activities 5) Participation in UoM (Avishkaar / Youth Festival, etc.)		2	30	

NEP-2020
DEPARTMENT SPECIFIC CORE 4 YEAR UG
PROGRAMME: B.COM IN FINANCIAL MARKETS FROM AY 2024-2025

Level	Sem.	Vertical		Course Title	Course Code	No. of Credits	No. of Lecture Hours	Total Credits
	IV	Major	Mandatory	Foreign Exchange Markets		4	60	22
				Debt Markets – II		4	60	
			Electives	NOT APPLICABLE				
		Minor		Select any 1 of the baskets: **Basket 1 Marketing**: Personal Selling and Salesmanship **Basket 2 HR**: Recruitment and Selection **Basket 3 Accountancy & Finance**: Introduction to Cost Accounting **Basket 4 Banking and Insurance**: Insurance in India **Basket 5 Information Technology**: Artificial Intelligence **Basket 6 Economics**: Business Economics – III (Introduction to Public Finance) **Basket 7 Mathematics**: Discrete Mathematics (Theory + Practical) **Basket 8 Statistics**: Sampling Distributions (Theory + Practical)		4	60	
		OE		Select any 1 of the baskets: **Basket 1 Business Law**: Money Laundering: Decoding the Law and Measures of Prevention **Basket 2 EVS**: Heritage of Mumbai **Basket 3 English**: English Literature for Competitive Exams		2	30	
		VSC		NOT APPLICABLE				
		SEC		Personality Development		2	30	
		AEC		Select any 1 from: Marathi / Hindi / Sindhi		2	30	
		VEC		NOT APPLICABLE				
		IKS		NOT APPLICABLE				
		CEP		Community Engagement Project		2	30	
		CC		1) DLLE 2) Sports and Fitness 3) Cultural Activities (Fine/Applied/ Visual/ Performing Arts) 4) Involvement in College placement activities 5) Participation in UoM (Avishkaar / Youth Festival, etc.)		2	30	
		Total Cumulative Credits						88
		Exit option: Award of UG Certificate in Major with 88 credits and an additional 4 credits core NSQF course / Internship OR Continue with Major and Minor						

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Introduction to Debt Market

	Programmes: (Semester IV)
1	Bachelor of Management Studies (B.M.S)
2	B.Com in Accounting and Finance (B.A.F)
3	B.Com in Banking and Insurance (B.B.I)

Syllabus for 4 Credits

From the Academic Year: A.Y. 2025 - 2026

Name of the Course: Introduction to Debt Market

Sr. No.	Heading	Particulars
1	**Description of the Course:**	Debt Markets plays a pivotal role in the economy as it helps in efficient mobilization and allocation of resources in the economy. Learners will gain thorough understanding of bonds.
2	**Vertical:**	Minor
3	**Type:**	Theory
4	**Credit**:	4 credits
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted**:	100 Marks Continuous Evaluation: 40 Marks Semester End: 60 Marks
7	**Course Objectives**: The objective of this course is to: 1. understand the evolution, working and role of Debt Market in India. 2. understand role and functions of the various intermediaries and regulatory bodies. 3. gain knowledge on bonds and its ratings. 4. calculate mathematical estimates of bonds.	
8	**Course Outcomes**: After successful completion of this course a learner will be in a position to: 1. develop good understanding of the evolution, functioning and growth of Debt Markets in India. 2. gain fundamental knowledge about regulatory players of Debt Markets. 3. understand concept of bonds and its applications. 4. perform mathematical calculations based on bonds.	

9	**Modules:**
	Module 1: Introduction to the Debt Markets **(15 Hours)**
	• Major macroeconomic event: Union budget, Government borrowing program, Sovereign rating in India, GDP growth rate, Inflation, Tax Collection Monetary Policy of RBI, etc. • Evolution of debt markets in India. • Primary market & secondary market. • Money market & Debt Market in India, Fundamental features of debt instruments. • Regulatory framework in the Indian debt market.
	Module 2: Instruments & players in debt markets **(15 Hours)**
	• Central government securities: bonds, t-bills, state government bonds. • Open market operations. • Securities Trading Corporation of India. • Primary dealers in Government Securities, Clearing Corporation of India.
	Module 3: Bonds **(15 Hours)**
	• Features of bonds. • Types of bonds. • Issuers of bonds. • Bond ratings- importance & relevance and rating agencies, List of terminologies of bond – • Yeild, Maturity, Interest rate.
	Module 4: Valuation of bonds **(15 Hours)**
	• Determinants of the value of bonds. • Bond Mathematics. • Yield Curve Analysis. • Bond Analysis.

<table>
<tr><td>10</td><td colspan="2">References:

Bhardwaj, Gautam, The Future of India’s Debt Market, Tata McGraw Hill, 2008.
Fabozzi, Frank, Fixed Income Analysis Workbook, 2nd edition, John Wiley & Sons, 2004.
Frank J. Fabozzi and Mark B. Wise, Bond Markets, Analysis, and Strategies, 2012.
Shah, Ajay, Thomas, Sushan and Gorham, Michael, Indian Financial Markets, Elsevier, USA, 2008.
Suryanarayan, Debt Market, ICFAI Publication Press, 2002.
</td></tr>
<tr><td>11</td><td>Internal Continuous Assessment: 40%</td><td>Semester End Examination: 60%</td></tr>
<tr><td>12</td><td colspan="2">Continuous Evaluation through: (40 Marks)
Note: Learner must be Present in all the exam components of Continuous Evaluation
<table>
<tr><th>Component</th><th>Total Marks</th></tr>
<tr><td>Class test/ Case study/ Book review/ Assignment/ Report Writing/ Presentation/ Video Presentation</td><td>40 Marks</td></tr>
<tr><td>Total</td><td>40 Marks</td></tr>
</table></td></tr>
<tr><td>13</td><td colspan="2">Format of Question Paper:

Question Paper Pattern for Semester End Examination (SEE)
Maximum Marks: 60 Duration:2 Hours
<table>
<tr><th>Q. No.</th><th>Particular</th><th>Marks</th></tr>
<tr><td>Q-1</td><td>Attempt any TWO the following: (Module 1)
A. Full Length Question
B. Full Length Question
C. Full Length Question</td><td>15 Marks</td></tr>
<tr><td>Q-2</td><td>Attempt any TWO the following: (Module 2)
A. Full Length Question
B. Full Length Question
C. Full Length Question</td><td>15 Marks</td></tr>
<tr><td>Q-3</td><td>Attempt any TWO the following: (Module 3)
A. Full Length Question
B. Full Length Question
C. Full Length Question</td><td>15 Marks</td></tr>
<tr><td>Q-4</td><td>Attempt any TWO the following: (Module 4)
A. Full Length Question
B. Full Length Question
C. Full Length Question</td><td>15 Marks</td></tr>
</table>
Note : Two Sub-questions of 7.5 Marks each can be of 10 /5 marks or one full length question of 15 Marks</td></tr>
</table>

Signatures of Team Members

Sr. No	Name	Signature
1.	Ms. Neha Sawant	

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Artificial Intelligence

Programmes: Sem. IV
B.Com (Management Studies)
B.Com (Accounting & Finance)
B.Com (Banking & Insurance)
B.Com (Financial Markets)

Syllabus for 4 Credits

From the Academic Year: 2025-2026

Name of the Course: Artificial Intelligence

Sr. No.	Heading	Particulars
1	**Description of the course :**	This course explores the definition, historical evolution, and ethical considerations of AI, search algorithms, including heuristic methods and game-playing strategies and Programming in PROLOG.
2	**Vertical :**	Minor
3	**Type :**	Theory
4	**Credit**:	4 credits
5	**Hours Allotted :**	60 Hours
6	**Marks Allotted**:	100 Marks
7	**Course Objectives**: **1.** comprehensive understanding of the fundamental concepts, definitions, and historical evolution of artificial intelligence. **2.** apply various problem-solving techniques and search algorithms to effectively address complex problems in AI. **3.** explore and implement different knowledge representation methods, including propositional and first-order logic, to model information and reasoning in AI systems. **4.** examine the ethical considerations and societal implications of AI.	
8	**Course Outcomes**: Learner will be able to : **1.** define artificial intelligence, describe its historical evolution, and identify key milestones and figures in the field. **2.** demonstrate the ability to implement various problem-solving techniques, including search algorithms (e.g., breadth-first, depth-first, A*, hill climbing) in practical scenarios. **3.** explain and utilize different knowledge representation techniques, including propositional logic, first-order predicate logic, and semantic networks, in the context of AI applications. **4.** critically analyze the ethical implications of AI technologies, including issues related to explainability, interpretability, and the potential societal impacts of AI systems.	

