



HSNC Board's

Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code : 217-JD Office : T14



Principal : Dr. Manju Lalwani Pathak

Ref. No: CHM (A) AC/02/2026-27

Date: 27th June, 2026

CIRCULAR

The immediate attention of all concerned is invited to this Office Circular No. CHM (A) AC 11/2026 dated 19th June, 2026 regarding Choice Based and Credit Based Syllabus (CBCS), of Smt. CHM College (Autonomous), under the guidelines of University of Mumbai, as per Academic Framework of NEP 2020, for all subjects of T.Y.B.Com in Investment Management SEM-V and SEM-VI.

This is in continuation with curriculum approved by Academic Council for all the subjects of F.Y.B.Com in Investment Management (SEM-I), S.Y.B.Com in Investment Management (SEM-III) and F.Y.B.Com in Investment Management (SEM-II) & S.Y.B.Com in Investment Management (SEM – IV) vide Circular Reference Numbers CHM (A) AC/C/01/2025 dated 18th June, 2025, CHM (A) AC/C/01A/2025 dated 21st July 2025 and CHM (A) AC/C/02/2025 dated 20th November, 2025 respectively.

It is hereby communicated that the recommendations of the curriculum designed by the Ad-hoc Board of Studies in Investment Management coordinated by the Dean, Faculty of Commerce in the meeting of Academic Council held on 20th June, 2026 have been approved.

In accordance, therewith, the syllabus as per the CBCS, has been brought into force with effect from the Academic Year 2026-27 for T.Y.B.Com in Investment Management, in continuation with syllabus of F.Y. B.Com in Investment Management and S.Y. B.Com in Investment Management of 2025-2026 (updated), and accordingly the same is attached for reference and is available on the College's website www.chmcollege.in

Ulhasnagar – 421003

27th June 2026

Dr. Manju Lalwani Pathak
Principal & Chairperson, Academic Council

Copy forwarded for information to:

1. The Office of Chairperson, Academic Council
2. The Dean, Faculty of Commerce
3. The Chairperson, Ad-hoc Board of Studies
4. The Controller of Examination
5. The Registrar



**HSNC Board's
Smt. Chandibai Himathmal Mansukhani College,
Ulhasnagar
(Autonomous)
Affiliated to the University of Mumbai**

**Bachelor of Commerce
(Investment Management)
(Self-Financing Course)**

Semester – I

**Choice Based and Credit Based syllabus
as per NEP 2020 with effect from the
Academic Year 2025-2026**

PREAMBLE

The Bachelor of Commerce in Investment Management (BIM) program equips students with essential knowledge of financial markets, investment strategies, and risk assessment. It covers key investment avenues such as equities, bonds, mutual funds, and derivatives, emphasizing analytical thinking and real-world application. The curriculum integrates ethical practices, regulatory frameworks, and investor protection to shape responsible finance professionals. Students gain practical skills in portfolio management, economic trend analysis, and financial planning. The course fosters entrepreneurial and strategic thinking, preparing graduates for careers in investment advisory, wealth management, and financial analysis within the dynamic global financial landscape.

PROGRAMME OUTCOMES (POs)

PO1 – Disciplinary Knowledge: Demonstrate comprehensive knowledge and understanding of investment management, financial markets, portfolio management, mutual funds, taxation, banking, risk management, derivatives, commodities, venture capital, and related financial disciplines.

PO2 – Practical and Procedural Knowledge: Acquire practical and procedural knowledge required for investment advisory services, portfolio construction, financial planning, taxation, investment operations, regulatory compliance, and financial service delivery.

PO3 – Disciplinary Skills: Develop specialized skills in security analysis, investment decision-making, portfolio management, credit risk assessment, mutual fund management, and financial strategy formulation.

PO4 – Application and Extrapolation: Apply theoretical and practical knowledge of investment management to analyse financial opportunities, evaluate investment alternatives, and address emerging market challenges in diverse business environments.

PO5 – Complex Problem Solving: Identify, analyse, and solve complex investment and financial problems involving risk-return trade-offs, portfolio diversification, taxation, market volatility, and regulatory requirements.

PO6 – Critical Thinking: Critically evaluate financial data, investment products, market trends, economic indicators, and regulatory developments to make informed investment decisions.

PO7 – Creativity: Demonstrate innovation and creativity in designing investment strategies, financial plans, portfolio solutions, and wealth management approaches that address changing investor needs.

PO8 – Communication Skills: Communicate investment recommendations, financial analyses, research findings, and professional reports effectively to clients, investors, organisations, and other stakeholders.

PO9 – Research-related Skills: Conduct financial and investment research using appropriate methodologies, analytical tools, databases, and market information to generate evidence-based insights.

PO10 – Coordinating / Collaborating with Others: Work effectively in multidisciplinary and multicultural teams by demonstrating cooperation, coordination, professionalism, and stakeholder engagement skills.

PO11 – Leadership Readiness / Qualities: Demonstrate leadership, initiative, accountability, and decision-making abilities while managing investment projects, client portfolios, financial assignments, and professional responsibilities.

PO12 – Digital and Technological Skills (Digital Literacy): Utilize financial software, investment platforms, data analytics tools, fintech applications, AI-enabled technologies, and digital systems for investment analysis, reporting, and decision-making.

Programme Structure

SEMESTER I

Level	Sem	Major	Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	CC	Cum. Cr./Sem.
4.5	I	2+2+2 Financial Accounting I (2) Financial Accounting II (2) Personal Financial Planning (2)	- Not Applicable	2+2 Economics for professional careers-I (2) Choice based (Chose during form filling) (2)	2+2 Investment Operations (2) Office Operations (2)	2+2+2 Business Communication Skills (2) OR Communication Skills in Sindhi (2) Environmental Management and Sustainable Development-I (2) Indian Knowledge System (2)	2 Cocurricular Course – I (2)	22

Programme Structure

SEMESTER II

Level	Sem	Major	Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	CC`	Cum. Cr./Sem.
4.5	II	2+2+2 Basics of Investment Management – I (2) Basics of Investment Management – II (2) Investment Products (2)	2 Industry & Service management - I (Basics of I & S) (2)	2+2 Economics for professional careers-II (2) Choice based (Chose during form filling) (2)	2+2 Foundation of Forex Market (2) Investment Marketing (2)	2+2 Business Communication Skills (2) OR Communication Skills in Sindhi (2) Environmental Management and Sustainable Development-II (2)	2 Cocurricular Course – II (2)	22

Programme Structure

SEMESTER III

Level	Sem	Major	Minor	OE	VSC, SEC (VSEC)	AEC	FP, CC	Cum. Cr./Sem.
5	III	4+4 Strategic Mutual Fund Management (4) Cost Accounting – I (4)	4 Industry & Service Management - II (Strategic Financial Management) (4)	2 Choice based OE (2)	2 Investment Laws and Regulatory Framework (2)	2 Business Communication Skills (2) OR हदी भाषा : कौशल के आधार (2) OR लेखन कौशल्ये – १ (कायालयीन लेखनव्यवहार आणि पत्रव्यवहार) (2)	2+2 Co-curricular Course (2) Field project (2)	22

Programme Structure

SEMESTER IV

Level	Sem	Major	Minor	OE	VSC, SEC (VSEC)	AEC,	FP, CC,	Cum. Cr./Sem.
5	IV	4+4 Financial Statement Analysis (4) Security Analysis and Portfolio Management (4)	4 Industry and Service Management - III (Project & Customer Relationship Management) (4)	2 Choice based OE (2)	2 Information Technology Driven Investment Management (2)	2 Business Communication Skills (2) OR हदी भाषा : व्यावहिक प्रयोग (2) OR लेखन कौशल्ये - २ (महाजालावरील लेखन) (2)	2+2 Co-curricular Course (2) Field project (2)	22

Programme Structure

SEMESTER V

Level	Sem	Major		Minor	OE	VSC, SEC (VSEC)	AEC	FP, CC	Cum. Cr./Se m.
		Mandatory	Electives						
5.5	V	4+4+2	4	4	-	2	-	2	22
		Corporate Accounting for Investment Decisions (4) Introduction to Indirect Taxation & GST Framework (4) Foundation of Indian Knowledge Systems in Finance (2)	Credit Risk Management (4)	Industry & Service Management IV (Production, Operations & Design Thinking) (4)		Venture Capital (2)		FP/CEP (2)	

Programme Structure

SEMESTER VI

Level	Sem	Major		Minor	OE	VSC, SEC (VSEC)	AEC	FP, CC	Cum. Cr./Se m.
		Mandatory	Electives						
5.5	VI	4+4+2	4	4	-	-	-	4	22
		Derivative Market (4)	International Investment Management (4)	Industry & Service Management V (Integrity, Ethics and Sustainability Management) (4)				OJT (4)	
		Financial Management for Investment Strategies (4)							
		Commodity Market (2)							

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

Title: Financial Accounting- I

**Vertical - 1
Major 1 - 2 Credit**

**with effect from
Academic Year 2025-2026**

Title: Financial Accounting- I
Course Code: CHMIMI1A

Sr. No.	Heading	Particulars
1	Description the Course:	Financial Accounting – I introduce students to the fundamental principles and practices of financial accounting. The course covers the accounting cycle, journal entries, ledger posting, trial balance, and rectification of errors while developing a strong conceptual foundation in accounting principles and conventions. It also familiarizes students with emerging technologies such as AI-driven accounting automation and financial data analytics, enabling them to understand the evolving role of technology in accounting and financial reporting
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures/Discussion/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the fundamental principles, concepts, conventions, and accounting cycle used in financial accounting. CO(A)2: Record, classify, and summarize financial transactions by preparing journal entries, ledger accounts, and trial balances. CO(A)3: Identify and rectify accounting errors while applying accounting principles to various business transactions. CO(A)4: Develop awareness of AI applications, automation tools, and financial data analytics for improving accounting efficiency and reporting.	
8	Course Outcomes: Student will be able to CO1: Apply accounting principles and conventions to record and classify financial transactions accurately CO2: Prepare journals, ledger accounts, trial balances, and rectify accounting errors using appropriate accounting procedures CO3: Differentiate between capital and revenue transactions and assess their impact on financial records. CO4: Demonstrate the use of AI-enabled accounting tools and basic financial data analytics for effective accounting and reporting.	

9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Unit 1 – Fundamentals of Accounting</p> <ul style="list-style-type: none"> • Accounting Principles, Concepts and Conventions • Capital and Revenue Transactions- Revenue and Expenditure • Accounting Cycle • Journal Entries • Ledger Posting <p>UNIT II: Accounting Principles and Ai Practices</p> <ul style="list-style-type: none"> • Rectification of Errors • Trial Balance • Financial Data Analytics & Dashboard Reporting • AI and Automation in Accounting • Financial Data Analytics & Dashboard Reporting 																								
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">Paper – 50 Marks</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1:00 hours</p> <p style="text-align: center;">Format of Question Paper</p> <p style="text-align: center;">Attempt any 2 out of 3 questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td>Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 30</td> </tr> </tbody> </table> <p>Note:</p> <p>1. Equal Weightage is to be given to all the units.</p> <p>Internal Examination: Continuous Evolution - 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project and presentation / Viva</td> <td style="text-align: center;">10</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory / Practical	15	Q2	Theory / Practical	15	Q3	Theory / Practical	15			Total 30		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project and presentation / Viva	10
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11	<p>REFERENCE BOOKS:</p> <ol style="list-style-type: none"> 1. Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi 2. Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc 3. CA & CMA Study Material 																								

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

Title: Financial Accounting- II

**Vertical - 1
Major 2 - 2 Credit**

**with effect from
Academic Year 2025-2026**

Title: Financial Accounting- II
Course Code: CHMIMI1B

Sr. No.	Heading	Particulars
1	Description the Course:	Financial Accounting – II builds upon the foundational knowledge of financial accounting by focusing on the preparation and interpretation of final accounts for manufacturing concerns and the accounting treatment of investments in accordance with Accounting Standard (AS) 13. The course equips students with practical skills in preparing manufacturing accounts, trading accounts, profit and loss accounts, balance sheets, and investment accounts. It emphasizes problem-solving, valuation techniques, and accounting for the purchase, sale, and valuation of investments, preparing students for real-world financial reporting and investment accounting.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures/Discussion/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the preparation and presentation of final accounts of a manufacturing concern. CO(A)2: Apply accounting principles for preparing manufacturing, trading, profit and loss accounts, and balance sheets. CO(A)3: Develop proficiency in accounting for investments in accordance with Accounting Standard (AS) 13. CO(A)4: Solve practical accounting problems involving investment valuation, profit/loss on sale, and valuation adjustments.	

8	<p>Learning Outcomes: Student will be able to</p> <p>CO1: Prepare the final accounts of a manufacturing concern, including the calculation of cost of production.</p> <p>CO2: Construct manufacturing accounts, trading accounts, profit and loss accounts, and balance sheets using appropriate accounting procedures.</p> <p>CO3: Apply Accounting Standard (AS) 13 to prepare investment accounts and account for the purchase, sale, and valuation of investments.</p> <p>CO4: Analyze and solve practical accounting problems related to investment accounting.</p>																											
9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Final Accounts of Manufacturing Concern (Sole Proprietor)</p> <ul style="list-style-type: none"> • Manufacturing Account, Trading Account, Profit and Loss Account • Balance Sheet and Calculation of cost of production • Practical Problems <p>UNIT II: Investment Accounting AS- 13</p> <ul style="list-style-type: none"> • Valuation of Investments, Accounting Treatment, Investment Accounts Preparation • Preparation of Investment Account • Profit/Loss on Sale of Investments, Valuation Adjustments • Practical Problems 																											
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">Paper – 50 Marks</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1:00 hours</p> <p style="text-align: center;">Format of Question Paper</p> <p style="text-align: center;">Attempt any 2 out of 3 questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Practical/Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Practical/Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td>Practical/Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 30</td> </tr> </tbody> </table> <p>Note:</p> <p>1. Equal Weightage is to be given to all the modules.</p> <p>Internal Examination: Continuous Evaluation - 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / Evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project /presentation / Viva/ Group Discussion</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 20</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Practical/Theory	15	Q2	Practical/Theory	15	Q3	Practical/Theory	15			Total 30		Assessment / Evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project /presentation / Viva/ Group Discussion	10			Total 20
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11

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3. CA & CMA Study Material
4. M.C. Shukla, T.S. Grewal & S.C. Gupta – *Advanced Accounts* (2022)

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

Title: Personal Financial Planning

**Vertical - 1
Major 3 – 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Personal Financial Planning

Course Code: CHMIMI2

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides a comprehensive understanding of personal financial planning for stock market investors. It covers key concepts such as financial literacy, budgeting, and the time value of money, along with the role of digital banking and financial technologies. The course also focuses on investor behavior and decision-making. Further, it introduces risk-return analysis, investment strategies across life stages, insurance planning, and retirement management. Emphasis is placed on building disciplined, goal-oriented investment strategies for long-term wealth creation and financial security.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures/Discussion/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To develop an understanding of personal financial planning concepts, including budgeting, financial goals, and time value of money. CO(A)2: To familiarize learners with digital banking systems, FinTech tools, and safe financial practices in modern investing. CO(A)3: To analyze risk-return relationships and design suitable investment strategies based on individual goals and life stages. CO(A)4: To equip students with knowledge of risk management, insurance planning, and retirement strategies for long-term wealth creation and financial security.	
8	Course Outcomes: Student will be able to CO1: Understand and apply key concepts of personal financial planning, including budgeting and time value of money. CO2: Use digital banking tools and demonstrate awareness of safe financial practices and FinTech applications. CO3: Analyze risk-return profiles and design appropriate investment strategies based on financial goals and life stages. CO4: Evaluate insurance needs and plan for retirement to ensure long-term financial security and wealth management.	

9

Syllabus

UNIT I: Foundations of Personal Finance & Financial Behavior

- Financial Literacy & Planning: Meaning, importance, financial goals (short, medium, long-term), and steps in financial planning; role of financial advisors and robo-advisors.
- Budgeting & Cash Flow Management: Income vs. expenses, budgeting methods (50/30/20, zero-based), emergency fund planning, and basics of debt management & credit scores.
- Time Value of Money (TVM): Concept, present and future value, annuities, and impact of inflation on returns.
- Digital Banking & FinTech: UPI, net banking, digital platforms, demat accounts, basics of cyber security and fraud prevention, and overview of FinTech tools.
- Behavioural Finance: Investor biases, emotional decision-making, and importance of financial discipline.

UNIT II: Risk Management

- Risk & Return Analysis: Risk-return trade-off, types of risk (market, credit, liquidity, inflation), and risk profiling.
- Investment Strategies & Life Stages: Wealth creation strategies across early, mid, and pre-retirement stages; goal-based investing.
- Risk Management & Insurance: Personal financial risks, life insurance (Human Life Value approach), health, property, and liability insurance, and selection of suitable policies.

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Nature of Questions	Marks
Q1	Practical/Theory	15
Q2	Practical/Theory	15
Q3	Practical/Theory	15
		Total 30

Note:

1. Equal Weightage is to be given to all the units.

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10
		Total 20

11

REFERENCE BOOKS:

1. Personal Finance by Kapoor, Dlabay and Hughes
2. Financial Planning by Indian Institute of Banking and Finance (IIBF)
3. The Richest Man in Babylon by George S. Clason
4. The Psychology of Money by Morgan Housel
5. Rich Dad Poor Dad by Robert T. Kiyosaki
6. Fundamentals of Financial Planning by Michael A. Dalton and Joseph M. Gillice

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

**Vertical – 2
Minor – Not Applicable**

**with effect from
Academic Year 2025-2026**

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - I

Title: Economics for Professional Careers - I

**Vertical - 3
OE Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Economics for Professional Careers - I
Course Code: CHMECOI4

Sr. No.	Heading	Particulars
1	Description the Course:	This course is designed to equip students with essential economic concepts and tools relevant to decision-making in a professional and business environment. It introduces students to core aspects of business economics, cost estimation, market dynamics and price determination. By integrating theory with real-life examples, the course enables learners to analyse how market forces operate in various competitive settings. The course is tailored to develop critical thinking and economic reasoning skills needed for effective participation in the professional world.
2	Vertical 3	Open Elective
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To understand the scope and importance of Business Economics.</p> <p>CO(A)2: To identify and differentiate between cost concepts and analyze their relevance in economic decision-making</p> <p>CO(A)3: To evaluate the factors influencing demand and supply and apply the laws of demand and supply to business scenarios.</p> <p>CO(A)4: To analyze price determination in various market structures and interpret real-world pricing decisions using case studies.</p>
8	Course Outcomes: Student will be able to	<p>CO1: Explain the role of business economics in solving fundamental economic problems and guiding business strategy.</p> <p>CO2: Identify and differentiate between various types of costs and analyse their relevance in economic decision-making</p> <p>CO3: Evaluate the factors influencing demand and supply and apply the laws of demand and supply to business scenarios.</p> <p>CO4: Analyse price determination in various market structures and interpret real-world pricing decisions using case studies.</p>

9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Business Economics: An Overview</p> <ul style="list-style-type: none"> • Business Economics: Meaning, scope and importance of Business Economics, Basic Problems of Business in an Economy. • Cost Estimation: Meaning & Types of Cost, Importance of understanding Costs. <p>UNIT II: Market Forces and Price Determination</p> <ul style="list-style-type: none"> • Market Forces: Demand - Meaning and Factors affecting Demand & Law of Demand, Supply - Meaning and Factors affecting Supply & Law of Supply. AI Tools: Claude AI • Price Determination: Process, Market Equilibrium, Price Determination under Oligopoly & Monopolistic Competition. Real Life Case Study of a Product - Parle-G. 																								
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern Paper – 50 Marks</p> <p>External Examination: Semester End External - 30 marks Time: 1:00 hours Format of Question Paper</p> <p>Attempt all questions.</p> <table border="1" data-bbox="331 989 1495 1394"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Any two out of three (Unit I) a) b) c)</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Any two out of three (Unit II) a) b) c)</td> <td>15</td> </tr> <tr> <td>TOTAL</td> <td></td> <td>30</td> </tr> </tbody> </table> <p>Internal Examination: Continuous Evaluation - 20 marks</p> <table border="1" data-bbox="347 1472 1490 1621"> <thead> <tr> <th></th> <th>Assessment / evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test during the lectures. (MCQs Based)</td> <td>10</td> </tr> <tr> <td>2.</td> <td>Project / Presentation / Viva / Case Study / Role Play (Any 2)</td> <td>10</td> </tr> <tr> <td>TOTAL</td> <td></td> <td>20</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Any two out of three (Unit I) a) b) c)	15	Q2	Any two out of three (Unit II) a) b) c)	15	TOTAL		30		Assessment / evaluation	Marks	1.	Class Test during the lectures. (MCQs Based)	10	2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	10	TOTAL		20
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	Assessment / evaluation	Marks																							
1.	Class Test during the lectures. (MCQs Based)	10																							
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	10																							
TOTAL		20																							
11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. Bradley R. Schiller, <i>The Macro Economics Today</i>, Tata McGraw-Hill, 2011. 2. B. Douglas Bernheim and Michael D. Whinston, <i>Microeconomics</i>, Tata McGraw-Hill, 2011. 3. Lipsey, R.G. and A.K. Chrystal, <i>Economics</i>, Oxford Univ. Press, 2007. 4. Mankiw, N.G., <i>Economics: Principles and Applications</i>, Cengage Learning, 2009. 																								