9	**Modules**:-
	Module 1: Introduction to AI
	• Definition of AI, Historical context and evolution. • Current trends in AI research and development, Ethical considerations in AI. • Turing test, Software agents, Rational agents, Intelligent agents, structure of various agents, behavior and environment for agents. • Future Trends and challenges in AI.
	Module 2: Problem Solving and Searching Techniques
	• Definition, Importance of Problem Solving. • Production Systems & their components. • Search Techniques: breadth-first search, depth-first search, hill climbing. • Heuristics search techniques: best-first search, A* algorithm, constraint satisfaction problem, means-end analysis, introduction to game playing, min-max and alpha-beta pruning algorithms.
	Module 3: **Knowledge Representation**
	• Propositional logic, First-Order Predicate logic, • Resolution principle, unification, semantic nets, conceptual dependencies, • Frames and scripts, production rules, • Introduction to Programming in Logic (PROLOG).
	Module 4 : Natural Language Processing & Future of AI
	• Components and steps of communication, contrast between formal and natural languages in the context of grammar. • Strong AI, Weak AI, Human Level AI models, • Interpretable and Explainable AI, Ethics of AI • Benefits and risks of AI.
10	**Text Books:** **Not Applicable**

11	**Reference Books:** 1) Russell, Stuart, J. and Norvig Artificial Intelligence: A Modern Approach, 4e Paperback – 31 May 2022. 2) Elaine Rich, Kevin Knight, Shivashankar B Nair: ARTIFICIAL INTELLIGENCE Paperback – 1 August 2024. 3) Bratko, Ivan, Prolog Programming for Artificial Intelligence, Addison-Wesley, Pearson Education, 4th edition, 2012.
12	**Internal Continuous Assessment: 40%** — **Semester End Examination : 60%**
13	**Continuous Evaluation through:**

Sub-components	**Maximum Marks**	**Conditions for passing**
1) Practical exam	30	A learner must be present for each of the sub- components
2) Journal and Viva	10	
Total	40	

14

Question Paper Pattern for Semester End Examination

Maximum Marks: 60 **Duration: 2 Hrs.**

Note: All questions are compulsory. Each question has an internal choice.

[Refer to Next Page]

Question Number		Nature of Questions	Maximum Marks
1)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
2)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
3)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
4)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		

Signatures of Team Members

Sr.No	**Name**	**Signature**
1.	Mr. Deepak Sharma	
2.		
3.		
4.		
5.		

List of Practical’s

1. Write a program to implement two agents to communicate with each other with message passing in Python/Prolog.
2. Write a program to implement the Hill climbing search algorithm in Python/Prolog.
3. Write a program to implement the Best first search algorithm in Python/Prolog.
4. Write a program to implement A* search algorithm in Python/Prolog.
5. Write a program to solve the Water-Jug Problem in Prolog.

AC –11-3-2025
Item No. –04
Approved by the BoS in Business Economics on 04-03-2025 Item No. 05

As Per NEP 2020

Tolani College of Commerce
(Autonomous)

Knowledge is Supreme

Syllabus for 4 credit Course From the academic year 2025-2026

Name of the Course: Introduction Public Finance

Programmes
Bachelor of Management Studies (BMS)
B.Com. in Accounting and Finance (BAF)
B. Com in Financial Markets (BFM)

Sr. No.	Heading	Particulars
1	**Description the course:** **Including but Not limited to:**	This course provides a comprehensive overview of the key concepts and principles governing public finance, focusing on the government's role in revenue generation, expenditure management, and fiscal policy. Designed to equip students with a foundational understanding of how governments at various levels (national, state, and local) manage their finances, this course explores into the critical elements of public finance, including public revenue, public expenditure, public debt, and fiscal policy. Through a combination of lectures, case studies, and real-world examples, students will gain insight into the complexities and challenges of managing government finances and how these decisions impact public welfare, economic stability, and public policy.
2	**Vertical:**	Minor
3	**Type:**	Theory
4	**Credit**:	4 credits
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted**:	100 marks (CE: 40 MARKS AND SEE: 60 MARKS)

7	**Course Objectives**: By end of this course student should be: 1) Analyze the fundamental concepts and principles of public finance, including its role in government operations and economic development. 2) Evaluate the various sources and methods of public revenue generation and their impact on government budgets and taxation. 3) Examine the intricacies of public expenditure and its role in delivering public services and promoting economic growth. 4) Demonstrate an understanding of fiscal policy and its application in managing economic cycles and addressing macroeconomic challenges.
8	**Course Outcomes**: Upon completion of this course students will be: 1) Apply foundational knowledge to critically assess and make recommendations regarding the financial strategies of governments at different levels. 2) Develop an understanding of how public finance decisions influence social and economic welfare and propose informed solutions to fiscal challenges. 3) Analyze the impact of fiscal policies on economic stability and their role in addressing economic issues such as inflation, recession, and unemployment. 4) Demonstrate an ability to think critically and engage in meaningful discussions about public finance issues, making informed decisions that contribute to sound fiscal management and public policy development.
9	**Module I: Introduction to Public Finance (15 lectures)**
	1. Public Finance: Meaning, importance and subject matter of public finance. 2. Important concepts: Public goods, Externalities, Impure public goods, Local public goods, Club good, Merit goods, Private goods, Market Failure, Tragedy of Commons, Asymmetric Information, Moral Hazard, and Adverse Selection. 3. The Principle of Maximum Social Advantage: Dalton and Musgrave's views, the Principle in Practice, Limitations, and the Dalton's Tests. 4. Scope of Government Activities: Market versus Government: The Debate on Privatisation and Public Services. 5. Excessive regulatory overreach: Understanding regulatory overreach, its impact on an economy and dealing with regulatory overreach.
	Module II: Public Revenue (15 hours)
	1. Meaning, importance, and source of Public Revenue: Tax and non-tax revenue. 2. Meaning of tax, its objectives, and Canons of Taxation. 3. Types of taxes: Direct and indirect taxes, tax base and rates of taxation: Proportional, progressive, and regressive taxation. 4. Shifting of tax burden: Impact and incidence of taxation and factors influencing incidence of taxation.

	5. Economic Effects of taxation: On income, wealth, consumption, production, savings, and investments.
	Module III: Public Expenditure and Public Debt (15 hours)
	1. Public expenditure: Meaning, canons, classification, and economic effects of public expenditure: On consumption, production, distribution, employment, and stabilisation. 2. Theories of Public Expenditure: The Wagner's Hypothesis and The Wiseman-Peacock Hypothesis. 3. Public Expenditure Growth: Causes of growth with reference to India. 4. Public Debt: Meaning, importance, and classification. 5. Burden of Debt Finance: Internal and external debt burden.
	Module IV: Fiscal policy and Management (15 hours)
	1. Fiscal Policy: Meaning, objectives, types (expansionary, contractionary, and neutral) and role in economic development. 2. Principles of Sound and Functional Finance: Balanced Budget Principle, Cyclical, and counter-cyclical fiscal policy. 3. Budget: Meaning, objectives, types, structure of the Union Budget, different types of deficits (revenue, fiscal, primary, and effective revenue deficits) and relationship between fiscal deficits and inflation. 4. The Fiscal Responsibility and Budget Management Act, 2003: Guidelines, Targets and Escape clause. 5. Intergovernmental Fiscal Relations: Fiscal Federalism and fiscal decentralization, Central-State Financial Relations, and the Recommendations of the 15th Finance Commission.
10	References: 1) Acemoglu,D; David Laibson and John List. Macroeconomics. New Delhi: Person India, 2020. 2) Bhatia H L. Public Finance. 27, New Delhi: Vikas Publishing House Pvt Ltd, 2012. 3) Ghosh, Ambar and Chandana Ghosh. 2. New Delhi: PHI Learning Private Limited, 2014. 4) Hyman, D. Public Finance: A Contemporary Application of Theory to Policy. 10. New York: South-Western, Cengage Learning, 2011. 5) Hindriks, Jean and Gareth D. Myles. Intermediate Public Economics. New Delhi: Prentice-Hall of India Private Limited, 2007. 6) Mankiw, N. Gregory. *Principles of Economics.* 6. New Delhi: Cengage Learning Pvt. Ltd., 2017. 7) Mishkin, Frederic S. *Macroeconomics: Policy and Practice.* 2. New Delhi: Pearson, 2017. 8) Ramesh Singh. Indian Economy.13. McGraw Hill.New Delhi, 2021-2022. 9) Samuelson P and Nordhaus W. Economics.20. New Delhi:McGraw Hill, 2020.

11	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**
12	**Continuous Evaluation through:**	
Sub-components		
1) Written assignment of 1000 words involving analysis of events related to the course taken from a newspaper, magazine, journal etc.		
2) Book review. The book selected must be approved by the teacher. A report of 1000 words must be submitted.		
3) Class test		
13	**Format of Question Paper:** for the final examination	

Question Paper Pattern for Semester End Examination (SEE)

Maximum Marks: 60 **Duration: 2 hours.**

Note: All questions are compulsory.

				MAX.MARKS
Q.1	a)		MODULE I	(5)
	b)			(5)
	c)			(5)
Q.2	a)		MODULE II	(5)
	b)			(5)
	c)			(5)
Q.3	a)		MODULE III	(5)
	b)			(5)
	c)			(5)
Q.4	a)		MODULE IV	(5)
	b)			(5)
	c)			(5)

Note sub-questions a, b and c can be on the following:

v) Definitions

vi) Short answers

vii) Explanatory notes

viii) Case lets and/or numerical problems requiring use of quantitative and/or qualitative methodology to find solutions.

@@@@@@@@@@@

AC
Item No.

As per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Discrete Mathematics

Syllabus for Four credit Course - From the academic year- 2025-2026

Name of the Course: Mathematics Minor-Semester IV

Programmes:

Bachelor of Management Studies
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets,
Bachelor of Science (Information Technology)

Sr. No.	Heading	Particulars
1	**Description the course:**	Discrete Mathematics is a branch of mathematics dealing with distinct and separate values, often used in computer science and logic. It covers topics like set theory, logic, combinatorics, graph theory, and number theory. The course focuses on mathematical reasoning, problem-solving, and proof techniques. It is essential for understanding algorithms, data structures, and cryptography. Applications include network design, optimization, and artificial intelligence.
2	**Vertical :**	Minor
3	**Type:**	Theory / Practical
4	**Credit**:	4 credits (2 credit = 30 Hours for Theory and 30 Hours of Practical work in a semester)
5	**Hours Allotted :**	60 Hours
6	**Marks Allotted**:	100 Marks (60 (SE) + 40 (CE))

<table>
<tr><td>7</td><td colspan="2">Course Objectives:
1. Develop Mathematical Reasoning – Enhance logical thinking and problem-solving skills through formal proofs and arguments.
2. Understand Fundamental Structures – Learn key concepts such as sets, relations, functions, graphs, and trees.
3. Apply Combinatorial Techniques – Solve counting problems, analyze permutations, combinations, and recurrence relations.
4. Explore Algorithmic Applications – Use discrete mathematics in computer science, including algorithms, cryptography, and optimization</td></tr>
<tr><td>8</td><td colspan="2">Course Outcomes:
1. Understand and apply mathematical logic, set theory, and proof strategies
2. Develop problem-solving skills and reasoning techniques necessary for rigorous mathematical arguments.
3. Apply fundamental counting principles, permutations, combinations, and binomial theorems.
4.Solve problems related to discrete probability, pigeonhole principle, and inclusion-exclusion principle.</td></tr>
<tr><td>9</td><td colspan="2">Modules:-</td></tr>
<tr><td></td><td colspan="2">Module 1: Sets (15 Hours)
● Sets and Subsets
● Operations on sets
● Sequences , Properties of integers
● Mathematical Structures</td></tr>
<tr><td></td><td colspan="2">Module 2. Logic (15 Hours)
● Propositions and logical Operations
● Conditional Statements
● Mathematical Induction
● Mathematical Statements, Logic and problem solving</td></tr>
<tr><td></td><td colspan="2">Module 3: Counting (15 Hours)
● Permutations and Combinations
● Pigeonhole Principle
● Recurrence Relations</td></tr>
<tr><td></td><td colspan="2">Module 4. Relations and Digraphs(15 Hours)
● Product set and Partitions
● Relations and Digraphs
● Properties of Relations, Equivalence relations
● Operations on relations</td></tr>
<tr><td>10</td><td colspan="2">Reference Books
1. Discrete Mathematics and Graph Theory" – Bhavanari Satyanarayana & Kuncham Syam Prasad
2. Discrete Mathematics" – Rajendra Akerkar & Rupali Akerkar
3. Discrete Mathematical Structures" – G. Shankar Rao
4. Discrete Mathematics and Its Applications" – T. Veerarajan</td></tr>
<tr><td>11</td><td>Internal Continuous Assessment: 40%</td><td>Semester End Examination : 60%</td></tr>
<tr><td>12</td><td>Continuous Evaluation through:</td><td>Assignment /Periodical Test</td></tr>
<tr><td>13</td><td colspan="2">Format of Question Paper: for the final examination
Q. 1 Attempt any Three (15 marks)
a.</td></tr>
</table>

	b. c. d. Q. 2 Attempt any Three (15 marks) a. b. c. d. Q. 3 Attempt any Three (15 marks) a. b. c. d. Q. 4 Attempt any Three (15 marks) a. b. c. d.

Signatures of Team members

Sr. No.	Name	Signature
1	Ms. Shubha Chaubal	
2	Ms. Priyanka Malvankar	

AC –

Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Sampling Distributions

Syllabus for Four credit Course-From the Academic Year- 2024-2025

Name of the Course: Statistics Minor: Semester IV- Sampling Distributions

Programmes:

Bachelor of Management Studies
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets,
Bachelor of Science (Information Technology)

Sr. No.	Heading	Particulars
1	**Description the course:**	Sampling distributions are fundamental in inferential statistics, where they serve as the basis for making inferences about population parameters from sample data Sampling distributions are applied in various fields, including market research, public opinion polling, quality control, epidemiology, and experimental design Sampling distributions are closely connected with other branches of statistics, including probability theory, hypothesis testing, estimation theory, and regression analysis
2	**Vertical :**	Minor
3	**Type :**	Theory / Practical
4	**Credit**:	4 credits (2 credit = 30 Hours for Theory or 30 Hours of Practical work in a semester)
5	**Hours Allotted :**	60 Hours
6	**Marks Allotted**:	100 Marks (60 (SE) + 40(CE))