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| | <ol style="list-style-type: none">5. Pindyck, R.S. and D.L. Rubinfeld, <i>Microeconomics</i>, Pearson Education, 2008.6. Stiglitz, J.E. and C.E. Walsh, <i>Principles of Economics</i>, W.W. Norton, 2002.7. Salvatore, D.L., <i>Microeconomics: Theory and Applications</i>, Oxford Univ. Press, 2008.8. Suma Damodaran, <i>Managerial Economics</i>, Oxford University Press, 2006.9. Varian, H.R., <i>Intermediate Microeconomics: A Modern Approach</i>, W.W. Norton, 2002.10. Sen, Anindya, <i>Microeconomic Theory</i>, Oxford Univ. Press, 1999.11. Koutsoyiannis, A., <i>Modern Microeconomics</i>, MacMillan Press, 1979.12. H.L. Ahuja, <i>Business Economics</i>, 1999.13. H.L. Ahuja, <i>Principles of Microeconomics</i>. |
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HSNC Board's

Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Estd. Year
1965

Faculty of Interdisciplinary

Vertical 3: List of Open Elective Skill Based Courses for First Year: Semester - I

Sr. No.	Nomenclature of the Paper
1	Basic Computer Skills for Digital Age
2	Visual Design and Digital Tools : A Foundation For Animation
3	Basic Tools of AI for Economics and Education
4	Communicative English
5	Urbanization and Real Estate: Concepts and Contemporary Scenarios
6	Business of Travel and Tours
7	Managing Family Wealth Through Family Office
8	Web Designing Essentials: HTMLI and CSS Styling Techniques
9	Basics of Nutrition
10	Lessons of Reel Making
11	Performing Arts
12	Data Analysis with Excel
13	Political Communication and Media Skills
14	Stress Management-I
15	Social Media and Communication
16	Mushroom Cultivation: Training and Trading
17	Yoga and Fitness
18	Basic Perfumeries Course (Level-I)
19	Soft Skills for Corporate Readiness
20	Beautician : Strategic Business Planning
21	Current Trends of Fashion Design: Financial Perspective
22	Basics of Accounting-I
23	Digital Marketing
24	Online Trading in Stock Market
25	Event Management Course in Sindhi



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

Title: Investment Operations

**Vertical - 4
VSC – 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Investment Operations
Course Code: CHMIMI4

Sr. No.	Heading	Particulars
1	Description the Course:	This course offers a practical introduction to the foundational aspects of investing and the operational procedures involved in starting and managing investments. Students learn about different types of investors, investment instruments, and how to navigate platforms for trading and investing. The course provides hands-on knowledge of digital onboarding, including e-KYC, Demat account setup, and platform registration. It also covers the workings of depositories, trading mechanisms, and various corporate actions like dividends, stock splits, and rights issues.
2	Vertical 4	VSC
3	Type	Theory + Practicum Lectures/Discussion/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To introduce the fundamentals of investing, types of investors, and investment instruments.</p> <p>CO(A)2: To provide practical knowledge of digital onboarding, KYC processes, and investment platforms.</p> <p>CO(A)3: To explain the role of Demat accounts, depositories, and trading mechanisms.</p> <p>CO(A)4: To build awareness of corporate actions, investor rights, safety measures, and fraud prevention.</p>
8	Course Outcomes:	<p>CO1: Students will understand how to start investing, choose platforms, and place various types of trade orders.</p> <p>CO2: Students will be able to complete e-KYC, open a Demat account, and navigate digital onboarding processes.</p> <p>CO3: Students will interpret corporate actions and manage account transitions like nominee assignment or minor-to-major changes.</p> <p>CO4: Students will identify red flags in scams, understand SEBI's role, and practice safe investing through real-world demos or simulations.</p>

9

Syllabus

UNIT I: Getting Started with Investing

- Understanding Investors and Investment Platforms: Who can invest? Retail, Institutional and NRI Investors, Types of investments: Stocks, Mutual Funds, Bonds, ETFs, choosing brokers & platforms (Zerodha, Groww, etc), Market order vs. Limit order vs. Stop loss orders, Role of stock exchanges, how trades settle (T+1 cycle) Hands on Training.
- KYC & Digital Onboarding: PAN, Aadhaar, and e-KYC, UPI linking, Mobile number and Email verification, Demo of real-world digital onboarding (mock or screenshots) Case Study
- Demat Account & Depositories: Role of NSDL & CDSL, How Demat works (with basic visuals), Process of opening and using a Demat account.

UNIT II: Corporate Actions & Investor Awareness

- Corporate Actions & their Impact: Bonus, Split, Rights Issue, Dividends, what to do as an investor?
- Handling Investment Transitions: Nominee assignment, what happens if the investor dies? (basic process), Minor to major account conversion.
- Investor Safety & Frauds: Red flags in investment schemes, Pump and dump, Telegram/WhatsApp scams, Role of SEBI in protection

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
		Total 30

Note:

1. Equal Weightage is to be given to all the modules.

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10
		Total 20

11

REFERENCES:

1. Halan, M. (2018). Let's talk money: You've worked hard for it, now make it work for you. Harper Business India.
2. Parikh, P. (2008). Stocks to riches: Insights on investor behaviour. Tata McGraw-Hill Education.
3. Gala, J. (2018). Guide to Indian stock market: Beginners guide to investing in Indian stock market. Buzzingstock Publishing House

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- I

Title: Office Operations

**Vertical - 4
SEC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Office Operations
Course Code: CHMIMI5

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides a comprehensive understanding of the functional areas within front, middle, and back-office environments. Students will learn the procedures, systems, and planning required for efficient front office management, along with the evaluation, accounting, and auditing processes involved. The course delves into middle office functions, focusing on essential managerial skills such as planning, organizing, directing, motivating, and controlling. It further trains students in back-office operations including supervision, HR management, accounting support, and effective recordkeeping.
2	Vertical 4	SEC
3	Type	Theory + Practicum Lectures/Discussion/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	<p>Course Objectives:</p> <p>CO(A)1: To gain knowledge of front office management procedures, systems, planning, evaluation, accounting, and auditing.</p> <p>CO(A)2: To explore managerial functions and techniques applicable to middle office operations, including planning, organizing, directing, motivating, and controlling activities.</p> <p>CO(A)3: To teach back-office operations, including supervision, administration, human resources, accounting, revenue generation, and record management.</p> <p>CO(A)4: To train students in the core responsibilities of back-office operations such as record management, data processing, HR, and accounting support.</p>	
8	<p>Course Outcomes:</p> <p>CO1: Student will recognize different sections in the front office and their roles and responsibilities.</p> <p>CO2: Students will be able to employ managerial functions and techniques to supervise, administer, and support middle office operations effectively.</p> <p>CO3: Students will be able to perform back-office operations, including supervision, administration, human resources management, and record keeping, to support front office activities seamlessly.</p> <p>CO4: Students will manage back-office processes such as filing, indexing, HR activities, and online/offline data handling to support front-end operations.</p>	

9

Syllabus

UNIT I: Front Office Essentials: Structure and Operations

- Fundamentals of front office operations: Structure of Front Office Department: Functional Organization of Front office, Front Desk Layout and Equipment vs Digital Front Office Tools and CRM Software, Front office operations in the context of Banks and Finance Offices: dealing with Clients and Colleagues, Care and Safety.
- Front Office Management: Front Office Procedures and Systems, Planning and evaluating operations, Accounting and Auditing, Customer service techniques for front office employees vs. AI Chabot and Virtual Assistants, Supervision and Management in the office.

UNIT II: Middle And Back Office Management Essentials: Functions and Responsibilities

- Middle Office Operations: Managerial functions: Planning, Organizing, Directing, Motivation, Controlling and Supervision of different activities, Office Manager as an Administrator, Advisor and Public Relations officer.
- Back Office Operations: Supervision and Administration: Human resources, accounting and revenue-generation role. Digital Document & Workflow Management (e.g., Google Drive, DMS), Gathering and processing. Mail data offline /online to assist the front office team.

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Total 30		

Note:

1. Equal Weightage is to be given to all the modules.

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10
Total 20		

11

REFERENCES:

1. Office Organisation and Management by R. K. Jain. Published by Khanna Publishers.
2. Office Management and Modern Office Organization by A. K. Jain. Published by VK Global Publications.
3. Office Management Principles and Practice by P.C. Shejwalkar. Published by Everest Publishing House.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year B. Com.

Semester- I

Vertical – 5

Ability Enhancement Course (AEC) -2 Credits

**with effect from
Academic Year 2025-2026**

Title: Business Communication Skills
Course Code: CHMBCOMAECI

Sr. No.	Heading	Particulars
1	Description the Course:	<p>In the contemporary business environment, communication is the cornerstone of success. Effective business communication enhances operational efficiency, fosters meaningful workplace relationships, and builds a strong public image. The evolution of digital tools and platforms has revolutionized traditional communication, making it crucial for aspiring professionals to master both conventional and modern techniques.</p> <p>This course equips learners with a comprehensive understanding of business communication- verbal, non-verbal, and digital- along with practical writing skills needed for professional documentation and correspondence. The aim is to prepare learners for real-world business interactions through a focus on clarity, conciseness, tone, structure, and etiquette across multiple communication formats and platforms.</p>
2	Vertical 4	Ability Enhancement Course
3	Type Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	<p>Course Objectives:</p> <p>CO(A)1: To introduce learners to the theoretical foundations and principles of effective business communication.</p> <p>CO(A)2: To develop skills in digital, interpersonal, and cross-cultural communication essential for the workplace.</p> <p>CO(A)3: To enhance learners' proficiency in writing business documents such as emails, reports, notices, and letters.</p> <p>CO(A)4: To build awareness of professional communication etiquette and practical problem-solving in organizational settings.</p>	

8	<p>Course Outcomes: Student will be able to</p> <p>CO-1: Understand and apply the core concepts and models of business communication in real-world contexts.</p> <p>CO-2: Demonstrate the ability to communicate professionally in digital and in-person formats.</p> <p>CO-3: Develop job-ready communication skills for writing effective business documents.</p> <p>CO-4: Exhibit awareness of communication dynamics in diverse, collaborative, and hierarchical workplace settings.</p>
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9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Foundations of Business Communication</p> <p>1. Basics of Communication in a Business Context</p> <ul style="list-style-type: none"> • Meaning, definition, objectives, and elements of communication • The communication process: sender, message, channel, receiver, feedback • Barriers to communication and strategies to overcome them <p>2. Types and Flows of Workplace Communication</p> <ul style="list-style-type: none"> • Internal communication: downward, upward, horizontal • External communication: stakeholders, clients, public • Verbal vs. non-verbal communication; formal vs. informal channels • Role of emotional intelligence in workplace communication <p>3. Digital and Social Media Communication</p> <ul style="list-style-type: none"> • Professional use of email, MS Teams, and Zoom • Workplace etiquette on WhatsApp, LinkedIn, Slack • Writing for digital media: brevity, tone, and clarity • Data privacy, cyber etiquette, and responsible sharing <p>UNIT II: Professional Business Correspondence and Documentation</p> <p>1. Business Letters</p> <ul style="list-style-type: none"> • Key components and formats • Common types: Inquiry, Complaint, Order, Resignation <p>2. Job-Related Correspondence</p> <ul style="list-style-type: none"> • Job application with resume • Appointment, appreciation, and resignation letters
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3. Professional Emails

- Job applications via email
- Writing and responding to official emails (e.g., meeting requests, follow-ups)

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hour

Format of Question Paper

Question No	Nature of Questions	Marks
Q. 1	Short Notes (Attempt any 3 out of 5) - Unit 1 OR Essay-Type Question (Attempt any 1 out of 2)- Unit 1	15
Q. 2	Short Notes (Attempt any 3 out of 5) - Unit 2 OR Essay-Type Question (Attempt any 1 out of 2)- Unit 2	15
	Total	30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Students are required to draft a job application letter along with a resume using the following AI assistance: Canva Resume Builder, Resume.oi, Zety, Novopresume, Rezi etc OR Prepare an effective LinkedIn profile for professional networking and career opportunities.	20
	Total	20


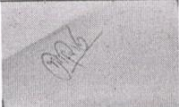
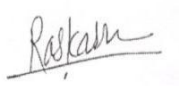
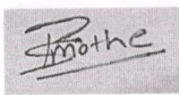
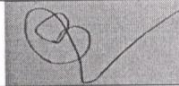
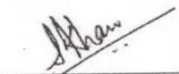
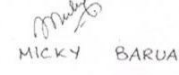

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REFERENCES:

1. Bovee, Courtland L., and John V. Thill. *Business Communication Today*. 14th ed., Pearson, 2021.
2. Lesikar, Raymond V., Marie E. Flatley, and Kathryn Rentz. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
3. Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
4. Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
5. Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
6. Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.

7. Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
8. Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
9. Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
10. Krizan, A. C., Patricia Merrier, Joyce Logan, and Karen Williams. *Business Communication*. 8th ed., Cengage Learning, 2010.
11. Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
12. Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
13. Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
14. Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.
15. Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
16. Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
17. Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
18. Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
19. Locker, Kitty O., and Donna S. Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
20. Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.

Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalkar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr). Kailas Aute



Name & Signature of the Dean: Prof. (Dr). Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

UG First Year

Semester - I

Title: Communication Skills in Sindhi

**Vertical - 5
AEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Communication Skills in Sindhi
Course Code: CHMSINAECI

Sr. No.	Heading	Particulars
1	Description the Course:	Communication is the core component of the commerce and trade. In communication, language plays very significant role. If a student has mastered the skills of language, undoubtedly, he or she would be able to communicate in the best manner. In this course basic part of Sindhi language would be taught based on the NEP 2020. The innovative approach likes critical thinking, creative mind, use of technology will lead to communicating and participating with the different groups. The vocabulary section would be given prominence. The course would be in the Devanagari script so that it can attract majority of the students. Even non-Sindhi students shall have opportunity to adopt this course.
2	Vertical 5	AEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	CO(A)1: The learner will get understanding of communication skills. CO(A)2: The learner will understand how to accurate the pronunciation of special words in Sindhi CO(A)3: The learner will improve the conversation skill in Sindhi. CO(A)4: The learner will become best communicator in Sindhi language
8	Course Outcomes:	Student will be able to CO1: Know the basic special features of Sindhi language. CO2: Understand the skills of communication. CO3: Knowing the conversation with businessmen and customers CO4: Know the etiquettes with parents, relatives, friends and others in effective way

Syllabus

Unit I – Fundamental of Sindhi Communication

- Introduction of Communication skill through Pictorial Presentation
- Importance of Language
- Basic aspects of language
 - i) Types of Language, ii) Role of Language, iii) Changes in Language
 - iv) Non-violent aspects of language v) Language & New generation
 - vi) Language & Modern Technology
- New Education Policy (NEP) & Importance of language
- Sindhi language: (Special features of spoken Sindhi language with pronunciation through audio visual presentation)

Unit II – Functional Communication

- Importance of Communication
- Types of Communication (Presentation through video clips)
 - i) Verbal, ii) Non-verbal, iii) Written iv) Digital Communication
- Characteristics of Communication
- Obstacles in Communication of Sindhi Language
- Methods of Best Communication through role plays
- Spoken Sindhi in Business
- Conversation with customers and proprietors

यूनिट – 1

- समचारी भाषा : वक्त्रियत
- भाषा जी अहमियत
- भाषा जा बुनियादी पहल
 - i) किरम, ii) भाषा जो किरदार, iii) भाषा मे तबदीलियू iv) भाषा जा अहिसासाती पहलू v) भाषा एं नई नसल
- नई तैलीमी नीति एं बोलियुन जी अहमियत
- असां जी सिंधी बोली

यूनिट – 2

- राबते जी अहमियत
- राबते जा किरम
 - i) जिबानी राबतो, ii) गैर जिबानी राबतो, iii) लिखत राबतो iv) डिजीटल राबतो
- राबते मां फायदा
- राबते मे रंडकू
- वेहतर राबते जा तरीका
- ग्राहकन सा सिंधी बोलीअ मे गुफ्तगू

10**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	Objective Type – Fill in the Blanks / MCQs (Unit I)	15
Q2	Question on reading skill (Unit II)	07
Q3	Writing short story from outlines (Unit II)	08
TOTAL		30

Note:

1. Equal Weightage is to be given to all the modules.
2. Use of non-programmable scientific calculator is allowed in the examination

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Speaking Activities: (Presentation) Making presentations in the classroom	10
2.	Listening Activities: (Assignment) Listening to speeches, dialogues, announcement and summarizing them	10
TOTAL		20

11**REFERENCES:**

1. Sanchari Basha – By Dr. Pushpa Kodwani
2. Sindhi Pahakaa – Dr. Jetly M.K.
3. Sindhi Muhavahra – By Hardwani Lachhman
4. Sindhi Adhyat mak Shabdhkesh – By Hardwani Lachhman
5. Acho Sindhi Sikhu – By Hardwani Lachhman

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - I

**Title: Environmental Management and
Sustainable Development-I**

**Vertical - 5
VEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Environmental Management and Sustainable Development-I
Course Code: CHMVECI

Sr. No.	Heading	Particulars
1	Description the Course:	This course introduces students to the basics of environmental management and sustainable development. It explains how ecosystems work, the importance of biodiversity, and the need to protect our natural resources. Students will learn about different environmental problems, human impact on nature, and how to manage disasters. The course also covers Indian environmental movements, ethics, and the role of public awareness. Real-life examples and case studies help students understand the connection between nature and human communities in a simple and practical way.
2	Vertical 5	VEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To introduce about ecosystems, biodiversity and to make aware for the need of conservation.</p> <p>CO(A)2: To sensitize students towards environmental concerns, issues, and impacts of human population.</p> <p>CO(A)3: To analyze the impact of human population growth and development activities on the environment, including issues related to displacement, disaster response, and rehabilitation.</p> <p>CO(A)4: To foster awareness of environmental ethics and the role of cultural and social movements in shaping sustainable environmental practices through communication, policy, and activism.</p>
8	Course Outcomes:	<p>Student will be able to</p> <p>CO1: Explain the interrelationships within ecosystems and analyze energy flow and succession, using examples from various ecological zones.</p> <p>CO2: Critically evaluate biodiversity levels and conservation strategies, applying knowledge of endemic species, threats, and ecological services to real-world scenarios.</p> <p>CO3: Assess the socio-environmental implications of population growth, displacement, and disasters, incorporating case studies to understand sustainable development challenges.</p> <p>CO4: Demonstrate an understanding of environmental ethics and advocacy, by interpreting the influence of cultural values, environmental movements, and communication strategies on sustainability.</p>

9

Syllabus

UNIT I: Ecosystems, Biodiversity and Conservation

- Introduction, structure, and function of ecosystems; Energy flow: food chains, food webs and ecological succession. Case studies of the following:
 - Forest ecosystem
 - Grassland ecosystem
 - Desert ecosystem
 - Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries)
- Levels of biological diversity: genetic, species and ecosystem diversity; Biogeographic zones of India; Biodiversity patterns.
- India as a mega-biodiversity nation; Endangered and endemic species of India.
- Threats to biodiversity: Habitat loss, poaching of wildlife, man-wildlife conflicts, biological invasions; Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity.
- Ecosystem and biodiversity services: Ecological, economic, social, ethical, aesthetic and informational value.

UNIT II: Human Communities and the Environment

- Human population growth: Impacts on environment, human health and welfare.
- Resettlement and rehabilitation of project affected persons; case studies.
- Disaster management: floods, earthquake, cyclones and landslides.
- Environmental movements: Chipko, Silent valley, Bishnois of Rajasthan.
- Environmental ethics: Role of Indian and other religions and cultures in environmental conservation.
- Environmental communication and public awareness, case studies (e.g. CNG vehicles in Delhi).