7	**Course Objectives**: 1. Define fundamental concepts related to sampling distributions 2. Defining population, sample, parameter, statistic, and sampling variability 3. Introduce different types of sampling distributions, such as the sampling distribution of the sample mean, 4. Introduction of the sample proportion, sample variance, and other sample statistics.	
8	**Course Outcomes**: 1. Students will be proficient in estimating population parameters and constructing confidence intervals using sample statistics 2. Students will be able to understand the sampling distributions. 3. Students will be able to conduct hypothesis tests based on sampling distributions, 4. Specifying null and alternative hypotheses, calculating test statistics, and interpreting results	
9	**Modules**:-	
	Module 1: Tests of Significance (15 Hours) ● Definitions of Null Hypothesis, Alternate Hypothesis ● Types of Errors,Type I , Type II Errors ● One Tailed, Two Tailed Tests ● Level of Significance, 1%, 5% Level of Significance	
	Module 2: Confidence Interval (15 Hours) ● Critical Region, Confidence Interval ● Standard Error, t distribution ● Confidence interval for mean ● Difference between the Means, Concept of Degrees of Freedom	
	Module 3: Sampling Distributions (15 Hours) ● Chi Square Distribution, Degrees of Freedom ● Confidence Interval for the Variance of a Normal Population, Test for Independence of Attributes, Yates Correction ● F Distribution ● Mean, Mode and Standard Deviation of F Distribution	
	Module 4: Sampling Distributions II (15 Hours) ● Reciprocal of F Variate ● Interrelationship between t distribution, Chi square and Normal distribution ● Confidence Interval for Ratio of Variances of Two Independent Normal Populations ● Test of Equality of Variances of Two Independent Normal populations	
10	**Reference Books** ● Gupta, S.P. Statistical Methods. S. Chand & Co., 2021. ● Gupta, S.C., and V.K. Kapoor. Fundamentals of Mathematical Statistics. ● Agrawal, S.K. Theory of Probability Distributions. Bhaskar Publications. ● Singh, Rajeshwar. An Introduction to Probability and Distributions. Books & Allied Ltd. ● Murthy, M.N. Sampling Theory and Methods. Statistical Publishing Society.	
11	**Internal Continuous Assessment: 40%**	Semester End Examination : 60%
12	**Continuous Evaluation through:**	Assignment /Periodical Test
13	**Format of Question Paper:** Q. 1 Attempt any Three (15 marks) a.	

	b. c. d. Q. 2 Attempt any Three (15 marks) a. b. c. d. Q. 3 Attempt any Three (15 marks) a. b. c. d. Q. 4 Attempt any Three (15 marks) a. b. c. d.

Signatures of Team Members

Sr.No	Name	Signature
1.	Ms. Shubha Chaubal	
2.	Ms. Priyanka Malvankar	

11	**Reference Books:** **1.T. M Apostol, Calculus, Wiely & Sons Pvt Ltd.** **2. Ghorpade , Limaye , A course in Calculus and Real Analysis, Springer International Ltd** **3. Ajit and Kumaresan, A Basic Course in Real Analysis, CRC Press** **4. Shanti Narayan and Mittal, A Course in Mathematical Analysis, S. Chand and Co.**	
12	**Internal Continuous Assessment: 40%**	**Semester End Examination : 60%**
13	**Continuous Evaluation through:**	
14	**Format of Question Paper:** for the final examination	

Signatures of Team Members

Sr.No	Name	Signature
1.		
2.		
3.		
4.		
5.		

AC ITEM NO

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Recognised Linguistic (Sindhi) Minority Institution
(Affiliated to University of Mumbai
Re-Accredited (3rd Cycle) by N.A.A.C. with 'A' Grade

150-151, Sher-E-Punjab Society,
Guru Gobind Singh Road,
Andheri (East) Mumbai-400 093

Knowledge is Supreme

Title of the Course: Money Laundering: Decoding the Law and Measures of Prevention
Programme: Bachelor of Commerce (Management Studies)/Bachelor of Commerce (Accounting and Finance)/Bachelor of Commerce (Banking and Insurance)/Bachelor of Commerce (Financial Markets)/ Bachelor of Science (Information Technology)
Semester: IV

Syllabus for 2 Credit Course
From the academic year: 2024-2025

Name of the Course: Money Laundering: Decoding the Law and Measures of Prevention

B.COM(M.S), B.COM (A&F), B.COM (B&I), B.COM(FM) & B.SC(IT)		Semester – IV	
Course Name		Money Laundering: Decoding the Law and Measures of Prevention	
Periods per week (1 Period is 60 minutes)		2	
Credits		2	
		Hours	Marks
Evaluation System	Semester End Examination	1	30
	Continuous Evaluation		20

of of prevention

Sr. No.	Heading	Particulars
1	Description of the course:	The course is designed to cover the legalities associated to the complex economic offence of money laundering alongside the punishments that might accrue if one is convicted. The money obtained through illicit means cannot be used as one's own economic asset and requires a cleansing of sorts. The legitimization of the money received as gains from an illegal act brings us to the concept of money laundering. The instant course focuses on the sources, channels and modes of money laundering and discusses the various legal provisions attracted by them. The main focus of criminalizing money laundering is to take gain out of the crime or fraud. The idea for the establishing of the offence is that it is felonious for the individuals or business entities to aid the criminals to incentivize them from the proceeds of their pursuit of crimes or to ease the commission of such crimes by giving them financial services.
2	Vertical:	Open Elective
3	Type:	Theory
4	Credit:	2 credits (1 credit = 15 Hours for Theory)
5	Hours Allotted:	30 Hours
6	Marks Allotted:	50 Marks

7. Learning Objectives

Sr. No	Objectives
1	• To create awareness about various conventions relating to Anti Money Laundering Laws. • Understanding the various allied laws for preventing Money laundering.

8. **Learning Outcomes**

Sr. No	Enables the learners to-
1	• Various conventions relating to Anti Money Laundering Laws. • Understand the various allied laws for preventing Money laundering.

9. Syllabus

Module. No	Details	No. of Lectures
1	**Anti Money Laundering Laws, Treaties, Regulations and Nodal Authorities - An Overview**	15
	Origin and legislative background of Anti Money Laundering Laws, Definition, Size & reasons for Money Laundering, Origin of Money Laundering Transactions, Methods of Money Laundering, International Initiatives & Indian Laws of Money laundering Overview of International Conventions and Resolutions (Vienna Convention/ Starsbourg Convention/OECD Convention on Corruption/ United Nations Convention against Corruption) Overview of the Prevention of Money Laundering Act, 2002 (PMLA 2002) and the Prevention of Money Laundering Rules 2005 Overview of the Conservation of Foreign Exchange and Prevention of Smuggling Activities Act, 1974 (COFEPOSA) Over view of the Prohibition of Benami Property Transactions Act, 1988 Over view of the Prevention of Illicit Traffic in Narcotic Drugs and Psychotropic Substances Act, 1988	

Module. No	Details	No. of Lectures
2	**Overview of the Allied laws**	15
	Banking Regulation Act ,1949 Chit Funds Act ,1982 Reserve Bank of India (RBI) Act, 1934 Securities and Exchange Board of India (SEBI) Act, 1992 Insurance Act, 1938 Insurance Regulatory and Development Authority (IRDA) Act 1999 Foreign Exchange Management Act (FEMA), 1999 Black Money (Undisclosed Foreign Income And Assets) And Imposition Of Tax Act, 2015 Prevention of Corruption Act, 1988	

10. Reference Books

i. **CA Virendra K. Pamecha.** How To Detect & Investigate - Financial Frauds & Accounting Gimmicks Along with Professional Opportunities in Fraud Avoidance & Investigation published by Xcess Infostore Private Limited. ISBN-13 978-8194522188.

ii. **Charles E. Piper**. Contract and Procurement Fraud Investigation Guidebook published by Routledge Taylor and Francis Group. ISBN-13 978-1138044982.

iii. **Stamler Rodney T., Marschdorf Hans J and Possamai Mario**. Fraud Prevention and Detection published by Taylor & Francis Ltd. ISBN: 9780367867324, 9780367867324.

iv. **Sunder Gee**. Fraud and Fraud Detection: A Data Analytics Approach by. Published by Wiley Online Library. Print ISBN:9781118779651 |Online ISBN:9781118936764.

Evaluation Pattern

Continuous Evaluation (Internal Assessment)

Particular	Marks
Class test/ Case Study/Book Review/ Assignment/Report Writing/Presentation/Video Presentation	**20 Marks**

Semester End Examination

Question Paper Pattern

Maximum Marks: 30
Duration: 1 Hour.
All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	(From Module I) a. Theory (08 Marks) b. Theory (07 Marks) OR c. Theory (08 Marks) d. Theory (07 Marks)	15 Marks
Q-2	(From Module II) a. Theory (08 Marks) b. Theory (07 Marks) OR c. Theory (08 Marks) d. Theory (07 Marks)	15 Marks

Signatures of Team Member/s

Sr.No	Name	Signature
1.	Dr. Hema Mehta	

As Per NEP 2020

Tolani College of
Commerce
(Autonomous)

Title of the Course: Heritage of Mumbai

Name of the Programmes:

1. Bachelor of Commerce (Management Studies)
2. Bachelor of Commerce (Accountancy & Finance)
3. Bachelor of Commerce (Banking & Insurance)
4. Bachelor of Commerce (Financial Markets)
5. Bachelor of Science (Information Technology)

Semester IV

Syllabus for 2 Credit Course

From the academic year- 2025-2026

Name of the Course: Heritage of Mumbai

Sr. No.	Heading	Particulars
1	**Description the course:**	This course intends to unravel the evolution of Mumbai as megacity through its heritage. The course not only delves into the heritage of Mumbai from historic and cultural perspective but also explore the natural history.
2	**Vertical:**	Open Electives
3	**Type:**	Theory
4	**Credit**:	2 credits
5	**Hours Allotted:**	30 Hours
6	**Marks Allotted**:	50 Marks Continuous Evaluation 20 Marks Semester End Examination 30 Marks
7	**Course Objectives**: By end of this course learners should be introduced to: 1. the cultural heritage of Mumbai 2. the natural heritage of Mumbai	
8	**Course Outcomes**: The learners shall be able to: 1. appreciate the cultural evolution of Mumbai 2. appreciate the natural assets of Mumbai	

<table>
<tr><td rowspan="5">9</td><td>Module 1: Natural Heritage of Mumbai (15 Hours)</td></tr>
<tr><td>1. Physical features Mumbai: Location of Mumbai; Major physical features of Mumbai- Hills, Wetlands, Headlands
2. Biodiversity of Mumbai: Forest types of Mumbai; Fauna diversity; Floral Diversity; New discoveries and Iconic plants and animals of Mumbai
3. Conserving the natural heritage: Protected Areas in Mumbai; Other effective area-based conservation measures; Conservation Organisations and Institutes; Role of citizens in conserving the natural heritage of Mumbai.</td></tr>
<tr><td>Module 2: Cultural Heritage of Mumbai (15 Hours)</td></tr>
<tr><td>1. Built heritage of Mumbai: Meaning and types of built structures; Structures built during various rules- Satavahanas, Vakatakas, Konkan Mauryas, Chalukyas, Rashtrakutas, Silharas, Cholas, Delhi and Gujarat Sultanates, Marathas, Portuguese, British and Independent India.
2. People of Mumbai: Heritage of various communities in Mumbai- Attires, Food, Rituals and Festivals, Handicrafts
3. Conserving the cultural heritage: Gradation of heritage structures in Mumbai; Conservation Organisations and Institutes, Major heritage conservation project in Mumbai; Role of citizens in conserving the cultural heritage of Mumbai.</td></tr>
<tr><td>Map filling: Marking important sites of natural and cultural heritage in the outline map of Mumbai</td></tr>
<tr><td rowspan="2">10</td><td>Reference Books:</td></tr>
<tr><td>1. Agarwal, Bindu and Agarwal, Simran (2014), Mumbai: Architectural Guide, DOM Publishers, pp. 228, ISBN: 9783869228037
2. Bogart, D., & Chaudhary, L. (2012, May 1). Railways in Colonial India: An Economic Achievement? SSRN. https://ssrn.com/abstract=2073256
3. Dhavalikar, M.K., (2016), Cultural heritage of Mumbai, Chhatrapati Shivaji Maharaj Vastu Sangrahalaya, pp. 212, ISBN: 9788190832366, 8190832360
4. Douglas, J. (1883) A Book of Bombay. Bombay: Bombay Gazette Steam Press. [Pdf] Retrieved from the Library of Congress, https://www.loc.gov/item/2021667039/.
5. Fernandez Fiona, Illustrated by Sumedha Sah (2023) H for Heritage: Mumbai, Harper Children's, 124 pp, ISBN-10: 9356997926, ISBN-13:978-9356997929
6. Madgaonkar G. N., (2020) Mumbaiche Varnan, Varada Prakashan Pvt.Ltd; Sixth edition, 320 pp., ISBN-10: 8194572487 ISBN-13: 978-8194572480
7. Rajwade V.K., (2017). Mahikavatichi Bakhar, Komal Prakashan, 320 pp., ASIN: B07CCZHW96
8. Ranganathan Murali (Editor) Foreworded by Gyan Prakash (2009). Govind Narayan's Mumbai, Anthem Pr; First Edition, ed. 385 pp. ISBN-10: 1843313057 ISBN-13: 978-1843313052
9. Shirgaonkar Varsha, (2011), Exploring the Water Heritage of Mumbai, Aryan Books International, pp. xxii+170, ISBN-13: 978-81-7305-415-0
10. Soshte Siddharth Navin (2022). Mumbaicha Adnyat Itihas - Puri Te Mumbapuri, Notion Press Media Pvt Ltd., 70 pp., ASIN: B0BG22G91K. ISBN-13: 979-8888153673
11. Verghese Anila, Kamat Swarupa, Poncha Rashna (2018). Mumbai: Socio-Cultural Perspectives - Contributions of Ethnic Groups and Communities, Primus Books, pp. 268, ISBN-10: 9386552620, ISBN-13: 978-9386552624
12. Singh, U. (2009). A History of Ancient and Early Medieval India. Pearson Education India.
13. Tharoor, S. (2017). Inglorious Empire: What the British Did to India. Scribe Publications</td></tr>
</table>

11	**Websites:** 1. https://mumbaicity.gov.in/tourism/culture-heritage/ 2. https://waatavaran.org/biodiversity-by-the-bay/ 3. https://www.wwfindia.org/ 4. https://www.bnhs.org/ 5. https://www.asiaticsociety.org.in/ 6. https://csmvs.in/ 7. https://www.bdlmuseum.org/ 8. https://bori.ac.in/

13	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**	
14	**Continuous Evaluation through:**	Class test or Fieldwork-based project work and report or assignment or presentation or report-writing or article/ book review or topic-based activity	20 marks
15	**Format of Question Paper:**		

Question Number		Nature of Questions	Maximum Marks
1)		Attempt any TWO of the following: (From Module I)	10
	A.		
	B.		
	C.		
2)		Attempt any TWO of the following: (From Module II)	10
	A.		
	B.		
	C.		
3)	A.	Map-filling	10

Signatures of Team Members

Sr. No.	Name	Signature
1.	Mr. Kaustubh Bhagat	

AC –

Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: English Literature for Competitive Exams (Semester IV)

Programmes:

Bachelor of Commerce (Management Studies)
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets)
Bachelor of Science (Information Technology)

Syllabus for 2 Credit Course from the Academic Year 2025-2026

Name of the Course: English Literature for Competitive Exams

Sr. No.	Heading	Particulars
1	**Description of the course :** **Including but not limited to :**	This course introduces undergraduate students to essential English literature and linguistic components relevant to competitive exams. Key literary figures, movements, and literary terms commonly referenced in exams. Reading comprehension, writing skills, and phonetics relevant to competitive exams like IELTS, TOEFL, CAT, MAT, and aptitude tests. Analytical reasoning applied to literary texts and language-based questions.
2	**Vertical :**	Open Elective
3	**Type :**	Theory
4	**Credit** :	2 credits
5	**Hours Allotted :**	30 Hours
6	**Marks Allotted** :	50 Marks Continuous Evaluation 20 marks and Semester End Examination 30 marks
7	**Course Objectives:** 1. Develop an understanding of key literary figures, movements, and terminology frequently referenced in competitive exams. 2. Improve reading comprehension skills for exams like IELTS, TOEFL, CAT, MAT, and commerce-related tests. 3. Enhance their writing skills for essay-based and analytical reasoning exams. 4. Gain foundational knowledge of phonetics for better pronunciation and spoken communication.	
8	**Course Outcomes**: 1. Identify and analyze key literary figures, movements, and literary terms. 2. Apply reading strategies to comprehension passages in competitive exams. 3. Demonstrate effective writing techniques in essay and précis writing. 4. Use phonetics-based strategies for improved spoken English.	