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

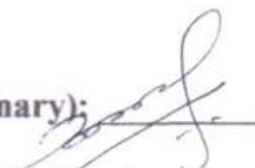
Attempt any 3 out of 4 questions.

Question No	Nature of Questions	Marks
Q1	Theory based on Unit I	10
Q2	Theory based on Unit I	10
Q3	Theory based on Unit II	10
Q4	Theory based on Unit II	10
TOTAL		30

Internal Examination: Continuous Evaluation - 20 marks		
	Assessment / evaluation	Marks
1.	Class Test, Creative writing/visits/role play (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Quiz)	10
2.	Project /Presentation / Viva/Group Discussion/Case study	10
TOTAL		20

11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. Carson, R. (2002). <i>Silent Spring</i>. Houghton Mifflin Harcourt. 2. Gadgil, M., & Guha, R. (1993). <i>This Fissured Land: An Ecological History of India</i>. University of California Press. 3. Gleeson, B., & Low, N. (Eds.). (1999). <i>Global Ethics and Environment</i>. Routledge. 4. Gleick, P. H. (1993). <i>Water in Crisis</i>. Pacific Institute for Studies in Development, Environment & Security; Stockholm Environment Institute; Oxford University Press. 5. Sodhi, N. S., Gibson, L., & Raven, P. H. (Eds.). (2013). <i>Conservation Biology: Voices from the Tropics</i>. John Wiley & Sons. 6. Thapar, V. (1998). <i>Land of the Tiger: A Natural History of the Indian Subcontinent</i>. 7. Warren, C. E. (1971). <i>Biology and Water Pollution Control</i>. W. B. Saunders. 8. Wilson, E. O. (2006). <i>The Creation: An Appeal to Save Life on Earth</i>. W. W. Norton. 9. Harper, Charles L. (2017). <i>Environment and Society: Human Perspectives on Environmental Issues</i> (6th Edition). Routledge. 10. Rajagopalan, R. (2011). <i>Environmental Studies: From Crisis to Cure</i>. Oxford University Press. 11. Harris, Frances (2012). <i>Global Environmental Issues</i> (2nd Edition). Wiley-Blackwell.
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Name & Signature of the Dean & Ad-hoc BoS Chairperson (Interdisciplinary):


 Dr. Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - I

Title: Indian Knowledge System

**Vertical - 5
IKS Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Indian Knowledge System
Course Code: CHMIKSI

Sr. No.	Heading	Particulars
1	Description the Course:	This course introduces students to the Indian Knowledge System (IKS), emphasizing its historical depth, cultural relevance, and interdisciplinary value. Rooted in the context of Indian civilization, it explores the holistic development of knowledge from ancient to pre-modern times, including contributions in medicine, mathematics, logic, linguistics, governance, arts, and sciences. By revisiting the traditional education systems and intellectual heritage of India, the course encourages learners to connect ancient insights with contemporary disciplines. It aims to enhance awareness, foster appreciation of indigenous wisdom, and reveal the interconnectedness of various streams of knowledge, aligning with the goals of the NEP 2020.
2	Vertical 5	IKS
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To sensitize the students about context in which they are embedded i.e. Indian culture and civilization including its Knowledge System and Tradition.</p> <p>CO(A)2: To help student to understand the knowledge, art and creative practices, skills and values in ancient Indian system.</p> <p>CO(A)3: To help to study the enriched scientific Indian heritage.</p> <p>CO(A)4: To introduce the contribution from Ancient Indian system & tradition to modern science & Technology.</p>
8	Course Outcomes:	<p>Student will be able to</p> <p>CO1: Understand and appreciate the rich Indian Knowledge Tradition.</p> <p>CO2: Understand the contribution of Indians in various fields.</p> <p>CO3: Experience increase subject-awareness and self-esteem.</p> <p>CO4: Develop a comprehensive understanding of how all knowledge is ultimately intertwined.</p>

Syllabus

UNIT I: Introduction

- **Introduction to IKS** (What is knowledge System, Characteristic Features of Indian Knowledge System)
- **Why IKS?** (Macaulay's Education Policy and its impact, Need of revisiting Ancient Indian Traditions)
- **Scope of IKS** (The Universality of IKS (from Micro to Macro), development form Earliest times to 18th Century CE)
- **Tradition of IKS** (Ancient Indian Education System: Home, Gurukul, Pathashala, Universities and ancient educational centres)
- **Relevant sites in the vicinity of the Institute** (Water Management System at Kanheri, Temple Management of Ambernath, etc.)

UNIT II

- Medicine (Ayurveda)
- Alchemy
- Mathematics
- Logic
- Art of Governance (Arthashastra)

UNIT III (Select Any FIVE out of the following)

- Aesthetics
- Town Planning
- Strategic Studies
- Krishi Shastra
- Vyakaran & Lexicography
- Natyashastra
- Ancient Sports
- Astronomy
- Yoga and Wellbeing
- Linguistics
- Chitrasutra
- Architecture
- Taxation
- Banking
- Trade and Commerce

10**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	Attempt any two out of five	06
Q2	Attempt any three out of five	12
Q3	Attempt any three out of fifteen	12
TOTAL		30


Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Class test during lectures (MCQ / Short notes / Match the pairs / Puzzles)	10
2.	Participation in Workshop / Conference / Seminar / Case Study / Field Visit / Certificate Course / Project presentation / Viva	10
TOTAL		20

11**REFERENCES:**

1. Concise history of science in India- D.M. Bose, S.N Sen, B.V. Subbarayappa.
2. Positive sciences of the Ancient Hindus- Brajendranatha seal, Motilal Banarasidas, Delhi 1958.
3. History of Chemistry in Ancient India & Medieval India, P. Ray- Indian Chemicals Society, Calcutta 1956.
4. Charaka Samhita- a scientific synopsis, P. Ray & H.N Gupta National Institute of Sciences of India, New Delhi 1965.
5. MacDonnell A.A- History of Sanskrit literature.
6. Winternitz M- History of Indian Literature Vol. I, II.
7. Dasgupta S.N & De S.K- History of Sanskrit literature Vol' I.
8. Ramkrishna Mission- cultural heritage of India Vol' I, II.
9. Majumdar R. C & Pushalkar A.D- History & culture of the Indian people, Vol. I, II & III.
10. Keith A.B- History of Sanskrit literature.

Name & Signature of the Dean & Adhoc BoS Chairperson (Interdisciplinary):


(Dr. Nitin Arekar)



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - I

Title: Cocurricular Course I

**Vertical - 6
CC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Cocurricular Course I
Course Code: CHMCCI6

Sr. No.	Heading	Particulars
1	Description the Course:	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	Vertical 6	CC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p>CO(A)2: To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p>CO(A)3: To foster a sense of responsibility, leadership, and community engagement among students.</p> <p>CO(A)4: To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p>CO(A)5: To integrate classroom learning with experiential learning for holistic growth.</p>

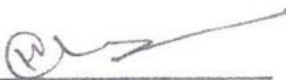
8	<p>Course Outcomes: Student will be able to</p> <p>CO1: Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p>CO2: Demonstrate improved communication, leadership, and teamwork skills.</p> <p>CO3: Exhibit increased awareness of social responsibility and civic engagement.</p> <p>CO4: Build confidence through creative, cultural, and intellectual expressions.</p> <p>CO5: Maintain a portfolio or activity log to track participation and personal development.</p>
9	<p style="text-align: center;">Syllabus</p> <p>Unit I – Suggested Areas of Participation in the Activities</p> <ul style="list-style-type: none"> • Cultural Events: Drama, dance, music, literary events, debates, etc. • Social Outreach: Blood donation, awareness campaigns, cleanliness drives. • Clubs & Societies: Photography, quiz, environment club, shram club, etc. • Sports & Fitness: College tournaments, yoga, marathons, fitness challenges. • Institutional Events: Foundation Day, Annual Day, College Festivals, Intercollegiate events. • National Festivals: Independence Day, Republic Day, etc. <p>Unit II – Program Specific Topics</p> <ul style="list-style-type: none"> • Workshops/Seminars: Report Writing, Personality Development, Soft Skills, Leadership Talks. • Speak, Show, Shine: Presentation / Poster Presentation / Viva and Learning Experience. <p>Mode of Evaluation</p> <ul style="list-style-type: none"> • Faculty Coordinator: To guide and evaluate student progress. • Participation Proof: Certificates, photos, attendance records. • Reflective Journal: Minimum 2–3 pages summarizing experiences, learning, and growth. • Final Viva/Presentation: 5-minute talk on poster presentation and on overall learning.

10	Scheme of Examination and Assessment Pattern Based on 3 approved activities		
	External Examination: Semester End External - 30 marks		
	Activity No	Nature of Activities	Marks
	Q1	Title of approved activity 1	10
	Q2	Title of approved activity 1	10
	Q3	Title of approved activity 1	10
	TOTAL		30
	Internal Examination: Continuous Evaluation - 20 marks		
		Assessment / evaluation	Marks
	1.	Reflective journal	10
	2.	Presentation / Poster presentation / Viva	10
	TOTAL		20

Suggested Readings

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:



 Dr. Manju Lalwani Pathak



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- II

Title: Basics of Investment Management - I

**Vertical - 1
Major Subject - 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Basics of Investment Management - I

Course Code: CHMIMII1A

Sr. No.	Heading	Particulars
1	Description the Course:	This course introduces students to the fundamentals of personal financial planning and investing. It covers investment principles, debt management, personal financial statement analysis, budgeting, and financial mathematics. The course equips learners with the knowledge and skills to make informed investment decisions and evaluate the time value of money and investment returns.
2	Vertical 1	Major
3	Type	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To develop an understanding of the fundamental principles of investing and personal financial planning. CO(A)2: To familiarize students with investment objectives, debt management strategies, and personal financial statement analysis. CO(A)3: To provide knowledge of budgeting, forecasting, and financial planning for effective personal wealth management. CO(A)4: To equip students with financial mathematics concepts, including the time value of money and the calculation of investment returns.	
8	Course Outcomes: Students will be able to CO1: Explain the concepts of investing, savings, speculation, borrowing, and formulate SMART investment objectives. CO2: Analyze personal financial statements, prepare budgets, manage debt, and develop effective personal financial plans CO3: Apply the concepts of the time value of money, present value, future value, and annuities to financial decision-making. CO4: Calculate and interpret various measures of investment returns, including Nominal Rate of Return, Effective Rate of Return, IRR, Holding Period Return (HPR), CAGR, and Real Rate of Return.	

9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: General Principles of Investing</p> <ul style="list-style-type: none"> • Introduction to Investment, Savings Vs. Investment, Investing Vs. Speculation, Investing Vs. Borrowing, why is investment necessary? When to Start Investing? • Investment Objectives – Setting SMART Goals • Debt Management - Purpose, Need and responsibilities, Short Term Debt Vs. Long Term Debt, Fixed Rate Vs. Variable Rate Mortgages, Consumer Loans, Refinancing, Hire Purchase Credit Cards, Leasing. • Personal Financial Statement Analysis Cash inflows and cash outflows, income and Expenditure statement, Budgeting and forecasting, Monitoring budgets and provisions for savings, Personal Balance Sheet <p>UNIT II: Financial Mathematics - I</p> <ul style="list-style-type: none"> • Time Value of Money, Present Value; Future Value; Annuities – Immediate and Deferred; • Calculation of returns: Nominal Rate of Return, Effective Rate of Return, Internal Rate of Return, Holding Period Return (HPR), Compounded Annual rate of Return (CAGR), Real Rate of Return. 																								
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">Paper – 50 Marks</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1:00 hours</p> <p style="text-align: center;">Format of Question Paper</p> <p style="text-align: center;">Attempt any 2 out of 3 questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td style="text-align: center;">Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td style="text-align: center;">Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td style="text-align: center;">Theory / Practical</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 30</td> </tr> </tbody> </table> <p>Note:</p> <p>1. Equal Weightage is to be given to all the units.</p> <p>Internal Examination: Continuous Evolution - 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project and presentation / Viva</td> <td style="text-align: center;">10</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory / Practical	15	Q2	Theory / Practical	15	Q3	Theory / Practical	15			Total 30		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project and presentation / Viva	10
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2.	Project and presentation / Viva	10																							
11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. A book on Investment Management by Preeti Singh. It is published by McGraw Hill Education. 2. Investment Management: Security Analysis and Portfolio Management by S.K. Gupta and R.K. Sharma - Kalyani Publishers. 																								

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- II

Title: Basics of Investment Management - II

**Vertical - 1
Major Subject - 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Basics of Investment Management - II

Course Code: CHMIMII1B

Sr. No.	Heading	Particulars
1	Description the Course:	This course focuses on advanced financial mathematics and personal investment planning. It covers financial ratios, loan calculations, amortization, and refinancing decisions, along with risk profiling of investors and investment products. The course enables students to assess financial health, evaluate investment risks, and design suitable asset allocation strategies.
2	Vertical 1	Major
3	Type	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To develop an understanding of financial mathematics concepts related to personal finance, loan planning, and financial ratio analysis.</p> <p>CO(A)2: To familiarize students with loan calculations, amortization schedules, refinancing, and repayment planning.</p> <p>CO(A)3: To provide knowledge of various investment risks and their impact on financial decision-making.</p> <p>CO(A)4: To enable students to evaluate investment products and design appropriate asset allocation strategies based on investor risk profiles.</p>
8	Course Outcomes:	<p>Students will be able to</p> <p>CO1: Analyze net worth, liquidity, debt, and savings ratios to evaluate an individual's financial position.</p> <p>CO2: Perform loan-related calculations, including EMI, amortization, refinancing costs, and loan repayment schedules for effective financial planning.</p> <p>CO3: Identify and assess different types of investment risks, including market, inflation, interest rate, credit, liquidity, exchange rate, and regulatory risks.</p> <p>CO4: Evaluate investment products based on risk and tenure and recommend appropriate asset allocation strategies aligned with investor risk profiles and financial goals.</p>

Syllabus

9

UNIT I: Financial Mathematics – II

- Total Assets – Net Worth and Financial Ratios Net worth and its components, Liquidity Ratios, Debt to income Ratio, debt to financial assets, debt to total assets, savings Ratio
- Loan Calculations EMI Calculation; Loan restructuring – Present Value of future payments; Loan repayment schedules; Amortization; Home Equity; Refinancing cost; Fixed EMI Vs. Fixed Tenure.

UNIT II: Risk Profiling of Products and Investors - Asset Allocation

- Types of Investment Risk Market Risk – Systematic and unsystematic, Inflation Risk, Interest Rate Risk, Credit Risk, Maturity Risk, Liquidity Risk, reinvestment risk, Exchange Rate Risk. Regulatory Risk.
- Product Profiling in terms of Risk and Tenure Short Term Products – Low Returns with Capital Protection Medium Term Products – Inflation beating with adequate Capital Protection Long Term Products – Managed Risk for wealth creation in the long term.

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Nature of Questions	Marks
Q1	Theory / Practical	15
Q2	Theory / Practical	15
Q3	Theory / Practical	15
		Total 30

Note:

1. Equal Weightage is to be given to all the units.

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10

11

REFERENCES:

1. Investment Management: A Modern Approach by Ranganatham M. Vishwanath. It is Published by Pearson India.
2. Investment Management: Theory and Practice by Prasanna Chandra. It is Published by Tata McGraw Hill Education.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- II

Title: Investment Products

**Vertical - 1
Major Subject - 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Investment Products
Course Code: CHMIMII2

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides a comprehensive understanding of Indian financial markets and the wide range of investment products available to investors. It introduces the structure and functioning of equity, bond, mutual fund, and ETF markets while exploring emerging avenues such as commodities, real estate, and alternative investments. The course equips learners with practical insights into investment strategies, regulatory frameworks, market participants, and risk–return dynamics, enabling informed and effective financial decision-making.
2	Vertical 1	Major
3	Type	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To familiarize students with the structure, instruments, and key participants of Indian financial markets. CO(A)2: To develop knowledge of traditional and modern investment products, including equities, bonds, mutual funds, and ETFs. CO(A)3: To explore diverse investment avenues such as real estate, commodities, government schemes, and AIFs. CO(A)4: To build analytical skills for evaluating investment risks, returns, and strategies in the Indian context.	
8	Course Outcomes: Students will be able to CO1: Identify and explain various investment products and their characteristics in Indian financial markets. CO2: Analyze equities, bonds, and mutual fund offerings to make informed investment decisions. CO3: Evaluate alternative investments such as real estate, commodities, and AIFs based on risk and return parameters. CO4: Apply suitable investment strategies for portfolio diversification and wealth creation within the Indian regulatory environment.	

9

Syllabus

UNIT I: Indian Financial Markets Fundamentals and Instruments for Investment

- Overview of Indian Financial Markets: Introduction: Key players in the Indian financial ecosystem: stock exchanges, brokers, depositories, Recent developments and trends in Indian financial markets
- Equities in India: Introduction to Indian equity markets: major stock exchanges (BSE, NSE), Types of stocks traded in India: common stock, preference shares, Listing requirements and regulatory, compliance for companies, Investment strategies for Indian equities: fundamental analysis, technical analysis
- Bonds and Fixed Income Securities: Overview of Indian bond market: government bonds, corporate bonds, and municipal bonds, Bond issuance process in India, Interest rate dynamics and bond pricing, Role of credit rating agencies in Indian bond market
- Mutual Funds and ETFs in India Introduction to mutual funds in India: types, structure, and regulations Key players in the Indian mutual fund industry Exchange-Traded Funds (ETFs): growth and popularity in India SIP (Systematic Investment Plan) and other investment strategies using mutual funds

UNIT II: Expanding Investment Horizons: Diverse Opportunities in Indian Markets

- Real Estate Investment in India Overview of Indian real estate market: residential, commercial, and industrial segments Investment avenues in real estate: direct investment, REITs (Real Estate Investment Trusts), Risks and challenges associated with investing in Indian real estate
- Commodities Trading in India Introduction to commodities trading in India: major exchanges (MCX, NCDEX), Types of commodities traded: precious metals, agricultural commodities, energy products, Futures and options trading in Indian commodity markets, Factors influencing commodity prices in the Indian context
- Fixed Deposits and Government Savings Schemes Overview of fixed deposits offered by banks and financial institutions in India Government savings schemes: Public Provident Fund (PPF), National Savings Certificate (NSC), and others, Features, benefits, and tax implications of fixed deposits and government savings schemes, Role of fixed income instruments in investment portfolio diversification
- Alternative Investment Funds (AIFs) and Venture Capital Introduction to Alternative Investment Funds (AIFs): categories and regulations in India Venture capital and private equity investments in Indian startups, Role of AIFs in providing access to alternative investment opportunities, Case studies of successful venture capital investments in India

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Nature of Questions	Marks
Q1	Theory / Practical	15
Q2	Theory / Practical	15
Q3	Theory / Practical	15
		Total 30

Note:

1. Equal Weightage is to be given to all the units.

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10

11

REFERENCES:

1. "Alternative Investments: CAIA Level I" by Donald R. Chambers, Mark J. P. Anson, Keith H. Black, Hossein Kazemi Published by Wiley India"
2. "Art of Stock Investing: Indian Stock Market" by Abhishek Kumar, Published by Notion Press Pvt. Ltd.
3. "Commodities and Commodity Derivatives: Modelling and Pricing for Agriculturals, Metals, and Energy" by Helyette Geman (Foreword by C. R. Narayanan) Published by Wiley India Pvt. Ltd.
4. "The Indian Real Estate: A Financial and Systematic Overview" by Vikash Verma, Published by McGraw Hill Education (India) Private Limited

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B.Com.
(Management Studies)**

Semester - II

**Title: Industry and Service Management - I
(Basics of I & S)**

**Vertical - 2
Minor Subject - 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Industry and Service Management I (Basics of I & S)
Course Code: CHMBMSII3

Sr. No.	Heading	Particulars
1	Description the Course:	This course introduces students to the foundational concepts of Industry Management and Service Management, two essential components of modern economic and business environments. Students will learn how industries operate, how external forces shape their competitiveness, and how technological and regulatory changes influence industry performance. The course also covers the nature, scope, and classification of services, highlighting the growing importance of the service sector in India. By the end of the course, students will develop the ability to analyze industries and understand the dynamics of service delivery and management.
2	Vertical 2	Minor
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: Introduce students to the fundamental principles and functions of Industry Management.</p> <p>CO(A)2: Provide analytical frameworks for evaluating industry competitiveness and key environmental influences.</p> <p>CO(A)3: Develop understanding of the unique characteristics, scope, and classification of services.</p> <p>CO(A)4: Explain the economic and structural factors contributing to the expansion of the service industry, especially in India.</p>
8	Course Outcomes:	<p>Student will be able to</p> <p>CO1: Explain the concept, characteristics, types, and advantages/disadvantages of Industry Management.</p> <p>CO2: Analyze industry structure using tools such as Porter's Five Forces, Industry Life Cycle, and regulatory/technological factors.</p> <p>CO3: Describe the concept and characteristics of services, and explain the significance of the service sector.</p> <p>CO4: Classify different types of services and evaluate the reasons for the rapid growth of the service industry in India</p>

9	Syllabus
	<p>UNIT I: Basics of Industry Management</p> <ul style="list-style-type: none"> • Concept of Industry Management, Characteristics of IM, Types, Pros and Cons of Industry Management • Industry Analysis: Framework of Porter's Five Forces, Industry Life Cycle, Technological advancement, Government regulations <p>UNIT II: Basics of Service Management</p> <ul style="list-style-type: none"> • Concept of service and service Management, characteristics of services, importance of service industry • Scope and Classification of services - Specialized services, Customer services and Industrial services, Reasons for growth of service industry in India.