9	**Module 1: Literary Topics in Competitive Exams (15 Hours)**
	Key Literary Figures and Movements ● Major British, American, and Indian writers relevant to exams ● Literary movements and their significance in exam-based questions **Essential Literary Terms and Devices** ● Commonly tested terms: Allegory, Metaphor, Satire, Magic Realism ● Identifying these devices in unseen passages **Exam-Oriented Literary Analysis** ● Recognising themes, styles, and narrative techniques ● Inferring meaning, authorial intent, and cultural context in literature-based questions
	Module 2: Language Skills for Competitive Exams (15 Hours)
	Reading Comprehension Strategies ● Skimming, scanning, and identifying main ideas (IELTS/TOEFL/CAT/MAT focus) ● Understanding tone, purpose, and implied meanings **Writing Skills for Competitive Exams** ● Essay writing, précis writing, structuring effective responses ● Summarisation and argument analysis **Introduction to Phonetics and Pronunciation** ● Phonemes, stress, and intonation patterns in English ● Common pronunciation errors and phonetic transcription basics
10	**Secondary Reading List** ● "A Glossary of Literary Terms" – M.H. Abrams ● "How to Read Literature Like a Professor" – Thomas C. Foster ● "Word Power Made Easy" – Norman Lewis ● “How to read better and Faster” - Norman Lewis ● “All about words” - Maxwell Nurnberg and Morris Rosenblun ● “Questions you Always wanted to ask about English” - Maxwell Nurnberg

11	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**	
12	**Continuous Evaluation through:** **(20 marks)**	Mock Test for Reading Comprehension & Grammar, Periodical Test, Timed Writing Exercises, Oral Presentation,	A learner must be present for each of the sub-componen ts

		Phonetics Exercise, Listening Comprehension	

13	**Format of SEE Question Paper: (30 marks)**		
	Question No.	**Nature of Question**	**Maximum Marks**
	Q-1	Answer the following questions: (attempt any 3 of 4) a) b) c) d)	15 Marks
	Q-2	Answer the following questions: (attempt any 3 of 4) a) b) c) d)	15 Marks

Signatures of Team Members

Sr.No.	Name	Signature
1.	Ms. Amrita Nambiar	
2.	Dr. Swati Bhise	

AC –

Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

विद्या परम दैवतम्।

Knowledge is Supreme

Title of the Course: Personality Development
(Semester IV)

Programmes:

Bachelor of Commerce (Management Studies)
Bachelor of Commerce (Accounting & Finance)
Bachelor of Commerce (Banking & Insurance)
Bachelor of Commerce (Financial Markets)

Syllabus for 2 Credit Course from the Academic Year 2025-2026

Name of the Course: Personality Development

<table>
<tr><th>Sr. No.</th><th>Heading</th><th>Particulars</th></tr>
<tr><td>1</td><td>Description of the course :

Including but not limited to :</td><td>This course aims to equip undergraduate students with essential skills for personal and professional growth.

The course also focuses on methods to improve confidence and persuasive communication.

Through interactive activities and practical demonstrations, students will be prepared to build a strong personal brand and professional presence in diverse settings.</td></tr>
<tr><td>2</td><td>Vertical :</td><td>Skill Enhancement Course (SEC)</td></tr>
<tr><td>3</td><td>Type :</td><td>Theory</td></tr>
<tr><td>4</td><td>Credit :</td><td>2 credits</td></tr>
<tr><td>5</td><td>Hours Allotted :</td><td>30 Hours</td></tr>
<tr><td>6</td><td>Marks Allotted :</td><td>50 Marks
Continuous Evaluation 20 marks and
Semester End Examination 30 marks</td></tr>
<tr><td>7</td><td colspan="2">Course Objectives:
1. To develop self-awareness and understand personal strengths, weaknesses, values, and goals.
2. To enhance emotional intelligence, stress management, and adaptability.
3. To cultivate leadership qualities, professional branding, and confidence in workplace settings.
4. To equip students with interpersonal skills for professional and personal growth.</td></tr>
<tr><td>8</td><td colspan="2">Course Outcomes:
1. Demonstrate self-awareness and goal setting for personal growth.
2. Apply emotional intelligence and adaptability in various professional contexts.
3. Exhibit leadership, personal branding, and networking skills.
4. Showcase professional communication and interpersonal effectiveness.</td></tr>
</table>

9	**Module 1: Intrapersonal Development (15 Hours)**
	Self-Awareness and Personal Growth ● Understanding self-awareness and its importance ● Assessing personal strengths, weaknesses, and values ● Goal-setting strategies and vision-building **Emotional Intelligence and Resilience** ● Developing emotional intelligence and self-regulation techniques ● Managing stress and developing adaptability ● Strategies for building resilience in challenging situations **Communication and Relationship Building** ● Verbal and non-verbal communication techniques ● Active listening and assertive communication ● Identifying and using different communication styles (direct, indirect, formal, informal)
	Module 2: Interpersonal and Professional Effectiveness (15 Hours)
	Leadership and Professional Presence ● Key elements of executive presence: grooming, posture, and body language. ● Leadership styles and qualities ● Conflict resolution and team collaboration **Communication and Expressive Skills** ● Basics of public speaking and speech structuring ● Critical thinking in argumentation and Consensus building ● Storytelling and motivational/inspirational speaking **Advanced Public Speaking and Delivery Methods** ● Impromptu and extemporaneous speaking ● Panel discussions and structured debates ● Persuasive and motivational speaking
10	**Secondary Reading List** ● Brown, Angela R. Leadership Mastery: Strategies for Effective Decision Making and Problem Solving. HarperCollins, 2024. ● Davis, Michael. Interview Excellence: Mastering New Age Interview Techniques. Academic Publishing, 2023.

	• Johnson, Mary. Transitioning Successfully: Campus to Corporate Soft Skills. XYZ Press, 2022. • Smith, John. Soft Skills in the Workplace: A Comprehensive Guide. Acme Publishing, 2023. • Thompson, Emily. The Art of Professional Communication: Soft Skills for the Digital Age. Beacon Books, 2024. • Lucas, Stephen E. The Art of Public Speaking. McGraw-Hill, 2019. • Harvard Business Review. HBR Guide to Persuasive Presentations. Harvard Business Review Press, 2012. • Pease, Allan and Barbara Pease. The Definitive Book of Body Language. Bantam, 2004. • Covey, Stephen R. The 7 Habits of Highly Effective People. Free Press, 1989.

11	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**	
12	**Continuous Evaluation through: (20 marks)**	Periodical Test, Oral Presentation, Extemporaneous Speech, Case studies, Public speaking competition	A learner must be present for each of the sub-components
13	**SEE Evaluation: Practical Demonstration (30 marks)**		
	A. Role-Play Simulation (30 Marks) **Objective: Evaluate critical thinking, decision making, interpersonal skills, adaptability, professional presence and the ability to provide constructive feedback in realistic scenarios.** **Format:** • **Group A:** Presents the role-play simulation (20 Marks). • **Group B:** Observes, analyses, and presents feedback based on rubrics (10 Marks). • The pattern is reversed, allowing all students to experience both presenting and evaluating. **Teacher Evaluation Parameters:** **For Group A (20 Marks): Presenting the Simulation** 1. **Critical Thinking and Decision-Making (5 Marks):** ○ Ability to assess the situation critically. ○ Making appropriate and well-thought-out decisions during the simulation. 2. **Interpersonal Conflict Handling (5 Marks):** ○ Skill in responding appropriately to challenging scenarios. ○ Flexibility and responsiveness in handling unexpected developments. 3. **Professionalism (5 Marks):** ○ Maintain a professional demeanour, including body language, tone, and attire.		