10	<p>Scheme of Examination and Assessment Pattern Paper – 50 Marks</p> <p>External Examination: Semester End External - 30 marks Time: 1:00 hours Format of Question Paper</p> <p>Attempt all questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Question No</th> <th style="text-align: center;">Nature of Questions</th> <th style="text-align: center;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Any two out of three (Unit I)</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Any two out of three (Unit II)</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">TOTAL</td> <td></td> <td style="text-align: center;">30</td> </tr> </tbody> </table> <p>Internal Examination: Continuous Evaluation - 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;"></th> <th style="text-align: center;">Assessment / evaluation</th> <th style="text-align: center;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test during the lectures. (MCQs Based)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project / Presentation / Viva / Case Study / Role Play (Any 2)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">TOTAL</td> <td></td> <td style="text-align: center;">20</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Any two out of three (Unit I)	15	Q2	Any two out of three (Unit II)	15	TOTAL		30		Assessment / evaluation	Marks	1.	Class Test during the lectures. (MCQs Based)	10	2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	10	TOTAL		20
Question No	Nature of Questions	Marks																							
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2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	10																							
TOTAL		20																							

11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. Service Sector in India - recent policy initiative a New century publication 2008 2. A. Vijaykumar Service Sector management - An Indian perspective - Bhattacharjee, Jaico publishing House 2011.
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**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Economics)**

Semester- II

Title: Economics for Professional Careers-II

**Vertical - 1
Major Subject - 2 Credit**

**with effect from
Academic Year 2025-2026**

Title: Economics for Professional Careers-II

Course Code: CHMECOII4

Sr. No.	Heading	Particulars
1	Description the Course:	This course is designed to equip students with essential economic concepts and tools relevant to decision-making in a professional and business environment. It introduces students to core aspects of business economics, cost estimation, market dynamics and price determination. By integrating theory with real-life examples, the course enables learners to analyze how market forces operate in various competitive settings. The course is tailored to develop critical thinking and economic reasoning skills needed for effective participation in the professional world.
2	Vertical 1	Major
3	Type Teaching Methods	Theory + Practicum Lectures, Discussion, Presentation and Case Studies
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To understand demand forecasting and capital budgeting. CO(A)2: To understand capital budgeting for new business. CO(A)3: To equip learners with the knowledge and skills to understand, evaluate through case study of a business plan through capital budgeting. CO(A)4: To understand traditional approach and modern approach of production function.	
8	Course Outcomes: Student will be able to CO1: Understand demand forecasting and capital budgeting. CO2: Understand capital budgeting for new business. CO3: Equip learners with the knowledge and skills to understand, evaluate through case study of a business plan through capital budgeting. CO4: Understand traditional approach and modern approach of production function.	

9	<p style="text-align: center;">Syllabus</p> <p>Unit I: Demand Forecasting and Capital budgeting</p> <ul style="list-style-type: none"> • Demand Forecasting: Meaning, Steps, Characteristics, Importance and Methods. • Capital Budgeting for New Business: Overview and Importance of capital Budgeting for new business, Steps for Business Plan - Project identification, Project Approval, Project report- Types of Capital Budgeting - Pay Back Period, Net Present Value & Internal Rate of Return • Case Study of a Business plan through Capital Budgeting. <p>Unit II: Production Function</p> <ul style="list-style-type: none"> • New approach to Production Function: Meaning of production function, Iso-quant, Iso-cost line and Producer's Equilibrium, Types of production function: Short run- Law of variable proportions and long run returns to scale. • Approaches to Production Function: Traditional Approach and Modern Approach of Production function (Concepts – Technology, Innovation, Research & Development human Capital and Sustainable Production). • Industrial Visit to Parle G factory for understanding Production Functions 																					
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1 hour</p> <p style="text-align: center;">Format of Question Paper</p> <p>Attempt all questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Attempt any two out of three. (Unit I)</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Attempt any two out of three. (Unit II)</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 30</td> </tr> </tbody> </table> <p>Internal Examination: Continuous Evaluation – 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Multiple choice questions</td> <td style="text-align: center;">20</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 20</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Attempt any two out of three. (Unit I)	15	Q2	Attempt any two out of three. (Unit II)	15			Total 30		Assessment / evaluation	Marks	1.	Multiple choice questions	20			Total 20
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		Total 20																				
11	<p>Reference Books:</p> <ol style="list-style-type: none"> 1) Mankiw, N.G., (2009), 'Economics: Principles and Applications', Cengage Learning 2) Stiglitz, J.E. and C.E. Walsh, (2002), 'Principles of Economics', W.W. Norton 3) Harold Bierman Jr. and Seymour Smidt 'Capital Budgeting: Financial Appraisal of Investment Projects', 8th Edition, MacMillan 4) H. Craig Petersen, W. Cris Lewis, (2012), Managerial Economics, 4th Edition, Pearson, Delhi, India 5) Nicolas Vandeput, (2018), 'Demand Forecasting Best Practices', Charleston, USA. 																					



HSNC Board's

Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Faculty of Interdisciplinary

Vertical 3: List of Open Elective Skill Based Courses for First Year: Semester – II

Sr. No.	Nomenclature of the Paper
1	Cyber and Digital Safety
2	Audio -Video Editing Foundation for Graphics Design and Basics of Animation II
3	Basic Tools of AI for Economics and Education - II
4	English for Professional and Corporate World
5	Urbanisation and Real Estate
6	Business of Travel and Tours-II
7	Managing Family Wealth through Family Office
8	Interactive Web Design using Java Script
9	Basics of Nutrition II
10	Reels Production and Creator Branding
11	Performing Art
12	Data Analysis with Advanced Excel
13	Advanced Political Communication and Media Skills
14	Stress Management
15	Social Media and Society Identity, Power and Digital Citizenship
16	Mushroom Cultivation Training and Trading Level
17	Yoga and Fitness II
18	Basic Perfumery Course (Level-II)
19	Soft Skills II-Personal and Interpersonal Effectiveness
20	Beautician - Strategic Business Planning-II
21	Current Trends of Fashion Designing- Financial Perspective Level-II
22	Basic Accounting-II
23	Digital Marketing II
24	Online Trading and Stock Market-II
25	Event Management Course in Sindhi



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- II

Title: Foundation of Forex Market

**Vertical - 4
VSC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Foundation of Forex Market
Course Code: CHMIMIII4

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides a foundational understanding of the international monetary system and the functioning of foreign exchange (forex) markets. It covers the evolution of exchange rate regimes, key concepts of currency quotations, forex instruments, market participants, and the regulatory framework in India. Students gain essential knowledge of spot, forward, and cross-currency markets along with insights into factors influencing exchange rates and dealing room operations.
2	Vertical 4	VSC
3	Type	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To introduce students to the structure and evolution of the international monetary system and exchange rate regimes. CO(A)2: To develop understanding of forex markets, currency pairs, quotations, and transaction types. CO(A)3: To familiarize learners with arbitrage, forward margins, and factors affecting exchange rates. CO(A)4: To provide knowledge of forex market participants and the regulatory environment governing foreign exchange in India.	
8	Course Outcomes: Students will be able to CO1: Understand major international monetary systems and current exchange rate arrangements. CO2: Interpret currency quotations, spot and forward rates, cross-currency rates, and spreads. CO3: Analyze forex market operations including transactions, settlement, and arbitrage opportunities. CO4: Explain the role of forex participants, FEDAI, FEMA, and understand dealing room procedures in India.	

9

Syllabus

UNIT I: Introduction to International Monetary System

- International Monetary Systems: Introduction to Forex, Currency Pair Types, Forex Currency Pairs
- Evolution of International Monetary System: Gold Standard System, Bretton Woods System
- An introduction to Exchange Rates: Foreign Bank Note Market, Spot Foreign Exchange Market Exchange Rate Quotations, Direct & Indirect Rates, Cross Currency Rates, Spread & Spread %, Factors Affecting Exchange Rates

UNIT II: Foreign Exchange Market and Participants

- Foreign Exchange Markets: Introduction to Foreign Exchange Markets, Structure of Foreign Exchange Markets, Types of Transactions & Settlement Date, Exchange Rate Quotations & Arbitrage, Forward Quotations (Annualized Forward Margin)
- Forex Participants: Market and Market Participants, Foreign Exchange Management in India, Retail and Whole Sale Component of Indian Foreign Exchange Market, Role of FEDAI, FEMA and Regulatory Framework, Dealing Room Operations.

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Nature of Questions	Marks
Q1	Theory / Practical	15
Q2	Theory / Practical	15
Q3	Theory / Practical	15
		Total 30

Note:

1. Equal Weightage is to be given to all the units.

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10

11

REFERENCES:

1. Foreign Exchange Management: Theory and Practice" by A. V. Rajwade, published by Tata McGraw-Hill Education
2. The Handbook of Foreign Exchange Trading" by Jagdeep Singh Kalsi, published by Vision Books.
3. Forex Trading Guide: Basics and Strategies" by S. Wade Hansen and Peter R. Bain, published by Tata McGraw-Hill Education
4. Currency Trading and Intermarket Analysis: How to Profit from the Shifting Currents in Global Markets

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**First Year B. Com.
(Investment Management)**

Semester- II

Title: Investment Marketing

**Vertical - 4
SEC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Investment Marketing
Course Code: CHMIMI5

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides an overview of marketing principles, concepts, and strategies with a focus on the evolving digital landscape. It explores the marketing mix, customer relationship management, and modern tools like social media, influencer, and AI-driven marketing in the context of investor education and awareness.
2	Vertical 4	SEC
3	Type	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To introduce the fundamental concepts, scope, and importance of marketing. CO(A)2: To explain the elements of the marketing mix and their strategic applications. CO(A)3: To develop understanding of digital, social media, and influencer marketing techniques. CO(A)4: To highlight the role of technology and customer relationship strategies in modern marketing.	
8	Course Outcomes: CO1: Understand key marketing concepts, orientations, and their practical relevance. CO2: Analyze the 4Ps and 4Cs framework to design effective marketing strategies. CO3: Apply digital and social media tools for investor education and brand engagement. CO4: Evaluate emerging marketing trends and customer retention strategies in the digital era.	
9	Syllabus	
	UNIT I: Fundamentals of Marketing <ul style="list-style-type: none"> • Introduction to marketing: Definition, features, advantages and scope. • The 4Ps and 4Cs of Marketing. Marketing as an activity. • Concepts of Marketing and orientation of firm: Product concept, Production concept, Selling Concept, Marketing Concept, Social Concept and Holistic Marketing. UNIT II: Marketing Mix, Digital and Relationship Marketing <ul style="list-style-type: none"> • Marketing Mix: Meaning and elements of marketing mix. • Strategies for Investor Education and Awareness – Digitalization, Influencer marketing, Social Media marketing (LinkedIn, Instagram, YouTube). Customer Relationship and Retention Strategies. Emerging trends in Investment Marketing: Use of Ai, Digital Campaigns and financial literacy 	

10**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Nature of Questions	Marks
Q1	Theory / Practical	15
Q2	Theory / Practical	15
Q3	Theory / Practical	15
		Total 30

Note:

1. Equal Weightage is to be given to all the units.

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10

11**REFERENCES:**

1. Marketing of Financial Services by Dr. Vasant Desai.
2. "Investment Marketing: A Guide for Investment Management Professionals" by Philip L. Chiodo, CFA Published by Wiley.
3. "Investment Marketing: How to Profit in the World's Largest Market" by Paul Sutherland Published by Wiley.
4. "Marketing Financial Services" by Hooman Estelami, Published by Routledge

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year BCOM

Semester- II

Vertical – 5

Ability Enhancement Course (AEC) -2 Credits

**with effect from
Academic Year 2025-2026**

Title: Advanced Business Communication Skills
Course Code: CHMBCOMAECII

Sr. No.	Heading	Particulars
1	Description of the Course:	<p>The modern business world demands communication that is strategic, data-driven, digitally fluent, and culturally intelligent. With virtual offices, global teams, and technology-integrated operations, communication skills have evolved beyond traditional correspondence.</p> <p><i>Advanced Business Communication Skills</i> builds on foundational knowledge and introduces students to executive-level communication abilities. The course focuses on strategic communication, digital workplace tools, persuasive writing, professional etiquette, intercultural communication, and analytical documentation, preparing learners for real-world corporate responsibilities.</p>
2	Vertical 5	AEC: Advanced Business Communication Skills
3	Type Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To provide advanced understanding of business communication models and strategies.</p> <p>CO(A)2: To develop digital and intercultural communication skills essential for global workplaces.</p> <p>CO(A)3: To equip students with professional writing skills for reports, proposals, emails, and letters.</p> <p>CO(A)4: To enhance presentation, negotiation, and analytical communication abilities.</p> <p>CO(A)5: To build professionalism, etiquette, and ethical communication judgment.</p>

8	<p>Course Outcomes: After completing this course, learners will be able to:</p> <p>CO-1: Implement advanced communication strategies in professional business contexts.</p> <p>CO-2: Communicate effectively using digital tools and virtual platforms.</p> <p>CO-3: Draft structured, persuasive, and professional business documents.</p> <p>CO-4: Demonstrate professional etiquette in meetings, group work, interviews, and corporate communication.</p> <p>CO-5: Analyze and solve workplace communication problems through case-based approaches.</p>
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9	<p>Syllabus</p>
	<p>UNIT I: Advanced Concepts in Business & Digital Communication (15 Hours)</p> <p>1. Strategic Business Communication</p> <ul style="list-style-type: none"> • Advanced models of corporate communication • Managerial communication and decision-making • Communication ethics and governance • Communication in crisis and conflict situations <p>2. Workplace Communication Dynamics</p> <ul style="list-style-type: none"> • Multigenerational workforce communication • Communication across hierarchies and cross-functional teams • Basics of negotiation and conflict resolution • Professional listening and feedback skills <p>3. Digital Communication & Virtual Workplace</p> <ul style="list-style-type: none"> • Email etiquette in global communication • Virtual meeting etiquette: scheduling, agendas, minutes • Writing for digital media: micro-content, announcements, social media tone <p>4. Intercultural & Global Communication</p> <ul style="list-style-type: none"> • Cultural sensitivity in global communication • Communicating with international clients • Cross-border etiquette: greetings, tone, time zones

UNIT II: Professional Business Correspondence & Practical Documentation (15 Hours)

• **Business Reports & Practical Documentation**

- 1 Project summary report
- 2 Market survey/product analysis report
- 3 Service recovery / apology letter as a customer care executive
- 4 Negotiation letter (discount / delivery terms)

• **Proposals, Social Media Writing & Corporate Profiles**

1. Proposal for a new campus event
2. Proposal for a small business idea
3. Writing Instagram captions for a brand
4. Preparing a short promotional message for a product

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hour

Format of Question Paper

All questions are compulsory:

Question No	Nature of Questions	Marks
Q. 1	Short Notes (Attempt any 3 out of 5) - Unit 1 OR Attempt Essay Type question. (1 out of 2) - Unit 1	15
Q. 2	Short Notes (Attempt any 3 out of 5) - Unit 2 OR Attempt Essay Type question. (1 out of 2) - Unit 2	15
	Total	30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Written Assignment: The students are required to attempt any one of the following using AI applications: (Eg: Gamma AI, Beautiful.ai, etc) <ul style="list-style-type: none"> • Preparing a short promotional message for a product • Market Survey Report / A Business Proposal 	20
	Total	20


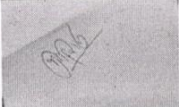
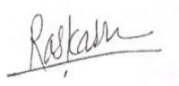
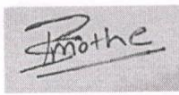
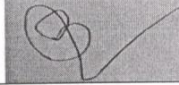
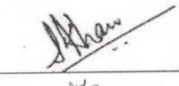
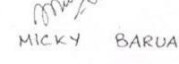

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REFERENCES:

- 1 Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
- 2 Bovee, Courtland L., and John V. Thill. *Business Communication Today*. 14th ed., Pearson, 2021.

- 3 Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
- 4 Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
- 5 Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
- 6 Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.
- 7 Krizan, A. C., et al. *Business Communication*. 8th ed., Cengage Learning, 2010.
- 8 Lesikar, Raymond V., et al. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
- 9 Locker, Kitty O., and Donna Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
- 10 Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
- 11 Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.
- 12 Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
- 13 Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
- 14 Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
- 15 Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
- 16 Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
- 17 Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
- 18 Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
- 19 Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
- 20 Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.

Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute



Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester- II

Title: Communication Skills in Sindhi

Vertical - 5

Ability Enhancement Course - 2 Credit

**with effect from
Academic Year 2025-2026**

Title: Communication Skills in Sindhi
COURSE CODE: CHMSINIIAEC

Sr. No.	Heading	Particulars
1	Description the Course:	Sindhi communication skills (B.Com.) Communication is the core component of the commerce and trade. In communication, language plays very significant role. If a student has mastered the skills of language, undoubtedly, he or she would be able to communicate in the best manner. In this course basic part of Sindhi language would be taught based on the NEP 2020. The innovative approach likes critical thinking, creative mind, use of technology will lead to communicating and participating with the different groups. The vocabulary section would be given prominence. The course would be in the Devanagari script so that it can attract majority of the students. Even non-Sindhi students shall have opportunity to adopt this course.
2	Vertical 1	AEC – Ability Enhancement Course
3	Type	Theory+ Practicum (Teaching Method: Lecture/ Discussion/Reading)
4	Credit	2 credits (1 credit = 15 hours for theory or 30 hours of Practical work in a semester)
5	Hours allotted	30 Hours
6	Marks allotted	50Marks
7	Course Objectives:	After successful completion of this course: CO(A)1: The learner will get understanding of communication skills. CO(A)2: The learner will understand how to accurate the pronunciation of special words in Sindhi CO(A)3: The learner will improve the conversation skill in Sindhi. CO(A)4: The learner will become best communicator in Sindhi language
8	Course Outcomes:	Student will be able to CO1: Know the basic special features of Sindhi language. CO2: Understand the skills of communication. CO3: Knowing the conversation with businessmen and customers CO4: Know the etiquettes with parents, relatives, friends and others in effective way

Syllabus

Unit 1: Everyday & Professional Communication in Sindhi

- Daily Life Conversation Skills: Greetings and introductions, Asking for information, Making requests / giving instructions, Small talk in simple Sindhi
- Workplace & Business Communication: Customer interaction, Office enquiries, permissions, complaints, Bank/shop/travel conversation, Basic telephone conversation, Short Event Reports

Unit 2: Digital & Modern Communication in Sindhi

- Email & Message Writing: Professional emails, WhatsApp/SMS etiquette, Announcements, reminders
- Product and Promotive Communication: Short ads, Taglines & slogans, Simple product description, Pitch Presentation, Interview / Communication for Market Research

Syllabus

यूनिट १:

- रोज़मरह जी ज़िंदगी में गुप्तगू(सिंधीअ में): वाकुफ़ियत डियण ऐ जाण हासुल करण ,वेनती मोकिलण, अर्जु करण,हिदायतू डियण, सौली सिंधीअ में गालाईण.
- कम करण वारी ज़गह ते राबतो ऐ कारोबारी राबतो: ग्राहकनि सा गुप्तगू ऑफिस में पूछताछ , परमीशन शिकायत पत्र,बैंक जे करमचारियुनि सा गुप्तगू ग्राहकनि सा गालिहाइणि,बेसिक टेलीफोनिक संवादु, नंडे जशन जी रिपोर्ट.