	◦ Adherence to workplace norms during role-play. 4. **Team Coordination (5 Marks):** ◦ Evidence of effective collaboration among team members. ◦ Distribution and execution of roles to achieve the task's objectives. **For Group B (10 Marks): Observation and Feedback** 1. **Observation and Analysis (5 Marks):** ◦ Quality of insights based on the scenario's key aspects (e.g., decisions, conflict resolution). ◦ Using the provided rubric effectively to identify strengths and improvement areas. 2. **Constructive Feedback Delivery (5 Marks):** ◦ Ability to present feedback clearly, concisely, and respectfully ◦ Suggestions provided are actionable and relevant to the scenario. Note: Evaluation rubrics must be clearly defined by the faculty.

Signatures of Team Members

Sr.No.	Name	Signature
1.	Ms. Amrita Nambiar	
2.	Dr. Swati Bhise	

AC –
Item No. –

As Per NEP 2020

Tolani College of
Commerce
(Autonomous)

Knowledge is Supreme

अभ्यासक्रमाचे शीर्षक: मराठी भाषेचे आधुनिक आणि वैश्विक संदर्भातील महत्त्व (सेमेस्टर IV)

Title of the Course: Significance of Marathi language in the modern and global context (Semester IV)

	कोर्सेस" [Programmes:]
1)	Bachelor of Commerce (B.Com.)
2)	Bachelor of Management Studies (BMS)
3)	B.Com. in Accounting and Finance (BAF)
4)	B. Com in Banking and Insurance (BBI)
5)	B. Com in Financial Markets (BFM)
6)	Bachelor of Science in Information Technology (B.Sc.I.T.)
7)	Bachelor of Business Administration in Logistics (BBA Logistics)

२ क्रेडिट अभ्यासक्रम शैक्षणिक वर्ष 2024-2025
□□□□□

Syllabus for 2 credit Course From the academic year 2024-2025

अभ्यासक्रमाचे शीर्षक: मराठी भाषेचे आधुनिक आणि वैश्विक संदर्भातील महत्त्व

Name of the Course: Significance of Marathi language in the modern and global context

संख्या Sr. No.	शीर्षक Heading	तपशील Particulars
1	**अभ्यासक्रमाचे विवेचन: हे आहे, परंतु सीमित नाही:**	हा अभ्यासक्रम उद्दीष्टांसाठी, विद्यार्थ्यांना मराठी भाषेचे महत्त्व समजवण्यात आणि त्याचे वैश्विक संदर्भात सामाजिक आणि आर्थिक साथी बनवण्यात सहायक होण्यात सक्षम करण्यात आले जाते. या अभ्यासक्रमात मुख्य विषयांमध्ये भाषा, साहित्य, कला, आणि आपल्या समाजातील सांस्कृतिक समृद्धीसाठी मराठी भाषेचे सामाजिक आणि सांस्कृतिक महत्त्व प्रोत्साहन करणे आहे.
2	**उत्तरदिशी:**	क्षमता वाढवणारा अभ्यासक्रम
3	**अर्धवार्षिक:**	IV
4	**प्रकार:**	सिद्धांत आणि व्यावसाय
5	**आदान-प्रदान:**	2 क्रेडिट (1 व्याख्यानासाठी + 1 ट्यूटोरियल/व्यावसायिक साठी)
6	**कालावधी निर्धारित:**	30 तास
7	**गुण आवंटित:**	30 गुण
8	**पाठ्यक्रमाचं उद्देश्य:** ह्या अभ्यासक्रम समाप्तीस विद्यार्थ्यांना हे होणे आवश्यक आहे: 1. शिकणार्यांना मराठी साहित्य, मीडिया, आणि सांस्कृतिक प्रवृत्तींच्या सर्वांगीण समज, कृतीची विमर्शात्मक क्षमता, आणि मराठी भाषेतील प्रभावी संवाद क्षमता प्रदान करणे हे होईल 2. उद्दिष्ट हे आहे की विद्यार्थ्यांना जागरूक करण्यात येणारे ज्ञान आणि कौशल पुरवून, त्यांना आंतरराष्ट्रीय समुदायात सामील होण्याची क्षमता वाढवायची, आंतरराष्ट्रीय स्तरावर मराठी सांस्कृतिक आणि भाषेत आत्म-गर्व स्थापित करणारे.	
9	**पाठ्यक्रमाचं गुणांकन:** ह्या अभ्यासक्रम समाप्तीनंतर विद्यार्थ्यांना: 1. या एककालीन, विद्यार्थ्यांना मराठी साहित्य, मिडिया, आणि समकालीन सांस्कृतिक प्रवृत्तींची समृद्धि होईल. त्यांना साहित्यिक कृतींची कठोर विश्लेषण करण्यास, सद्रंथी संवादांमध्ये सहभागी होण्यास, चालू घडद्यांच्या विचारांमध्ये सहभागी होण्यास सामर्थ्य होईल. 2. हे उद्दिष्ट साधल्यास, व्यक्त्यांना सांस्कृतिक संवेदनशीलतेत आणि आंतरभाषी चर्चांमध्ये योगदान करण्यात आणि वैश्विक पहाण्यात सहभागी होऊन, विश्व सातत्यातील कार्यक्रमांमध्ये सहभागी होण्यात सक्षम होण्याची आशा आहे. त्यांना आपली भूमिका निभावीता आणि वैश्विक स्तरावर मराठी सांस्कृतिक आणि भाषेचे संवर्धन आणि संरक्षण करण्यात सहभागी होण्यात सक्षम होण्याची अपेक्षा आहे	

10	**एकक – 1 मराठी साहित्य आणि मिडिया अन्वेषण (15 तास)**
	• मराठी साहित्य म्हंजे काय?
	• मराठी साहित्याचा इतिहास
	• मराठी गीते व त्यांचा विकास
	• मराठी संस्कृती आणि नाटक
	• पॉडकास्टिंग आणि नवीन मिडिया
	एकक – 2 आंतरराष्ट्रीय संदर्भात मराठी (15 तास)
	• परदेशास्थित मराठी माणूस
	• व्यापार आणि आर्थिक संबंध
	• मराठी स्टार्टअप्स
	• आंतरराष्ट्रीय स्टरावरिल मराठी उत्सव आणि कार्यक्रम
	• आंतरराष्ट्रीय स्टरावरिल मराठी कला आणि संगीत
11	**संदर्भ:** • C.K Patil, Marathi Sahitya ani Sanskruti • V.S Khandekar, Marathi Lokkatha ani Natak • Vitthal Indira Venkatesh Kamat, Startup Karnarach Mi Udyojak Honarach Mi:,2020. • Ashok Ranade Hindi Chitrapatgeet: Parampara ani Avishkar, 2020 • Ujwala Barve, Nachiket Kshire Podcasting - Digital Awaajachi Duniya in Marathi, 2023 • https://en.wikipedia.org/wiki/Marathi_people#History • https://www.sahapedia.org/sites/default/files/A%20Historical%20Account%20of%20Marathi%20Stage%20Music.pdf • https://en.wikipedia.org/wiki/Marathi_cinema#:~:text=During%20Marathi%20cinema's%20infancy%2C%20that,being%20made%20about%20social%20subjects%2C • https://marathipodcasts.buzzsprout.com/ • https://www.amarchitrakatha.com/literature_details/the-pioneers-of-marathi-natyasangeet/

12	**आंतरिक नियमित मूल्यांकन: 40%**	**सेमेस्टर समाप्त परीक्षा: 60%**
13	**नियमित मूल्यांकनाच्या माध्यमातून**	

घटक	उच्चतम गुण	प्रत्येक घटकात किमान गुणांक
1) प्रस्तुति	05 गुण	प्रत्येक उप-घटकासाठी विद्यार्थ्यांची उपस्थिती आवश्यक आहे
2) लिखित परियोजना	05 गुण	
3) बहु-विकल्प प्रश्नांच्या आधारित परीक्षण गुण	10 गुण	
एकूण गुण	20 गुण	

14	**शेवटच्या परीक्षेच्या प्रश्नपत्राचा स्वरूप**

सेमेस्टर अंत परीक्षा (SEE) साठी प्रश्नपत्रिकेचं स्वरूप:

उच्चतम गुण: 30 **पास होण्यासाठी किमान गुण: 12** **कालावधी: 1 तास**

टिप: सर्व प्रश्न आवश्यक आहेत. प्रत्येक प्रश्नात आंतरिक पर्याय आहे.

प्रश्नांची संख्या		प्रश्नांची स्वभाव	उच्चतम गुण	कोणत्याही अध्यायातून
1)		खालील की प्रयत्न करा	**15 गुण**	अध्याय 1
	a)	दीर्घोत्तरी प्रश्न	05 गुण	
	b)	दीर्घोत्तरी प्रश्न	05 गुण	
	c)	दीर्घोत्तरी प्रश्न	05 गुण	
2)		खालील की प्रयत्न करा	**15 गुण**	अध्याय 2
	a)	लघुतरी प्रश्न	05 गुण	
	b)	लघुतरी प्रश्न	05 गुण	
	c)	लघुतरी प्रश्न	05 गुण	
		एकूण गुण	**30 गुण**	

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

कोर्स का शीर्षक: आधुनिक भारत: समृद्धि से सांस्कृतिक विविधता तक (सेमेस्टर IV)

Title of the Course: Modern India: From Prosperity to Cultural Diversity (Semester IV)

	शैक्षणिक कार्यक्रम **[Programmes:]**
1)	Bachelor of Commerce (B.Com.)
2)	Bachelor of Management Studies (BMS)
3)	B.Com. in Accounting and Finance (BAF)
4)	B. Com in Banking and Insurance (BBI)
5)	B. Com in Financial Markets (BFM)
6)	Bachelor of Science in Information Technology (B.Sc.I.T.)
7)	Bachelor of Business Administration in Logistics (BBA Logistics)

२ क्रेडिट कोर्स का पाठ्यक्रम शैक्षिक वर्ष 2024-2025 से

Syllabus for 2 credit Course from the academic year 2024-2025

कोर्स का नाम: आधुनिक भारत: समृद्धि से सांस्कृतिक विविधता तक

Name of the Course: Modern India: From Prosperity to Cultural Diversity

क्रमांक Sr. No.	शीर्षक Heading	विवरण Particulars
1	**कोर्स का विवरण:** **इसमें शामिल है, लेकिन सीमित नहीं है:**	यह पाठ्यक्रम एक सुदृढ़ और समर्थ भारत की ओर एक यात्रा का हिस्सा है, जो विद्यार्थियों को आधुनिक भारतीय समाज के विभिन्न पहलुओं के साथ परिचित कराएगा। इस पाठ्यक्रम में हम विज्ञान, साहित्य, सामाजिक विज्ञान, और तकनीकी प्रगति के क्षेत्र में भारत के विकास को विशेषज्ञता के साथ देखेंगे।
2	**ऊर्ध्वाधारी:**	क्षमता सुधारने वाला कोर्स
3	**सेमेस्टर:**	IV
4	**प्रकार:**	सिद्धांत और व्यावसायिक
5	**क्रेडिट:**	2 क्रेडिट (1 लेक्चर के लिए + 1 ट्यूटरियल/व्यावसायिक के लिए)
6	**समय आवंटित:**	30 घंटे
7	**मार्क्स आवंटित:**	30 मार्क्स
8	**पाठ्यक्रम का उद्देश्य:** इस कोर्स के अंत तक छात्र को यह होना चाहिए: 1. विद्यार्थियों को समझाना कि स्वच्छता, पर्यावरण, और सांस्कृतिक उत्थान कैसे सामृद्धिक और सामाजिक सुरक्षा में एक महत्वपूर्ण योगदान के रूप में कार्य कर सकते हैं। 2. छात्रों को यह सिखाना कि हिंदी भाषा का विश्व में योगदान क्यों महत्वपूर्ण है, उसका सांस्कृतिक, आर्थिक, और सामाजिक परिप्रेक्ष्य समझाना।	
9	**पाठ्यक्रम अधिगम प्रतिफल:** इस कोर्स के पूर्णांतर छात्र होंगे: 1. छात्र यह सीखेंगे कि स्वच्छता, पर्यावरण, और सांस्कृतिक उत्थान में सकारात्मक योगदान करके वे समाज में समर्पितता और जागरूकता कैसे बढ़ा सकते हैं। 2. छात्र सीखेंगे कि हिंदी भाषा का विश्व में योगदान करना सिर्फ भाषा की सीमा से बहुतर है, और इससे कैसे सांस्कृतिक विविधता को बढ़ावा मिलता है।	

10	**इकाई – 1 भारतीय समृद्धि: स्वच्छता, पर्यावरण, और सांस्कृतिक उत्थान के नए परिप्रेक्ष्य (15 घंटे)**
	• स्वच्छ भारत अभियान
	• जलवायु परिवर्तन
	• नारी शक्ति
	• भाषा और साहित्य
	• कला और सांस्कृतिक प्रसार
	इकाई – 2 हिंदी भाषा का विश्व में योगदान (15 घंटे)
	• वैश्विक व्यापार और कूटनीति
	• सोशल मीडिया और ऑनलाइन सामग्री
	• साहित्य और कला
	• पर्यटन
	• अनुसंधान और परियोजना कार्य
11	**संदर्भ:** 1) Bharat Ratna Dr. APJ Abdul Kalam. Hindi: Swachhata Ki Ore...Badhte Kadam. 2014 2) Neeru Majumdar. Hindi: Phir Phir Pyas. 1958. 3) J.R.D Tata. Hindi: Vishwas Ki Ranniti: Ek Vyaparik Alochana. 1995 4) Neeti Virodhi. Hindi: Social Media Raajneeti. 2018 5) Sumitranandan PANT. Hindi: Bhraman Yatra. 1953 6) https://www.academia.edu/download/54720570/JCC_Journal_June_2017-06092017.pdf#page=50 7) https://www.superprof.co.in/blog/hindi-language-influence/ 8) https://www.इंडिया.सरकार.भारत/topics/travel-tourism 9) https://www.drishtiias.com/hindi/printpdf/climate-change-a-global-challenge 10) https://leverageedu.com/blog/hi/trending-antarrashtriya-star-par-hindi-bhasha-ka-mahatva/

12	**आंतरिक सतत मूल्यांकन: 40%**	**सेमेस्टर समाप्त परीक्षा: 60%**
13	**सतत मूल्यांकन के माध्यम से:**	

उपघटक	अधिकतम अंक	प्रत्येक उपघटक में न्यूनतम पारी गई अंक
1) प्रस्तुति	05 अंक	a) प्रत्येक उप-घटक के लिए छात्र उपस्थित होना चाहिए
2) लिखित परियोजना	05 अंक	
3) बहु विकल्पीय प्रश्न आधारित परीक्षण अंक	10 अंक	
कुल अंक	20 अंक	

14	**आखिरी परीक्षा के लिए प्रश्न पत्र का प्रारूप**

सेमेस्टर अंत परीक्षा (SEE) के लिए प्रश्न पत्र पैटर्न

अधिकतम अंक: 30 **उत्तीर्ण होने के लिए न्यूनतम अंक: 12** **अवधि: 1 घंटा**

नोट: सभी प्रश्न अनिवार्य हैं। प्रत्येक प्रश्न में आंतरिक विकल्प है।

प्रश्न संख्या"		प्रश्नों का स्वभाव	अधिकतम अंक	किस इकाई से
1)		निम्नलिखित का प्रयास करें	**15 अंक**	इकाई – 1
	a)	पूरे लंबाई का प्रश्न	05 अंक	
	b)	पूरे लंबाई का प्रश्न	05 अंक	
	c)	पूरे लंबाई का प्रश्न	05 अंक	
2)		निम्नलिखित का प्रयास करें	**15 अंक**	इकाई – 2
	a)	शॉर्ट नोट	05 अंक	
	b)	शॉर्ट नोट	05 अंक	
	c)	शॉर्ट नोट	05 अंक	
		कुल अंक	**30 अंक**	