यूनिट २:

- डिजिटल ऐ आधुनिक संवादु(सिंधी में):
- ईमेल ऐ मैसेज लिखण, पेशेवर ईमेल, वाट्सप ऐ समसे (Message) जा शिष्टाचार (Etiquettes),घोषणा ,याद डियारण वारो नोट (Reminders),
- उत्पाद ऐ प्रचार प्रसार संवादु,,नंडो विज्ञापन (Small Ads), टैगलाइन ऐ स्लोगन सौलो उत्पाद वर्णन,, पिच प्रिज्न्टेशन, इंटरव्यू मार्केट रिसर्च जे लाइ संवादु.

10**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hour

Format of Question Paper

Question No	Nature of Questions	Marks
Q1.A)	Objective Type Questions (Unit- I)	05
Q1. B)	Attempt ANY 2 out of 4- (5 marks each) (Unit-I)	10
Q2.A)	Objective Type Questions (Unit- II)	05
Q2. B)	Attempt ANY 2 out of 4- (5 marks each) (Unit-II)	10
Total		30

Internal Examination: Continuous Evolution - 20 marks

	Assessment / evaluation	Marks
1.	Speaking Activities: (Presentation) Making presentations in the classroom	10
2.	Listening Activities: (Assignment) Listening to speeches, dialogues, announcement and summarizing them	10
Total		20

11**REFERENCE BOOKS:**

1. Sanchari Basha – By Dr. Pushpa Kodwani
2. Sindhi Pahakaa – Dr. Jetly M.K.
3. Sindhi Muhavahra – By Hardwani Lachhman
4. Sindhi Adhyat mak Shabdhkesh – By Hardwani Lachhman
5. Acho Sindhi Sikhu – By Hardwani Lachhman

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - II

**Title: Environmental Management and
Sustainable Development - II**

**Vertical - 5
VEC Subject - 2 Credits**

**with effect from
Academic Year 2025-2026**

Title: Environmental Management and Sustainable Development - II

Course Code: CHMVEC2

Sr. No.	Heading	Particulars
1	Description the Course:	This course examines the relationship between environmental pollution and human health, with detailed coverage of air, water, soil, noise, thermal, and radioactive pollution and their sources, standards, and impacts. It enables learners to understand pollution generation processes, waste management challenges, and the assimilative capacity of the environment. The course also introduces environmental laws, constitutional provisions, and regulatory frameworks, along with tools such as Environmental Management Systems (ISO 14001), life cycle analysis, and cost–benefit analysis. Emphasis is placed on sustainable practices, pollution control measures, the 3R concept, ecolabeling, and global initiatives such as the Sustainable Development Goals and Mission LiFE.
2	Vertical 5	VEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To develop a comprehensive understanding of various types of environmental pollution, their sources, standards, and impacts on human health and ecosystems.</p> <p>CO(A)2: To familiarize students with environmental laws, constitutional provisions, and regulatory frameworks related to environmental protection and management.</p> <p>CO(A)3: To equip learners with knowledge of environmental management tools, pollution control measures, and sustainable waste management practices.</p> <p>CO(A)4: To create awareness about global and national sustainability initiatives such as the Sustainable Development Goals, Mission LiFE, and their role in achieving sustainable development.</p>

8	<p>Course Outcomes: Student will be able to</p> <p>CO1: Identify and analyze different types of environmental pollution and assess their impacts on human health and ecological systems.</p> <p>CO2: Explain key environmental laws, constitutional provisions, and institutional mechanisms for environmental protection.</p> <p>CO3: Apply environmental management tools and sustainable waste management practices in real-world contexts.</p> <p>CO4: Evaluate sustainability initiatives such as the SDGs and Mission LiFE and relate them to environmental management and sustainable development practices.</p>
9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Environmental Pollution and Health</p> <ul style="list-style-type: none"> • Understanding pollution: Production processes and generation of wastes; Assimilative capacity of the environment; Definition of pollution; Point sources and non-point sources of pollution. • Air pollution: Sources of air pollution; Primary and secondary pollutants; Indoor air pollution; Adverse health impacts of air pollutants; National Ambient Air Quality Standards. • Water pollution: Sources of water pollution; River, lake and marine pollution, groundwater pollution; water quality parameters and standards; adverse health impacts of water pollution on human and aquatic life. • Soil pollution and solid waste: Soil pollutants and their sources; Solid and hazardous waste; Impact on human health. • Noise pollution: Definition of noise; Unit of measurement of noise pollution; Sources of noise pollution; Noise standards; adverse impacts of noise on human health. • Thermal and Radioactive pollution: Sources and impact on human health and ecosystems. <p>UNIT II: Environmental Management</p> <ul style="list-style-type: none"> • Introduction to environmental laws and regulation: Constitutional provisions- Article 48A, Article 51A (g) and other derived environmental rights; • Introduction to environmental legislations on the forest, wildlife and pollution control. Environmental management system: ISO 14001 Life cycle analysis; Cost-benefit analysis • Pollution control and management; Waste Management- Concept of 3R (Reduce, Recycle and Reuse) and sustainability; Ecolabeling /Ecomark scheme. • Introduction to Millennium Development Goals, Sustainable Development Goals, & Mission Life.

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 3 out of 4 questions.

Question No	Nature of Questions	Marks
Q1	Theory Question based on Unit I	10
Q2	Theory Question based on Unit I	10
Q3	Theory Question based on Unit II	10
Q4	Theory Question based on Unit II	10
TOTAL		30

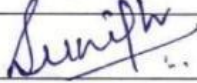
Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Assignment / Project	10
2.	Case Study / Assignment	10
TOTAL		20

11

REFERENCES:

1. Barrow, C. J. (2012). *Environmental management for sustainable development* (2nd ed.). Routledge.
2. Doabia, T. S. (2023). *Environmental and pollution laws in India* (4th ed.). Eastern Book Company.
3. Kumar, S. (2009). *Environmental policies in India*. Northern Book Centre.
4. Rajagopalan, R. (2023). *Environmental studies* (4th ed.). Oxford University Press India.
5. Rogers, P. P., Jalal, K. F., & Boyd, J. A. (2007). *An introduction to sustainable development*. Earthscan.
6. Singh, J., Singh, A., & Gupta, S. (2019). *Environmental science and engineering*. New Age International Publishers.

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Sunil Lalchandani	Dean, Faculty of Interdisciplinary	



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

First Year

Semester - II

Title: Cocurricular Course I

**Vertical - 6
CC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Cocurricular Course I
Course Code: CHMCCI6

Sr. No.	Heading	Particulars
1	Description the Course:	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	Vertical 6	CC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p>CO(A)2: To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p>CO(A)3: To foster a sense of responsibility, leadership, and community engagement among students.</p> <p>CO(A)4: To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p>CO(A)5: To integrate classroom learning with experiential learning for holistic growth.</p>

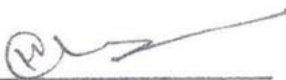
8	<p>Course Outcomes: Student will be able to</p> <p>CO1: Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p>CO2: Demonstrate improved communication, leadership, and teamwork skills.</p> <p>CO3: Exhibit increased awareness of social responsibility and civic engagement.</p> <p>CO4: Build confidence through creative, cultural, and intellectual expressions.</p> <p>CO5: Maintain a portfolio or activity log to track participation and personal development.</p>
9	<p style="text-align: center;">Syllabus</p> <p>Unit I – Suggested Areas of Participation in the Activities</p> <ul style="list-style-type: none"> • Cultural Events: Drama, dance, music, literary events, debates, etc. • Social Outreach: Blood donation, awareness campaigns, cleanliness drives. • Clubs & Societies: Photography, quiz, environment club, shram club, etc. • Sports & Fitness: College tournaments, yoga, marathons, fitness challenges. • Institutional Events: Foundation Day, Annual Day, College Festivals, Intercollegiate events. • National Festivals: Independence Day, Republic Day, etc. <p>Unit II – Program Specific Topics</p> <ul style="list-style-type: none"> • Workshops/Seminars: Report Writing, Personality Development, Soft Skills, Leadership Talks. • Speak, Show, Shine: Presentation / Poster Presentation / Viva and Learning Experience. <p>Mode of Evaluation</p> <ul style="list-style-type: none"> • Faculty Coordinator: To guide and evaluate student progress. • Participation Proof: Certificates, photos, attendance records. • Reflective Journal: Minimum 2–3 pages summarizing experiences, learning, and growth. • Final Viva/Presentation: 5-minute talk on poster presentation and on overall learning.

10	Scheme of Examination and Assessment Pattern Based on 3 approved activities		
	External Examination: Semester End External - 30 marks		
	Activity No	Nature of Activities	Marks
	Q1	Title of approved activity 1	10
	Q2	Title of approved activity 1	10
	Q3	Title of approved activity 1	10
	TOTAL		30
	Internal Examination: Continuous Evaluation - 20 marks		
		Assessment / evaluation	Marks
	1.	Reflective journal	10
	2.	Presentation / Poster presentation / Viva	10
	TOTAL		20

Suggested Readings

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:



 Dr. Manju Lalwani Pathak



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- III

Title: Strategic Mutual Fund Management

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Strategic Mutual Fund Management

Course Code: CHMIMIII1

Sr. No.	Heading	Particulars
1	Description of the Course:	Mutual funds play a pivotal role in the investment ecosystem, offering diversified portfolios, risk management, and wealth-building opportunities for individuals and institutions. This course provides students with a comprehensive understanding of mutual fund structures, investment strategies, risk assessment, and regulatory frameworks. It equips learners with practical knowledge to analyze mutual funds, assess their Performance, and make informed investment decisions.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives:	CO(A)1: Understand the fundamental concepts, types, and structures of mutual funds. CO(A)2: Analyze the risk-return trade-off in mutual fund investments. CO(A)3: Evaluate mutual fund performance using key financial metrics. CO(A)4: Comprehend regulatory aspects and compliance requirements in mutual fund management. CO(A)5: Develop investment strategies based on investor profiles and market conditions.
8	Course Outcomes:	Student will be able to CO1: Demonstrate an in-depth understanding of mutual fund investment principles. CO2: Apply financial tools to assess and compare mutual fund performance. CO3: Develop investment plans considering market trends and investor objectives. CO4: Integrate mutual fund strategies into broader financial planning and portfolio management.

Syllabus

UNIT I: Introduction to Mutual Funds

- Definition, Concept, and Evolution of Mutual Funds
- Types of Mutual Funds (Equity, Debt, Hybrid, Index, ETFs, etc.)
- Mutual Fund Structure: Asset Management Companies (AMCs), Fund Managers, Trustees
- Advantages and Limitations of Mutual Funds
- Mutual Fund vs. Other Investment options (Insurance, ULIPs etc)
- Net Asset Value (NAV) Calculation and Pricing Mechanism
- Expense Ratio and Its Impact on Returns
- Fund Distributors, Investors, and Market Participants

UNIT II: Risk-Return Analysis and Performance Evaluation

- Risk Types: Market Risk, Credit Risk, Liquidity Risk, Interest Rate Risk
- Risk Mitigation Strategies in Mutual Fund Investing
- Portfolio Diversification and Asset Allocation Strategies
- Performance Metrics: Sharpe Ratio, Alpha, Beta, Standard Deviation
- Comparison of Actively Managed vs. Passive Funds
- Factors Affecting Mutual Fund Performance
- Case Studies on Successful Mutual Fund Investments

UNIT III: Mutual Fund Selection and Investor Suitability

- Understanding Fund Fact Sheets and Offer Documents
- Importance of Investment Horizon and Financial Goals
- Role of Systematic Investment Plan (SIP) and Systematic Withdrawal Plan (SWP)
- Direct vs. Regular Mutual Fund Plans
- Identifying Investor Goals and Risk Appetite
- Constructing Mutual Fund Portfolios for Different Investor Segments
- Mutual Funds in Retirement Planning and Wealth Creation

UNIT IV: Mutual Fund Regulation, Compliance and Industry Trends

- SEBI Guidelines and Mutual Fund Governance
- Mutual Fund KYC and Investor Protection Measures
- Ethical Considerations in Mutual Fund Advisory
- Mutual Fund Taxation and Its Implications
- Rise of Passive Investing and Exchange-Traded Funds (ETFs)
- Role of Artificial Intelligence and Robo-Advisory in Mutual Funds
- Impact of Market Trends and Economic Factors on Mutual Funds

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project and presentation / Viva	15
		Total 40

11**REFERENCES:**

1. Mutual Funds for Wealth Creation – Subodh Gupta
2. How to Make Money with Mutual Funds – Manoj Arora
3. The Big Bull of Dalal Street: How Rakesh Jhunjhunwala Made Money from Mutual Funds & Stocks – Neil Borate
4. Mutual Funds: A Powerful Investment Avenue for Wealth Creation – Ankit Gala & Jitendra Gala
5. Indian Mutual Funds Handbook – Sundar Sankaran.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- III

**Title: Direct Taxation for Investment
Management**

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Direct Taxation for Investment Management
Course Code: CHMIMIII2

Sr. No.	Heading	Particulars
1	Description of the Course:	Taxation plays a critical role in investment decisions, financial planning, and wealth management. Understanding direct taxes is essential for professionals in investment management, as it affects capital gains, dividend taxation, and overall portfolio returns. This course provides students with comprehensive knowledge of direct tax laws, tax planning strategies, and their implications in investment decision-making.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Understand the fundamental principles of direct taxation and its impact on investment management. CO(A)2: Analyze tax implications on different types of income and investments. CO(A)3: Apply tax planning strategies to optimize investment decisions. CO(A)4: Interpret and comply with relevant tax laws, including income tax and capital gains tax.	
8	Course Outcomes: Student will be able to CO1: Demonstrate an understanding of direct taxation principles and legal provisions. CO2: Apply tax planning techniques in investment decisions for wealth optimization. CO3: Evaluate tax policies and their effects on financial markets and investment strategies. CO4: Integrate taxation knowledge with financial and portfolio management for strategic decision-making.	

9

Syllabus

UNIT I: Fundamentals of Direct Tax and Heads of Income

- Concept of Direct Tax, Constitutional Framework of taxation in India, Tax Authorities and Administration
- Computation of Residential Status and Scope of Total Income
- Heads of Income - Overview
- Income from House Property

UNIT II: Heads of Income -II

- Income from Salary and taxable perquisites
- Computation of Taxable Income
- Tax Treatment of Business gains and Professional Income
- Capital Gains – Short term vs Long term Indexation
- Income from other sources

UNIT III: Tax Planning and Investment Decisions

- Section 80C, 80D, 80DD, 80E, 80TTA, 80U Deductions
- Tax Saving Investment Options – PPF, ELSS, NPS etc
- Double Taxation and Avoidance Agreement (DTAA)
- AI tools for Tax Planning for Investors

UNIT IV: COMPUTATION OF TOTAL INCOME

- Practical Problems on Computation of Total Income
- Hands on Training: ITR Filing

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Questions	Marks
Q1	Practical / Theory	15
Q2	Practical / Theory	15
Q3	Practical / Theory	15
Q4	Practical / Theory	15
Q5	Practical / Theory	15
Q6	Practical / Theory	15
Total		60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test/ Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project and presentation / Viva	15
Total		40

REFERENCES:

1. Taxation of Capital Gains – Ramesh S. Arunachalam
2. Income Tax Guide for Investors – Subhash Lakhotia
3. Practical Approach to Direct Tax Laws and International Taxation – Girish Ahuja & Ravi Gupta
4. Tax Planning Through Investments – Nitin Vyakaranam
5. Handbook on Income Tax and Capital Market Transactions – Dalip Kumar.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B.Com.
(Management Studies)**

Semester - III

**Title: Industry & Service Management - II
(Strategic Financial Management)**

**Vertical - 2
Minor Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Industry & Service Management - II
(Strategic Financial Management)
Course Code: CHMMSIII7

Sr. No.	Heading	Particulars
1	Description the Course:	This course provides an advanced understanding of strategic financial management and its role in achieving long-term organizational objectives and sustainable value creation. It focuses on strategic financial planning, corporate valuation, capital budgeting, financing decisions, working capital management, and financial risk management from a managerial perspective. The course examines the integration of financial strategy with business strategy while addressing issues related to corporate governance, international finance, ethical decision-making, and technological transformation. It equips students with analytical and strategic skills required to make informed financial decisions in dynamic domestic and global business environments.
2	Vertical 2	Minor
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: To develop an understanding of strategic financial management concepts and their role in supporting corporate strategy and value creation. CO(A)2: To familiarize students with strategic financial planning, investment appraisal, financing decisions, and working capital management techniques. CO(A)3: To provide knowledge of financial risk management, international financial practices, and corporate governance principles for effective financial decision-making. CO(A)4: To expose students to emerging trends, technological innovations, and ethical considerations influencing strategic financial management.	
8	Course Outcomes: Student will be able to CO1: Explain the concepts, principles, and strategic role of financial management in achieving organizational goals and enhancing shareholder value. CO2: Apply strategic financial planning, capital budgeting, financing, and working capital management techniques to support business decision-making. CO3: Analyze capital structure decisions, financial risks, international financial issues, and corporate governance practices using appropriate financial tools and frameworks. CO4: Evaluate strategic financial alternatives, technological innovations, and ethical considerations to recommend sustainable financial strategies for organizational growth and competitiveness.	

Syllabus

Unit 1: Foundations of Strategic Financial Management

1. **Introduction to Strategic Financial Management:** Meaning, scope, and objectives of SFM, Role of SFM in corporate strategy, Financial goals and strategy.
2. **Shareholder value maximization and stakeholder interests,** Strategic vs. operational finance, Emerging role of the finance manager.
3. **Financial Planning and Strategy Formulation,** Strategic planning process and financial implications, Financial modelling and forecasting.
4. **Types of financial plans,** Linking financial strategy with business strategy, Valuation Principles, Business valuation concepts and methods.

Unit 2: Capital Budgeting & Capital Rationing

1. **Concept** – Need & Importance of Capital budgeting, Steps in Capital Investment Decisions.
2. **Techniques & process of Capital Budgeting,** Risk analysis in Capital Budgeting.
3. **Concept of Decision Tree Analysis,** Decision Tree Applications, Evaluation of lease vs. buy decisions, Types of leases and their financial implications.
4. **Meaning, Significance, Types – Methods of Capital Rationing,** Practical Problems.

Unit 3: Strategic Financing Decisions

1. **Theories of capital structure,** Factors determining capital structure, Cost of capital, Leverage analysis, EBIT-EPS analysis.
2. **Theories of dividend policy,** Factors influencing dividend decisions, Types of dividend policies, Share buybacks.
3. **Types of shares,** Equity financing, types of Debt financing, Hybrid financing instruments, International financing options.
4. **Strategic importance of working capital,** Managing key components, Working capital financing strategies.

Unit 4: Strategic Financial Risk Management

1. **Types of financial risks,** Risk identification, measurement, and evaluation, International financial risk management.
2. **International financial markets and institutions,** Foreign direct investment decisions, Management of exchange rate risk, International taxation.
3. **Principles of corporate governance,** Role of finance in corporate governance, Ethical issues in financial management.
4. **Impact of technology on financial strategies,** Digital transformation in finance, Emerging financial instruments and markets, Financial and non-financial performance metrics.

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
TOTAL		60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
TOTAL		40

11

REFERENCES:

1. Khan & Jain, *Financial Management*, MC Graw Hill.
2. Van Horne & John Wachowiz, *Fundamentals of Financial Management*.
3. Dr. S. P. Gupta, *Financial Management*, Sahitya Bhawan Publication.
4. Prasanna Chandra, *Strategic Financial Management*, MC Graw Hill.
5. Ravi M. Kishore, *Strategic Financial Management*, Taxmann's.



HSNC Board's

Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Faculty of Interdisciplinary

Vertical 3: List of Open Elective Skill Based Courses for Second Year: Semester – III

Sr. No.	Nomenclature of the Paper
1	Data Analysis And Visualization Using Excel
2	2D Animation And Motion Graphics
3	Advance Tools Of AI For Economics And Education - I
4	English For Journalism And Advertising
5	Urbanization And Real Estate: Infrastructure, Technology And Urban Change
6	Tourism Marketing
7	Managing Family Wealth Through Family Office-III
8	Responsive & Modern Web Designing
9	Basics Of Nutrition -3
10	Reel Making For Media And Social Change
11	Preforming Art- Dance-3
12	Data Analysis With Excel And Power BI
13	Digital Political Strategy, AI And Public Engagement Skills
14	Psychology Of Personal Relationship-I
15	Introduction To Sociology And Digital Society
16	Mushroom Cultivation Training And Trading Level 3
17	Yogasanas: Intermediate Series
18	Perfumery Course Level 3
19	Workplace And Professional Skills
20	Beautician: Strategic Business Planning III
21	Current Trends In Fashion Designing: Financial Perspective Level 3
22	Basics Of Accounting-III
23	Digital Marketing -III
24	Advanced Trading Strategies In Stock Market



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- III

**Title: Investment Laws and Regulatory
Framework**

**Vertical - 4
VSC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Investment Laws and Regulatory Framework
Course Code: CHMIMIII3

Sr. No.	Heading	Particulars
1	Description of the Course:	Investment laws play a crucial role in regulating financial markets, protecting investor interests, and ensuring transparency in investment activities. This course provides students with a fundamental understanding of the legal and regulatory frameworks governing investments, covering key laws, compliance requirements, and ethical considerations. The course prepares students to navigate legal challenges in investment management and comply with regulatory norms effectively.
2	Vertical 4	VSC
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the significance of investment laws in financial markets. CO(A)2: Analyze key regulations governing different types of investments. CO(A)3: Identify the roles of regulatory bodies like SEBI, RBI, and IRDAI. CO(A)4: Interpret legal provisions related to investor protection and corporate governance. CO(A)5: Apply legal principles to ensure compliance in investment management.	
8	Course Outcomes: Student will be able to CO1: Interpret and apply key investment laws in financial decision-making. CO2: Ensure compliance with regulatory guidelines in investment management. CO3: Analyze legal risks associated with different investment products. CO4: Students will identify red flags in scams, understand SEBI's role, and practice safe investing through real-world demos or simulations.	

9

Syllabus

UNIT I: Legal Framework and Regulatory Authorities

- Introduction to Investment Laws
- Need and importance of investment laws
- Legal principles governing investments.
- Regulatory Authorities and Their Roles
- Securities and Exchange Board of India (SEBI) regulations
- Reserve Bank of India (RBI) guidelines on investments
- Insurance Regulatory and Development Authority of India (IRDAI) and Pension Fund Regulatory and Development Authority (PFRDA)
- Association of Mutual Funds in India (AMFI)
- **Case Study:** SEBI and Legal Safeguards for Retail Investors in a Fraudulent IPO
RBI and IRDAI Guidelines in a Cross-Border Investment Dispute.

UNIT II: Key Investment Laws and Compliance

- Major Investment Laws in India
- Companies Act, 2013 and its relevance to investments
- The Securities and Exchange Board of India Act, 1992
- Foreign Exchange Management Act, 1999
- Prevention of Money Laundering Act (PMLA) and its impact on investments
- Investor Protection and Corporate Governance
- Provisions related to investor protection under SEBI regulations
- Corporate governance norms and ethical investment practices
- Dispute resolution mechanisms and penalties for non-compliance
- **Case Study:** Violation of FEMA and PMLA in Cross-Border Investments by an Indian Start-Up, Corporate Governance Failure and SEBI Action Against a Public Company

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Total 30		

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10
Total 20		

11

REFERENCES:

1. Legal Aspects of Banking and Investment Laws – Indian Institute of Banking & Finance (IIBF)
2. Securities Laws & Capital Markets – N.S. Zaveri
3. SEBI Act, Rules & Regulations – Taxmann
4. Investment Law and Financial Regulation in India – Sandeep Bhalla
5. Legal and Regulatory Aspects of Banking – IIBF

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

Second Year B. Com.

**Semester- III
Vertical - 5**

**Ability Enhancement Course (English)
2 Credits**

**(To be offered to Students who
opted Sindhi AEC in Sem I & II)**

**with effect from
Academic Year 2025-2026**

Title: Business Communication Skills
Course Code: CHMBCOMAECIII

Sr. No.	Heading	Particulars
1	Description the Course:	<p>In the contemporary business environment, communication is the cornerstone of success. Effective business communication enhances operational efficiency, fosters meaningful workplace relationships, and builds a strong public image. The evolution of digital tools and platforms has revolutionized traditional communication, making it crucial for aspiring professionals to master both conventional and modern techniques.</p> <p>This course equips learners with a comprehensive understanding of business communication- verbal, non-verbal, and digital- along with practical writing skills needed for professional documentation and correspondence. The aim is to prepare learners for real-world business interactions through a focus on clarity, conciseness, tone, structure, and etiquette across multiple communication formats and platforms.</p>
2	Vertical 4	Ability Enhancement Course
3	Type Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	<p>Course Objectives:</p> <p>CO(A)1: To introduce learners to the theoretical foundations and principles of effective business communication.</p> <p>CO(A)2: To develop skills in digital, interpersonal, and cross-cultural communication essential for the workplace.</p> <p>CO(A)3: To enhance learners' proficiency in writing business documents such as emails, reports, notices, and letters.</p> <p>CO(A)4: To build awareness of professional communication etiquette and practical problem-solving in organizational settings.</p>	

8	<p>Course Outcomes: Student will be able to</p> <p>CO-1: Understand and apply the core concepts and models of business communication in real-world contexts.</p> <p>CO-2: Demonstrate the ability to communicate professionally in digital and in-person formats.</p> <p>CO-3: Develop job-ready communication skills for writing effective business documents.</p> <p>CO-4: Exhibit awareness of communication dynamics in diverse, collaborative, and hierarchical workplace settings.</p>
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9	<h2>Syllabus</h2>
	<p>UNIT I: Foundations of Business Communication</p> <p>1. Basics of Communication in a Business Context</p> <ul style="list-style-type: none"> • Meaning, definition, objectives, and elements of communication • The communication process: sender, message, channel, receiver, feedback • Barriers to communication and strategies to overcome them <p>2. Types and Flows of Workplace Communication</p> <ul style="list-style-type: none"> • Internal communication: downward, upward, horizontal • External communication: stakeholders, clients, public • Verbal vs. non-verbal communication; formal vs. informal channels • Role of emotional intelligence in workplace communication <p>3. Digital and Social Media Communication</p> <ul style="list-style-type: none"> • Professional use of email, MS Teams, and Zoom • Workplace etiquette on WhatsApp, LinkedIn, Slack • Writing for digital media: brevity, tone, and clarity • Data privacy, cyber etiquette, and responsible sharing <p>UNIT II: Professional Business Correspondence and Documentation</p> <p>1. Business Letters</p> <ul style="list-style-type: none"> • Key components and formats • Common types: Inquiry, Complaint, Order, Resignation <p>2. Job-Related Correspondence</p> <ul style="list-style-type: none"> • Job application with resume • Appointment, appreciation, and resignation letters

3. Professional Emails

- Job applications via email
- Writing and responding to official emails (e.g., meeting requests, follow-ups)

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hour

Format of Question Paper

Question No	Nature of Questions	Marks
Q. 1	Short Notes (Attempt any 3 out of 5) - Unit 1 OR Essay-Type Question (Attempt any 1 out of 2)- Unit 1	15
Q. 2	Short Notes (Attempt any 3 out of 5) - Unit 2 OR Essay-Type Question (Attempt any 1 out of 2)- Unit 2	15
	Total	30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Students are required to draft a job application letter along with a resume using the following AI assistance: Canva Resume Builder, Resume.oi, Zety, Novopresume, Rezi etc OR Prepare an effective LinkedIn profile for professional networking and career opportunities.	20
	Total	20



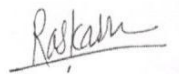
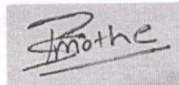
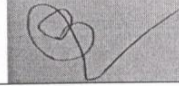
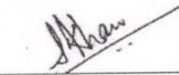
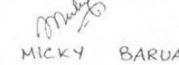

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2. Lesikar, Raymond V., Marie E. Flatley, and Kathryn Rentz. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
3. Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
4. Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
5. Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
6. Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.



7. Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
8. Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
9. Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
10. Krizan, A. C., Patricia Merrier, Joyce Logan, and Karen Williams. *Business Communication*. 8th ed., Cengage Learning, 2010.
11. Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
12. Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
13. Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
14. Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.
15. Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
16. Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
17. Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
18. Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
19. Locker, Kitty O., and Donna S. Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
20. Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.

Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute

Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year
(Hindi)**

Semester - III

Title: हिंदी भाषा : कौशल के आधार

**Vertical - 5
AEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: हिंदी भाषा : कौशल के आधार
Course Code: CHMAECHINIII

Sr. No.	Heading	Particulars
1	Description the Course:	विद्यार्थियों के लिए हिंदी एक सामान्य भाषा होने के साथ विशेष भाषा तब बन जाती है जब वह हिंदी के माध्यम से अपने कौशल में अभिवृद्धि करें, हिंदी के माध्यम से रोजगार के कई अवसरों को प्राप्त करें, इस दृष्टि से पाठ्यक्रम अत्यंत लाभवर्धक और उपयोगी सिद्ध होगा। हिंदी भाषा में कौशल विकास की असीम संभावनाएँ हैं और कौशल के विभिन्न आयाम जुड़े हुए हैं, जो अलग-अलग दिशाओं में देखे जा सकते हैं। पाठ्यक्रम विद्यार्थियों में लेखन, वाचन कौशल की अभिवृद्धि करने के साथ रोजगारपरक अवसर प्रदान करता है।
2	Vertical 5	AEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: विद्यार्थियों को लेखन, वाचन कौशल का ज्ञान देना एवं रोजगार के अवसरों से जोड़ना।</p> <p>CO(A)2: विद्यार्थियों को लेखन, वाचन कौशल से परिचय कराते हुए अभिव्यक्ति की शैलियों का विकास करना।</p> <p>CO(A)3: विद्यार्थियों को भाषण कला के विविध रूपों को समझाना, मौलिकता में अभिवृद्धि लाना एवं विशेषता दिलाना।</p> <p>CO(A)4: विद्यार्थियों को श्रवण कौशल की विशेषताओं से परिचय कराते हुए श्रवण कौशल के लाभों से अवगत कराना।</p>
8	Course Outcomes: Student will be able to	<p>CO1: विद्यार्थियों का लेखन, वाचन कौशल के ज्ञान प्राप्ति के साथ मौलिक अभिव्यक्ति में बदलाव आएगा।</p> <p>CO2: विद्यार्थियों का लेखन, वाचन कौशल द्वारा मानसिक विकास होगा, पठन शक्ति, शैली का विकास होगा।</p> <p>CO3: विद्यार्थियों को लेखन, भाषण कौशल से भाषिक-शक्ति, शैलियों का संवर्धन होगा, विशेषता आएगी।</p> <p>CO4: विद्यार्थियों को लेखन, वाचन, श्रवण, भाषण कौशल की विशेषताओं और उपयोगिता का ज्ञान प्राप्त होगा।</p>

9

Syllabus

UNIT I : हिंदी भाषा कौशल के आधार

1.1 लेखन कौशल का अर्थ एवं स्वरूप, लेखन कौशल की उपयोगिता एवं महत्व

1.2 लेखन कौशल की विधियाँ एवं विशेषताएँ

1.3 वाचन कौशल का अर्थ, स्वरूप एवं विशेषताएँ

1.4 वाचन कौशल की उपयोगिता एवं विधियाँ

UNIT II : हिंदी भाषा कौशल के आधार

2.1 भाषण कौशल का अर्थ एवं स्वरूप

2.2 भाषण कौशल का महत्व एवं उपयोगिता

2.3 भाषण कौशल की विधियाँ एवं विशेषताएँ

2.4 श्रवण कौशल का अर्थ, स्वरूप एवं विशेषताएँ

2.5 श्रवण कौशल का महत्व एवं उपयोगिता

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	प्रश्न 1: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 1 – 15 अंक)
Q2	प्रश्न 2: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 2 – 15 अंक)
TOTAL		30

Internal Examination: Continuous Evaluation - 20 marks

Assessment / evaluation	Marks
1. <ul style="list-style-type: none"> • AI Writing Tools की सहायता से हिंदी लेखन कौशल का अभ्यास, भाषा-संपादन, व्याकरण सुधार, सारांश लेखन एवं 	20

		<p>रचनात्मक लेखन करना।</p> <ul style="list-style-type: none"> • AI की सहायता से दिए गए विषयों पर भाषण, लेख, संवाद एवं लघु-प्रस्तुति तैयार करना तथा भाषा, शैली एवं प्रभावशीलता का विश्लेषण करना। • AI Voice Tools का उपयोग करके हिंदी वाचन, भाषण, उच्चारण, स्वर, गति एवं प्रवाह का अभ्यास करना तथा AI आधारित Feedback प्राप्त करना। • AI Speech-to-Text एवं Text-to-Speech Tools की सहायता से श्रवण एवं वाचन कौशल विकसित करना तथा उच्चारण की शुद्धता का अभ्यास करना। • AI की सहायता से Reading Comprehension, प्रश्नोत्तर, शब्दार्थ, शब्दावली (Vocabulary) एवं भाषा-अभ्यास गतिविधियाँ तैयार करना। • AI आधारित Mock Interview, Group Discussion तथा Public Speaking गतिविधियों के माध्यम से भाषण एवं संप्रेषण कौशल विकसित करना। • AI की सहायता से हिंदी Podcast, Audio Narration एवं Listening Exercises तैयार करना तथा श्रवण कौशल का मूल्यांकन करना। 	
	TOTAL		20
11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. हिंदी भाषा शिक्षण के विविध आयाम – प्राध्यापक डॉ. राठौर, किन्ले एडिशन। 2. अभिनव पत्र लेखन – डॉ. अनिल सिंह। 3. हिंदी के व्यावहारिक रूप – डॉ. संतोष मोटवानी, परिदृश्य प्रकाशन, मुंबई। 4. हिंदी भाषा लेखन कौशल – गुलीवाला पब्लिकेशन प्राइवेट लिमिटेड। 		

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year BA/BCom/BSc/SFC
(Marathi)**

Semester - III

**Title: लेखन कौशल्ये – १ (कायालयीन
लेखनव्यवहार आणि पत्रव्यवहार)**

**Vertical - 5
AEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: लेखन कौशल्ये – १ (कायाजलयीन लेखनव्यवहार आणि पत्रव्यवहार)
Course Code: CHMAECMARIII

Sr. No.	Heading	Particulars
1	Description the Course:	लेखन ओळख ते लेखन कौशल्य हा बराच मोठा प्रवास आहे. वाचन आणि लेखनाच्या सरावाने, लेखन कौशल्य णवकणसत करता येते. बहुतेक वेळा आपि णमळवलेले ज्ञान हे णलणखत स्वरूपात मांडावे लागते. त्यासाठी आपि लेखन कौशल्याचे योग्य उपयोजन करतो. लेखने म्हिजे मजकूर तांतोतांत उतरवि नव्हे. एखादे णनवेदन, वृत्त, णनबांध, पुस्तकाची णिपि, अजज यांसाठी लेखन आवश्यक असते. कायाजलयीन पत्रव्यवहार, कायजवृत्ते, नोंदी, जाणहरात, णिष्पी ही सवज उपयोजत लेखन कौशल्ये आहेत. कायाजलयीन पत्रव्यवहार करि हे एक वेगळ्या प्रकारचे कौशल्य आहे. त्यातील काही उपयोजन कौशल्यांचा णवचार या अभ्यासपणत्रकेत अपेणित आहे. कायाजलयीन लेखन व्यवहार आणि पत्रव्यवहार या अभ्यासपणत्रकेत णशकणवला जाईल.
2	Vertical 5	AEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: कायाजलयीन लेखन व्यवहार स्वरूप समजावून सांगि.</p> <p>CO(A)2: कायाजलयीन पत्रव्यवहाराचे स्वरूप समजावून सांगि.,</p> <p>CO(A)3: प्रभावी कायाजलयीन लेखनासाठी आवश्यक असिन्या िमता ऑणि तांत्रांचा पररचय करून देिे,</p>
8	Course Outcomes: Student will be able to	<p>CO1: णवद्यार्थ्यांना कायाजलयीन लेखन व्यवहाराचे स्वरूप समजेल,</p> <p>CO2: णवद्यार्थ्यांना कायाजलयीन पत्रव्यवहाराचे स्वरूप समजेल.</p> <p>CO3: प्रभावी कायाजलयीन लेखनासाठी आवश्यक असिन्या तांत्रांचा णवद्यार्थ्यांना पररचय होईल.</p>

9

Syllabus

UNIT I कायालयीन लेखनव्यवहार

१. जाहीर णनवेदन आणि माणहतीपत्रक
२. इणतवृत्त लेखन
३. णिप्पी लेखन

(६० णमणनिांच्या १५ ताणसका, श्रेयांकन १)

(सूचना : णवद्यार्थ्यांमध्ये उपरोक्त कायाजलयीन लेखन व्यवहार व पत्रव्यवहार करण्यासाठी आवश्यक कौशल्ये व िमता णवकणसत

होतील या दृष्टीने णशिकांनी सराव करून घ्यावा.)

UNIT II: कायालयीन पत्रव्यवहार

१. कायाजलयीन/प्रशासनक पत्र
२. नोकरीसाठी अजजलेखन
३. पत्रात्मक लेखन: नवी रूपे (शुभेच्छा, णनमांत्रि)

(६० णमणनिांच्या १५ ताणसका, श्रेयांकन-१)

(सूचना : णवद्यार्थ्यांमध्ये उपरोक्त कायाजलयीन लेखन व्यवहार व पत्रव्यवहार करण्यासाठी आवश्यक कौशल्ये व िमता णवकणसत

होतील या दृष्टीने णशिकांनी सराव करून घ्यावा.)

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	Essay type question on Unit 1	10
Q2	Essay type question on Unit 2	10
Q3	MCQs 15 out of 20, 10 MCQs on each module	10

TOTAL		30
Internal Examination: Continuous Evaluation - 20 marks		
	Assessment / evaluation	Marks
1.	<ul style="list-style-type: none"> • AI च्या साहाय्याने जाहीर णनवेदन आणि माणहतीपत्रक तयार करि. त्यामध्ये शीर्जक, उणिष्ट, कायजक्रमाचे वेळापत्रक, सांपकज इत्यादींची आकर्जक मांडी करि. • AI साधने वापरून सभेचे Audio/Video नुसार इणतवृत्त तयार करि. 20 त्यानांतर णवद्यार्थ्यांनी त्यात आवश्यक ती सुधारि करि. • AI चा वापर करून कायाजलयीन णिष्पी तयार करि. त्यातील भार्ा, रचना, औपचाररकता इत्यादींचे परीिि करून सुधाररत णिष्पी तयार करि. • AI साधनांच्या माध्यमातून प्रशासणनक पत्रांचे णवणवध नमुनारूप तयार करि. भार्ेची औपचाररकता तपासि. • AI साधनांच्या साहाय्याने नोकरीसाठी अजज तयार करि. णदलेल्या जाणहरातीवर आधाररत Cover Letter तयार करि. • णवणवध प्रसांगांसाठी AI साधनांच्या आधारे णनमांत्रिपत्र व शुभेच्छापत्र तयार करि. 	20
TOTAL		20
11	REFERENCES: १. प्रशासकीय लेखन, भाषा संचालनालय, महाराष्ट्र शासन, मुंबई, १९९६. २. भाषिक सर्जन आणि उपयोजन, राजन गवस, अरुण शिंदे, गोमटेश पाटील, दर्पण प्रकाशन, पुणे, २०२२. ३. परब प्रकाश, <i>व्यावहारिक मराठी</i> , मिथुन प्रकाशन, डोंबिवली पूर्व, मुंबई, १९९८. ४. नाईक सदानंद, <i>राजभाषा मराठी, व्यावहारिक मराठी</i> , प्रका-नागरी सेवा प्रबोधिनी, मुंबई, २००२. ५. तावरे स्नेहल (संपा.), <i>व्यावहारिक मराठी</i> , स्नेहवर्धन प्रकाशन, पुणे, चौथी आवृत्ती, २०११. ६. केतकी मोडक, संतोष शेणई, सुजाता शेणई (संपा.), <i>उपयोजित मराठी</i> , पद्मगंधा प्रकाशन, २०२२. ७. नसरीराबदकर ल. रा., <i>व्यावहारिक मराठी</i> , भाषा विकास संशोधन संस्था, कोल्हापूर, २०२३	

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

Second Year

Semester - III

Title: Cocurricular Course I

**Vertical - 6
CC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Cocurricular Course I
Course Code: CHMCCI6

Sr. No.	Heading	Particulars
1	Description the Course:	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	Vertical 6	CC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p>CO(A)2: To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p>CO(A)3: To foster a sense of responsibility, leadership, and community engagement among students.</p> <p>CO(A)4: To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p>CO(A)5: To integrate classroom learning with experiential learning for holistic growth.</p>

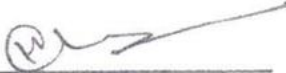
8	<p>Course Outcomes: Student will be able to</p> <p>CO1: Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p>CO2: Demonstrate improved communication, leadership, and teamwork skills.</p> <p>CO3: Exhibit increased awareness of social responsibility and civic engagement.</p> <p>CO4: Build confidence through creative, cultural, and intellectual expressions.</p> <p>CO5: Maintain a portfolio or activity log to track participation and personal development.</p>
9	<p style="text-align: center;">Syllabus</p> <p>Unit I – Suggested Areas of Participation in the Activities</p> <ul style="list-style-type: none"> • Cultural Events: Drama, dance, music, literary events, debates, etc. • Social Outreach: Blood donation, awareness campaigns, cleanliness drives. • Clubs & Societies: Photography, quiz, environment club, shram club, etc. • Sports & Fitness: College tournaments, yoga, marathons, fitness challenges. • Institutional Events: Foundation Day, Annual Day, College Festivals, Intercollegiate events. • National Festivals: Independence Day, Republic Day, etc. <p>Unit II – Program Specific Topics</p> <ul style="list-style-type: none"> • Workshops/Seminars: Report Writing, Personality Development, Soft Skills, Leadership Talks. • Speak, Show, Shine: Presentation / Poster Presentation / Viva and Learning Experience. <p>Mode of Evaluation</p> <ul style="list-style-type: none"> • Faculty Coordinator: To guide and evaluate student progress. • Participation Proof: Certificates, photos, attendance records. • Reflective Journal: Minimum 2–3 pages summarizing experiences, learning, and growth. • Final Viva/Presentation: 5-minute talk on poster presentation and on overall learning.

10	Scheme of Examination and Assessment Pattern Based on 3 approved activities		
	External Examination: Semester End External - 30 marks		
	Activity No	Nature of Activities	Marks
	Q1	Title of approved activity 1	10
	Q2	Title of approved activity 1	10
	Q3	Title of approved activity 1	10
	TOTAL		30
	Internal Examination: Continuous Evaluation - 20 marks		
		Assessment / evaluation	Marks
	1.	Reflective journal	10
	2.	Presentation / Poster presentation / Viva	10
	TOTAL		20

Suggested Readings

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:



 Dr. Manju Lalwani Pathak



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Financial Management)**

Semester- III

Title: Field Project

**Vertical - 6
SEC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Field Project
Course Code:

Sr. No.	Heading	Particulars
1	Description the Course:	The Field Project course, introduced under CHM Autonomy in alignment with the NEP 2020, aims to bridge theoretical knowledge with practical experience. It provides students with hands-on exposure to real-world socio-economic contexts through field visits, observation, and analysis in both urban and rural settings. By engaging directly with development-related issues, students enhance their research, problem-solving, and analytical skills while fostering social responsibility and environmental awareness. The course ultimately prepares learners for employability and active participation in nation-building.
2	Vertical 4	Field Project
3	Type Teaching Method	Field Work
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To connect theoretical learning with real-world socio-economic contexts through practical field experiences. CO(A)2: To develop analytical, problem-solving, and teamwork skills in addressing contemporary social issues. CO(A)3: To cultivate an appreciation for research and its role in promoting societal and national development.	
8	Course Outcomes: Students will be able to CO1: Apply classroom knowledge to analyze real-life socio-economic challenges effectively. CO2: Demonstrate critical thinking, teamwork, and decision-making skills through field-based activities. CO3: Reflect on the relevance of research and experiential learning in contributing to social and national progress.	

9

Guidelines for Field Project

Following are the general guidelines for the conduct of Field Project (Semester III & IV)
Head of Department / Field Project Co-ordinator

1. To ensure that the Field Project programme aligns with departmental and academic objectives as per the NEP structure within the syllabus framework.
2. Appointment of Field Project Incharges from the faculty of the department for groups of students.
3. To conduct orientation of Field Project Supervisors and decide the timeline of the project.
4. To support the students for the Field Project.

Field Project Supervisor

1. To give guidelines for the Field Project.
2. To monitor student progress and provide guidance.

Project (Dissertation) Report

Students are required to submit a report of the Field Project at the end of the semester in the following suggested format.

- The project should be typed on **A4 size sheets**.
- **Font:** Times New Roman
- **Font Size:** 12
- **Line Spacing:** 1.5
- The project report shall have student details with the signature of the Field Project Incharge and photographs, if any.
- The report should be a **minimum of 10 pages**.

10

Scheme of Examination and Assessment Pattern Paper – 30 Marks Externals

Nature of Evaluation	Marks
Field Project Report	30

Internal Examination: Continuous Evaluation - 20 marks

Assessment / Evaluation	Marks
Involvement in Survey / Field Project	05
Field Visit Participation & Completion	10
Overall Impression	05
Total 20	

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**Appendix I
Attendance of the Student: Active Participation**

I, the undersigned **Mr./Ms.** _____, **Roll No.** _____, studying in the _____ **Year** of the Full-time Course, am doing my project work under the guidance of **Dr./Mr./Ms.** _____.

I wish to state that I have met my Internal Guide on the following dates mentioned below for project

Sr. No	Date	Signature of Internal Guide

Signature of the Candidate

Signature of the Field Project Supervisor

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**Appendix II
Name of the Department/College/Institute
Certificate**

I hereby certify that **Mr./Ms.** _____, student of _____, has completed a project titled _____ in the area of specialization for the Academic Year 2025–2026.

To the best of my knowledge, the work of the student is original and the information included in the project is correct.

Field Project Supervisor

Head of the Department / Principal

Board of Examination

Principal & Chief Controller of Examination

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- IV

Title: Financial Statement Analysis

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Financial Statement Analysis

Course Code: CHMIMIV1

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides an in-depth understanding of financial statement analysis for effective managerial decision-making. It covers management and financial accounting fundamentals, tools for financial analysis, preparation and interpretation of cash flow statements, and working capital assessment. Emphasis is placed on analytical techniques such as trend analysis, common-size statements, and operating cycle evaluation to enable informed financial planning.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: To introduce the concepts, scope, and tools of management and financial accounting. CO(A)2: To develop the ability to analyse and interpret financial statements using various analytical techniques. CO(A)3: To explain the preparation and presentation of cash flow statements as per Accounting Standard 3. CO(A)4: To enable students to estimate and manage working capital requirements in business organisations.	
8	Course Outcomes: Student will be able to CO1: Distinguish between management, financial, and cost accounting for decision-making. CO2: Analyse financial statements using trend, comparative, and common-size techniques. CO3: Prepare and interpret cash flow statements using the indirect method. CO4: Estimate working capital needs and apply operating cycle concepts to business situations.	

Syllabus

UNIT I: Introduction to Management Accounting

- Introduction to Management Accounting – Meaning, Nature, Scope, Functions, Limitations
- Introduction to Financial Accounting – Meaning, Nature, Scope, Limitations
- Decision Making Process
- Financial Accounting V/s Management Accounting
- Cost Accounting V/s Management Accounting
- Emergence of Management Accounting
- Tools of Management Accounting

UNIT II: Analysis and Interpretation of Financial Statements

- Analysis and Interpretation of Financial Statements
- Study of Balance sheet and Income statement / Revenue statements in vertical form suitable for analysis
- Relationship between items in Balance Sheet and Revenue statement
- Tools of analysis of Financial Statements (i) Trend analysis (ii) Comparative Statement (iii) Common Size Statement
- Note: (i) Problems based on trend analysis (ii) Short Problems on Comparative and Common sized statements

UNIT III: Cash Flow Management

- Meaning of the Term Cash and Cash Equivalents for Cash Flow Statements
- Meaning of the Term Cash Flow and Types of Cash Flow
- Reporting Cash Flows from Operating activities
- Reporting Cash Flows from Investing activities
- Reporting Cash Flows from Financing activities
- Presentation of a Cash Flow Statement with reference to Accounting Standard No. 3 (Indirect method only)

UNIT IV: Working Capital Management

- Concept, Nature of Working Capital, Planning of Working Capital
- Estimation / Projection of Working Capital Requirement in case of Trading and
- Manufacturing Organization
- Operating Cycle Practical Problems

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project and presentation / Viva	15
		Total 40

11**REFERENCES:**

1. Investment Management – V.K. Bhalla
2. Quantitative Techniques for Investment Analysis – J.R. Varma
3. Investment Analysis and Portfolio Management – Prasanna Chandra
4. Quantitative Methods for Finance and Investments – Umesh Kumar
5. Financial Econometrics: Models and Methods – Chiranjit Mukhopadhyay

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- IV

Title: Security Analysis & Portfolio Management

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Security Analysis & Portfolio Management

Course Code: CHMIMIV2

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides a comprehensive understanding of investment principles, security analysis techniques, and portfolio management strategies. It covers fundamental and technical approaches to evaluating financial securities, behavioral finance influences, modern portfolio theories, and emerging trends in investment management. The course equips learners with analytical tools to assess risk, optimize portfolios, and make informed investment decisions in dynamic financial markets.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives:	<p>CO(A)1: To provide foundational knowledge of investments, financial securities, and market functioning.</p> <p>CO(A)2: To develop analytical skills using fundamental, technical, and behavioral approaches to security analysis.</p> <p>CO(A)3: To impart an understanding of portfolio construction, evaluation, and management strategies.</p> <p>CO(A)4: To familiarize students with risk management tools, derivative instruments, and emerging investment trends.</p>
8	Course Outcomes:	<p>Student will be able to</p> <p>CO1: Distinguish between various forms of investment and analyze financial securities effectively.</p> <p>CO2: Apply fundamental, technical, and behavioral models to evaluate market trends and investor behavior.</p> <p>CO3: Construct and assess diversified portfolios using modern portfolio metrics and performance ratios.</p> <p>CO4: Employ risk mitigation techniques and utilize advanced tools and trends in contemporary investment management.</p>

Syllabus

UNIT I: Overview of Investments & Security Analysis

- Investment vs. Speculation vs. Gambling
- Types of Financial Securities: Equity, Debt, Derivatives
- Functioning of Primary and Secondary Markets
- Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management.
- EIC Analysis, Financial Statement Analysis: Ratio Analysis

UNIT II: Technical Analysis and Behavioral Aspects

- Dow Theory, Types of Charts, Mathematical Indicators in Technical Analysis.
- Investor Psychology and Behavioral Biases
- Heuristics, Overconfidence, and Loss Aversion
- Market Anomalies and Bubbles
- Impact of Behavioral Finance on Investment Decisions

UNIT III: Portfolio Management Strategies

- Risk-Return Tradeoff and Diversification
- Modern Portfolio Theory (MPT)
- Arbitrage Pricing Theory (APT)
- Asset Allocation Strategies for Different Risk Profiles
- Measuring Portfolio Risk and Return
- Sharpe Ratio, Treynor Ratio, Jensen's Alpha
- Active vs. Passive Portfolio Management Strategies
- ETF Portfolio Strategies

UNIT IV: Risk Management and Emerging Trends in Investment

- Types of Investment Risks: Market Risk, Credit Risk, Liquidity Risk
- Hedging Strategies Using Derivatives: Futures, Options, Swaps
- Risk Mitigation Techniques in Portfolio Management
- Role of Artificial Intelligence and Big Data in Security Analysis
- Alternative Investments: Cryptocurrencies, REITs, Hedge Funds
- Global Investment Trends and Future of Portfolio Management

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.**Internal Examination: Continuous Evaluation - 40 marks**

Question No	Questions	Marks
Q1	Practical	15
Q2	Practical	15
Q3	Practical	15
Q4	Practical	15
Q5	Practical	15
Q6	Practical / Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project and presentation / Viva	15
		Total 40

11**REFERENCES:**

1. Security Analysis and Portfolio Management – Prasanna Chandra
2. Investment Analysis and Portfolio Management – M. Ranganatham & R. Madhumathi
3. Security Analysis and Portfolio Management – Punithavathy Pandian
4. Fundamentals of Investment Management – Preeti Singh
5. Portfolio Management: Theory and Practice – S. Kevin

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B.Com.
(Management Studies)**

Semester - IV

**Title: Industry and Service Management - III
(Project & Customer Relationship Management)**

**Vertical - 2
Minor Subject - 4 Credits**

**with effect from
Academic Year 2025-2026**

Title: Industry and Service Management - III
(Project & Customer Relationship Management)
Course Code: CHMBMSIV7

Sr. No.	Heading	Particulars
1	Description the Course:	This course examines the integration of Project Management (PM) and Customer Relationship Management (CRM)—two crucial pillars in modern industry and service sectors. Students will learn foundational concepts of project planning, execution, and evaluation while exploring CRM principles, strategies, technologies, and their application in delivering successful customer-centric projects. The course highlights the synergy between PM and CRM, emphasizing stakeholder needs, customer data management, conflict resolution, CRM implementation, risk management, e-CRM tools, and analytical CRM.
2	Vertical 2	Minor
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Build foundational understanding of project management methodologies, CRM concepts, and customer-centric project approaches. CO(A)2: Equip students with practical skills for analyzing customer needs, managing stakeholders, and using CRM technologies for effective project execution. CO(A)3: Strengthen the ability to design, implement, and monitor CRM-focused projects, including handling change, challenges, and project risks. CO(A)4: Develop competencies in applying analytical CRM, e-CRM tools, and performance measurement techniques to enhance customer loyalty, satisfaction, and project success.	
8	Course Outcomes: Student will be able to CO1: Explain key concepts of project management and CRM, their principles, types. CO2: Analyze customer needs, stakeholder expectations, and CRM-based strategies that influence project planning and successful execution. CO3: Develop and evaluate CRM implementation plans, project timelines, resource allocation, and risk mitigation strategies. CO4: Apply advanced CRM tools such as e-CRM, customer segmentation, CLV analysis, and predictive analytics to improve customer experience and optimize project outcomes.	

Syllabus

UNIT I: Foundations of Project Management and CRM

- Concepts of Project Management, Features and Need for project management, Principles of Project Management, Project Life Cycle and Methodologies
- Concept of Customer Relationship Management, Core principles, importance, and the evolution of CRM, Types of CRM
- Relation in Project Management and CRM, Role of Project Manager, Role of Consultants in Project Management and CRM
- Customer-Centric Project Management, effect of project decisions on customer data, The role of projects in implementing CRM strategies.

UNIT II: CRM Strategies for Project Success

- Customer Needs Analysis, Techniques for gathering and understanding customer requirements in projects, Stakeholder Management,
- Sales force automation, Customer service and support, customer data management
- Emerging CRM technologies, Effective communication strategies for managing customer expectations and project planning.
- Building Strong Customer Relationships, Techniques for fostering trust, managing conflict, and enhancing customer loyalty throughout the project.

UNIT III: Project Management for CRM Implementation

- Defining CRM project goals and objectives, Developing a CRM implementation plan, Resource allocation and budgeting.
- Managing CRM project timelines and deliverables, tracking project progress and performance, Addressing project challenges and risks.
- Customer feedback and expectations during project execution, Change management within CRM project implementation,
- Identifying and mitigating risks associated with CRM implementation, Proper communication with customers during project phases

UNIT IV: Advanced CRM Strategies and Project Optimization

- E-CRM: Concept -Features of e-CRM-Benefits of e-CRM - Social Networking and CRM -Mobile CRM- CRM v/s Digital Marketing -CRM in service industry in India
- Customer segmentation and targeting, Customer lifetime value analysis, Data mining and predictive analytics, Using analytical CRM data to optimize future projects,
- Enhancing customer satisfaction and loyalty, Personalized customer interactions, Using CRM data to improve Customer experience (CX)
- Measuring CRM project success and ROI, Lessons learned and best practices, Measuring CRM project success, Future trends in CRM and project management.

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
TOTAL		60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
TOTAL		40

11

REFERENCES:

- Project Management: A Professional Approach by K. Nagarajan - Published by Pearson
- Fundamentals of Project Management by Joseph Heagney - Published by PMI
- Project Management: Concepts, Techniques and Tools by Aditi Jaiswal and Alok Gakhar - Published by Prentice-Hall India
- Project Management: The Indian Context by Prasanna Chandra and K.S. Rajasekaran - Published by McGraw-Hill Education
- Project Management: A Systems Approach to Planning, Scheduling, and Controlling by Raghavan Srinivasan - Published by McGraw-Hill Education
- Dilip Soman & Sara N-Marandi, "Managing Customer Value" 1st edition, 2014,

Cambridge.

6. Alok Kumar Rai, "Customer Relationship Management: Concepts and Cases", 2008, PHI.
7. Ken Burnett, the Handbook of Key "Customer Relationship Management", 2010, Pearson Education.
8. Mukesh Chaturvedi, Abinav Chaturvedi, "Customer Relationship Management- An Indian Perspective", 2010 Excel Books, 2nd edition.



HSNC Board's

Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Faculty of Interdisciplinary

List of Skill Based Open Electives for Second Year: Semester – IV

Sr. No.	Semester IV Subject
1	Digital Interface, Web Design And Publishing
2	3D Modeling And Character Animation Fundamentals
3	Advance Tools Of AI For Economics And Education - II
4	English For Leadership and Strategic Communication
5	Urbanization And Real Estate: Applied Urban Planning, Design And Sustainable Cities
6	Travel Agency And Tour Operators Business
7	Managing Family Wealth Through Family Office-IV
8	Advanced Web Designing & Portfolio Development
9	Basics Of Nutrition - 4
10	Reel Strategy And Influencer Management
11	Preforming Art- Dance-4
12	Data Analysis Project Based Approach
13	Strategic Political Communication, Digital Governance And AI-Driven Public Engagement Skills
14	Psychology Of Personal Relationship-II
15	Digital Society And Social Change
16	Mushroom Cultivation Training And Trading Level 4
17	Pranayama And Yogic Breathing Practices
18	Perfumery Course Level 4
19	Career Launchpad: Communication And Employability Skills
20	Beautician: Strategic Business Planning -IV
21	Current Trends In Fashion Designing: Financial Perspective Level 4
22	Basics Of Accounting-IV
23	Digital Marketing -IV
24	Online Trading For Investment Management



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Investment Management)**

Semester- IV

**Title: Information Technology Driven
Investment Management**

**Vertical - 4
SEC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Information Technology Driven Investment Management
Course Code: CHMIMIV3

Sr. No.	Heading	Particulars
1	Description the Course:	The integration of Information Technology (IT) in investment management has transformed financial decision making, portfolio management, and risk assessment. This course introduces students to the role of IT in investments, covering digital trading platforms, algorithmic trading, blockchain technology, and data analytics in financial markets. It equips students with the technical skills and knowledge needed to leverage technology for efficient investment strategies.
2	Vertical 4	SEC
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the role of IT in modern investment management. CO(A)2: Analyze the impact of algorithmic trading and robo-advisory services. CO(A)3: Explore blockchain and fintech innovations in investments. CO(A)4: Utilize data analytics for investment decision-making.	
8	Course Outcomes: CO1: Apply IT Solutions to investment decision-making and portfolio management. CO2: Utilize algorithmic trading tools and robo-advisors effectively. CO3: Understand the impact of blockchain and cryptocurrencies on investments. CO4: Use data analytics for market analysis and risk assessment.	

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Syllabus

UNIT I: Digital Transformation in Investment Management

- IT Applications in Investment Management
- Evolution of technology in finance
- Role of IT in stock markets, mutual funds, and wealth management
- Fintech innovations and investment platforms
- Algorithmic Trading and Robo-Advisory Services
- Basics of algorithmic and high-frequency trading
- AI-driven investment strategies
- Role of robo-advisors in portfolio management

UNIT II: Blockchain, Data Analytics, and Cybersecurity in Investments

- Blockchain and Cryptocurrencies in Investment
- Introduction to blockchain technology
- Cryptocurrencies and decentralized finance (DeFi)
- Smart contracts in investment management
- Data Analytics and Cybersecurity in Investments
- Role of big data and predictive analytics in investments
- Cybersecurity risks in digital investment platforms
- Regulatory compliance in IT-driven investments

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Total 30		

Note:

1. Equal Weightage is to be given to all the modules.

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva	10
Total 20		

REFERENCES:

1. Halan, M. (2018). Let's talk money: You've worked hard for it, now make it work for you. Harper Business India.
2. Parikh, P. (2008). Stocks to riches: Insights on investor behaviour. Tata McGraw-Hill Education.
3. Gala, J. (2018). Guide to Indian stock market: Beginners guide to investing in Indian stock market. Buzzingstock Publishing House

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

Second Year B. Com.

**Semester- IV
Vertical - 5**

**Ability Enhancement Course (English)
2 Credits**

**(To be offered to Students who
opted Sindhi AEC in Sem I & II)**

**with effect from
Academic Year 2025-2026**

Title: Advanced Business Communication Skills
Course Code:CHMBCOMAECIV

Sr. No.	Heading	Particulars
1	Description of the Course:	<p>The modern business world demands communication that is strategic, data-driven, digitally fluent, and culturally intelligent. With virtual offices, global teams, and technology-integrated operations, communication skills have evolved beyond traditional correspondence.</p> <p><i>Advanced Business Communication Skills</i> builds on foundational knowledge and introduces students to executive-level communication abilities. The course focuses on strategic communication, digital workplace tools, persuasive writing, professional etiquette, intercultural communication, and analytical documentation, preparing learners for real-world corporate responsibilities.</p>
2	Vertical 5	AEC: Advanced Business Communication Skills
3	Type Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To provide advanced understanding of business communication models and strategies.</p> <p>CO(A)2: To develop digital and intercultural communication skills essential for global workplaces.</p> <p>CO(A)3: To equip students with professional writing skills for reports, proposals, emails, and letters.</p> <p>CO(A)4: To enhance presentation, negotiation, and analytical communication abilities.</p> <p>CO(A)5: To build professionalism, etiquette, and ethical communication judgment.</p>

8	<p>Course Outcomes: After completing this course, learners will be able to:</p> <p>CO-1: Implement advanced communication strategies in professional business contexts.</p> <p>CO-2: Communicate effectively using digital tools and virtual platforms.</p> <p>CO-3: Draft structured, persuasive, and professional business documents.</p> <p>CO-4: Demonstrate professional etiquette in meetings, group work, interviews, and corporate communication.</p> <p>CO-5: Analyze and solve workplace communication problems through case-based approaches.</p>
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9	<p>Syllabus</p>
	<p>UNIT I: Advanced Concepts in Business & Digital Communication (15 Hours)</p> <p>1. Strategic Business Communication</p> <ul style="list-style-type: none"> • Advanced models of corporate communication • Managerial communication and decision-making • Communication ethics and governance • Communication in crisis and conflict situations <p>2. Workplace Communication Dynamics</p> <ul style="list-style-type: none"> • Multigenerational workforce communication • Communication across hierarchies and cross-functional teams • Basics of negotiation and conflict resolution • Professional listening and feedback skills <p>3. Digital Communication & Virtual Workplace</p> <ul style="list-style-type: none"> • Email etiquette in global communication • Virtual meeting etiquette: scheduling, agendas, minutes • Writing for digital media: micro-content, announcements, social media tone <p>4. Intercultural & Global Communication</p> <ul style="list-style-type: none"> • Cultural sensitivity in global communication • Communicating with international clients • Cross-border etiquette: greetings, tone, time zones

UNIT II: Professional Business Correspondence & Practical Documentation (15 Hours)

• **Business Reports & Practical Documentation**

- 1 Project summary report
- 2 Market survey/product analysis report
- 3 Service recovery / apology letter as a customer care executive
- 4 Negotiation letter (discount / delivery terms)

• **Proposals, Social Media Writing & Corporate Profiles**

1. Proposal for a new campus event
2. Proposal for a small business idea
3. Writing Instagram captions for a brand
4. Preparing a short promotional message for a product

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hour

Format of Question Paper

All questions are compulsory:

Question No	Nature of Questions	Marks
Q. 1	Short Notes (Attempt any 3 out of 5) - Unit 1 OR Attempt Essay Type question. (1 out of 2) - Unit 1	15
Q. 2	Short Notes (Attempt any 3 out of 5) - Unit 2 OR Attempt Essay Type question. (1 out of 2) - Unit 2	15
Total		30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	Written Assignment: The students are required to attempt any one of the following using AI applications: (Eg: Gamma AI, Beautiful.ai, etc) <ul style="list-style-type: none"> • Preparing a short promotional message for a product • Market Survey Report / A Business Proposal 	20
Total		20


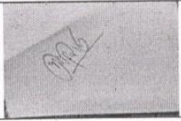
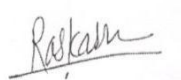
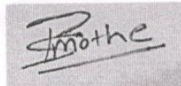
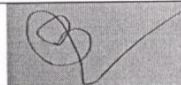
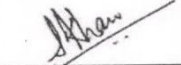
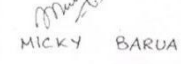

11

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- 1 Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
- 2 Bovee, Courtland L., and John V. Thill. *Business Communication Today*. 14th ed., Pearson, 2021.

- 3 Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
- 4 Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
- 5 Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
- 6 Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.
- 7 Krizan, A. C., et al. *Business Communication*. 8th ed., Cengage Learning, 2010.
- 8 Lesikar, Raymond V., et al. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
- 9 Locker, Kitty O., and Donna Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
- 10 Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
- 11 Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.
- 12 Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
- 13 Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
- 14 Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
- 15 Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
- 16 Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
- 17 Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
- 18 Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
- 19 Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
- 20 Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.

Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute



Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year
(Hindi)**

Semester - IV

Title: हिंदी भाषा : व्यावहारिक प्रयोग

**Vertical - 5
AEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: हिंदी भाषा : व्यावहारिक प्रयोग
Course Code: CHMAECHINIV

Sr. No.	Heading	Particulars
1	Description the Course:	<p>भाषा का जीवन में सदैव महत्व रहा है। जीवन और भाषा का चोली-दामन का संबंध है। जब हमारी भाषा मधुर और सार्थक होती है तो श्रोता पर विशिष्ट प्रभाव पड़ता है। भाषा का यदि सही और सार्थक रूप से प्रयोग किया जाए तो मनुष्य जीवन में कभी भी असफल नहीं हो सकता है। इसी भाषा के माध्यम से हम सभी को अपनी ओर आकर्षित भी कर लेते हैं।</p> <p>वर्तमान युग में रोजगार से बहुत से क्षेत्र भाषा से जुड़े हुए हैं, जिसके माध्यम से विद्यार्थी इनका लाभ ग्रहण कर सकते हैं। भाषाई क्षमता हमारे विचारों की संवाहक होती है। आज डिजिटल युग में अभिव्यक्ति के कई माध्यमों का प्रसार हुआ है। इन माध्यमों में भाषा ही सशक्त तत्व है, जो आपकी अभिव्यक्ति को पूरे जगत को अवगत कराती है। भाषा का महत्व हर समय, हर माध्यम में रहा है, परंतु भाषा का सार्थक रूप का प्रयोग आज बहुत आवश्यक है।</p>
2	Vertical 5	AEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: विद्यार्थियों को राजभाषा हिंदी का विविधत ज्ञान प्रदान करना।</p> <p>CO(A)2: विद्यार्थियों को राजभाषा हिंदी के संवैधानिक महत्व से परिचित करवाना।</p> <p>CO(A)3: विद्यार्थियों को संज्ञा आदि का ज्ञान प्रदान करना।</p> <p>CO(A)4: विद्यार्थियों को कारकों, वाक्य रचना एवं भाषिक चिन्हों आदि का ज्ञान प्रदान करना।</p>

8	<p>Course Outcomes: Student will be able to</p> <p>CO1: विद्यार्थियों को राजभाषा हिंदी का ज्ञान प्राप्त होगा एवं दक्षता प्राप्त होगी। CO2: विद्यार्थियों को राजभाषा हिंदी के संवैधानिक महत्व की जानकारी प्राप्त होगी। CO3: विद्यार्थियों को हिंदी-संज्ञा आदि का ज्ञान प्राप्त होने के साथ भाषा के शुद्ध, व्यावहारिक रूप का ज्ञान होगा। CO4: विद्यार्थियों को कारकों, वाक्य रचना एवं भाषिक चिन्हों आदि का ज्ञान प्राप्त होगा।</p>												
9	<p style="text-align: center;">Syllabus</p> <p>UNIT I</p> <ol style="list-style-type: none"> 1. हिंदी भाषा – सामान्य परिचय 2. राजभाषा हिंदी – संवैधानिक महत्व 3. वर्णमाला – स्वर एवं व्यंजन 4. शब्द भेद – सामान्य परिचय (संज्ञा आदि) <p>UNIT II</p> <ol style="list-style-type: none"> 1. वाक्य – सामान्य परिचय 2. वर्तनी – शुद्धता का प्रयोग एवं सावधानियाँ 3. कारक एवं विराम चिन्ह 4. निबंध लेखन – (सामाजिक निबंध, आत्मकथात्मक निबंध, समसामयिक निबंध) 												
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern Paper – 50 Marks</p> <p>External Examination: Semester End External - 30 marks Time: 1:00 hours Format of Question Paper</p> <p>Attempt all questions.</p> <table border="1" data-bbox="331 1482 1495 1766"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>प्रश्न 1: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।</td> <td>(इकाई 1 – 15 अंक)</td> </tr> <tr> <td>Q2</td> <td>प्रश्न 2: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।</td> <td>(इकाई 2 – 15 अंक)</td> </tr> <tr> <td>TOTAL</td> <td></td> <td>30</td> </tr> </tbody> </table> <p style="text-align: center;">Internal Examination: Continuous Evaluation - 20 marks</p>	Question No	Nature of Questions	Marks	Q1	प्रश्न 1: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 1 – 15 अंक)	Q2	प्रश्न 2: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 2 – 15 अंक)	TOTAL		30
Question No	Nature of Questions	Marks											
Q1	प्रश्न 1: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 1 – 15 अंक)											
Q2	प्रश्न 2: चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 2 – 15 अंक)											
TOTAL		30											

		Assessment / evaluation	Marks
	1.	<ul style="list-style-type: none"> • AI की सहायता से हिंदी भाषा, राजभाषा हिंदी एवं उसके संवैधानिक महत्व पर शोध, सारांश एवं डिजिटल प्रस्तुति (Presentation) तैयार करना। • AI Grammar एवं Writing Tools का उपयोग करके वर्णमाला, शब्द-भेद, वाक्य-रचना, कारक, विराम-चिह्न तथा वर्तनी शुद्धता का अभ्यास करना एवं त्रुटियों का विश्लेषण करना। • AI की सहायता से हिंदी व्याकरण पर आधारित प्रश्नसंच (Question Bank), Quiz तथा Interactive अभ्यास-पत्र तैयार करना। • AI Writing Tools का उपयोग करके सामाजिक, आत्मकथात्मक एवं समसामयिक विषयों पर निबंध लेखन करना तथा AI द्वारा तैयार निबंध और विद्यार्थी द्वारा लिखे गए निबंध का तुलनात्मक विश्लेषण करना। • AI की सहायता से कठिन शब्दों के अर्थ, पर्यायवाची, विलोम, शब्दावली तथा सरल भाषा में व्याख्या तैयार करना। • AI Voice Tools का उपयोग करके शुद्ध उच्चारण, वाचन एवं मौखिक अभिव्यक्ति का अभ्यास करना तथा उच्चारण संबंधी Feedback प्राप्त करना। 	20
	TOTAL		20
11	REFERENCES:		
	<ol style="list-style-type: none"> 1. बाबूराम सक्सेना — <i>सामान्य भाषा विज्ञान</i>, हिंदी साहित्य सम्मेलन, प्रयाग। 2. कामताप्रसाद गुरु — <i>हिंदी व्याकरण</i>, लोकभारती प्रकाशन, इलाहाबाद। 3. आचार्य देवेन्द्र नाथ शर्मा — <i>भाषा विज्ञान की भूमिका</i>, राधाकृष्ण प्रकाशन, दिल्ली। 4. <i>भाषा विज्ञान एवं भाषा शास्त्र</i> — कपिलदेव द्विवेदी, विश्वविद्यालय प्रकाशन, वाराणसी। 5. भोलानाथ तिवारी — <i>भाषा विज्ञान</i>, किताब महल, इलाहाबाद। 		

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year BA/BCom/BSc/SFC
(Marathi)**

Semester - IV

Title: लेखन कौशल्ये - २ (महाजालावरील लेखन)

**Vertical - 5
AEC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: लेखन कौशल्ये - २ (महाजालावरील लेखन)
Course Code: CHMAECMARIV

Sr. No.	Heading	Particulars
1	Description the Course:	<p>राष्ट्रीय शैक्षणिक धोरण - २०२० विद्यार्थ्यांच्या सर्वांगीण विकासावर (Wholistic Development) भर देते. या धोरणात सर्वांगीण विकासाचा भाग म्हणून क्षमता वर्धन अभ्यासक्रम (Ability Enhancement Course) या स्तंभांतर्गत भाषिक कौशल्य अभ्यासक्रमाचा समावेश करण्यात आला आहे. कला, वाणिज्य व विज्ञान या विद्यार्थ्यांमध्ये अभ्यासक्रमाच्या विद्यार्थ्यांना तिसऱ्या सामान्य 'आधुनिक भारतीय भाषांचे अध्ययन अनिवार्य करण्यात आले आहे. सदर क्षमता वर्धन अभ्यासक्रमाचा स्वरूप मातृभाषेची असावे, असेही राष्ट्रीय शैक्षणिक धोरणात नमूद करण्यात आले आहे. विद्यार्थ्यांनी विविध प्रकारच्या भाषिक कौशल्यांचा तपशीलवार परिचय करून घेणे, तसेच ती कौशल्ये आत्मसात करण्याची संधी विद्यार्थ्यांना उपलब्ध करून देणे, हा या अभ्यासक्रमाचा महत्त्वाचा उद्देश आहे. ही उद्दिष्टे लक्षात घेऊन 'लेखन कौशल्ये - २ (महाजालावरील लेखन)' (श्रेयांक २) या अभ्यासपत्रिकेची आखणी करण्यात आली आहे.</p> <p>आंतरजालामुळे २१विसाव्या शतकातील अंतराचा प्रभावी साधन आहे. जगभरातील संगणक एकमेकांशी जोडले जाऊन त्यांचे जाळे तयार झाले आहे. विविध सामाजिक माध्यमस्थळांवर स्वतःचे खाते (अकाऊंट) तयार करून आणि त्यावर मराठी भाषा व देवनागरी लिपीत लिहिणे, ही समकालीन संपर्क व्यवहारातील आवश्यक बाब झाली आहे. यास अनुसरून आपल्या अभिव्यक्तीला व्यासपीठ मिळवून देणारी अनुदिनी (ब्लॉग) तयार करणे, विकिपीडियावर माहितीलेखन, सामाजिक माध्यमांवरील माहितीपूर्ण व विश्लेषणात्मक नोंदी लिहिणे, सामाजिक माध्यमस्थळांवरील आपल्या खात्यावर सातत्याने अभ्यासपूर्ण लेखन करणे, स्वखर्चाने निर्मित समाजमाध्यम / आभासी समूह (कम्युनिटी ग्रुप) तयार करणे, या बाबींसाठी आवश्यक सामाजिक माध्यमस्थळ साक्षरता आणि मराठी भाषा व देवनागरी लिपीत लिहिण्याची क्षमता 'लेखन कौशल्ये - २ (महाजालावरील लेखन)' (श्रेयांक २) या अभ्यासपत्रिकेच्या अध्ययनातून विद्यार्थ्यांमध्ये निर्माण होईल.</p>
2	Vertical 5	AEC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits

5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: महाजालावरील लेखन कौशल्याचे स्वरूप समजावून सांगणे. CO(A)2: महाजालावर प्रभावी लेखन करण्यासाठी आवश्यक असणाऱ्या तंत्रांचा परिचय करून देणे. CO(A)3: नेहमीच्या पद्धतीतील लेखन व महाजालावरील लेखन यांमधील साम्य-भेद स्पष्ट करणे. CO(A)4: विविध सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित करणे.	
8	Course Outcomes: प्रस्तुत अभ्यासक्रम शिकल्यानंतर: CO1: विद्यार्थ्यांना महाजालावरील लेखन कौशल्याचे स्वरूप समजेल. CO2: विद्यार्थ्यांना महाजालावर प्रभावी लेखन करण्यासाठी आवश्यक तंत्रांचा परिचय होईल. CO3: विद्यार्थ्यांना नेहमीच्या पद्धतीतील लेखन व महाजालावरील लेखन यांमधील साम्य-भेद स्पष्ट होईल. CO4: विद्यार्थ्यांमध्ये विविध सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील.	
9	Syllabus	
	UNIT I: सामाजिक माध्यमस्थळांवर मराठी भाषा व देवनागरी लिपीचा वापर करून लेखन (भाग - १) <ol style="list-style-type: none"> 1. माध्यम साक्षरता 2. अनुदिनी (ब्लॉग) लेखन 3. विकिपीडियावरील लेखन <p>(६० मिनिटांच्या १५ तासिका, श्रेयांक १)</p> <p>(सूचना : विद्यार्थ्यांमध्ये उपरोक्त सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील या दृष्टीने शिक्षकांनी सराव करून घ्यावा.)</p> UNIT II: सामाजिक माध्यमस्थळांवर मराठी भाषा व देवनागरी लिपीचा वापर करून लेखन (भाग - २) <ol style="list-style-type: none"> 1. फेसबुक, इन्स्टाग्राम, एक्स यांवरील लेखन 2. समाज गट (कम्युनिटी ग्रुप), आभासी कॅफे यांवरील लेखन <p>(६० मिनिटांच्या १५ तासिका, श्रेयांक - १)</p>	

(सूचना : विद्यार्थ्यांमध्ये उपरोक्त सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील या दृष्टीने शिक्षकांनी सराव करून घ्यावा.)

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	Essay type question on Unit 1	10
Q2	Essay type question on Unit 2	10
Q3	MCQs 15 out of 20, 10 MCQs on each module	10
TOTAL		30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / evaluation	Marks
1.	<ul style="list-style-type: none"> विकिपीडियासाठी माहिती संकलन, संदर्भ व्यवस्थापन, तथ्य पडताळणी (Fact Checking Tool) तयार करणे आणि लेख तयार करणे. AI साधने वापरून Facebook, Instagram आणि X (Twitter) साठी मराठीतील पोस्टर, Caption, Hashtags आणि Content Calendar तयार करणे. AI Copywriting Tools चा वापर करून सामाजिक माध्यमांसाठी आकर्षक व लक्षित (Targeted) मजकूर तयार करणे. AI साधनांच्या सहाय्याने Social Media Content चे भाषा विश्लेषण, शुद्धलेखन तपासणी आणि देवनागरी लिपीतील लेखन सुधारणे. AI साधनांच्या सहाय्याने Community Groups आणि Virtual Discussion Platforms साठी माहितीपूर्ण पोस्टर, जनजागृती मोहीम आणि संवादात्मक मजकूर तयार करणे. AI Image Generation आणि Video Tools च्या सहाय्याने सामाजिक माध्यमांसाठी Creative Campaign तयार करणे. Blog, Wikipedia आणि Social Media Content यांची AI-assisted comparative analysis करून प्रभावी डिजिटल लेखनाचा अभ्यास करणे. 	20

		AI साधने: ChatGPT, Google Gemini, Claude, Perplexity AI, NotebookLM, Canva, CapCut, InVideo, Grammarly, QuillBot, Whisper, ElevenLabs.	
	TOTAL		20
11	REFERENCES: <ol style="list-style-type: none"> 1. शमराठी व्याकरण आणि लेखन, विनायक गंधे व मीरा जोशी, निराली प्रकाशन, पुणे, २०२२. 2. उपयोजित मराठी, (संपा.) केतकी मोडक व अन्य, पद्मगंधा प्रकाशन, पुणे, २०२२. 3. मराठी भाषिक कौशल्य विकास, (संपा.) पृथ्वीराज तोरे, अथर्व पब्लिकेशन्स, धुळे, २०१८. 4. व्यावहारिक मराठी, ल. रा. नसराबादकर, भाषा विकास संशोधन संस्था, कोल्हापूर, २०२३. 5. Aayushi International Interdisciplinary Research Journal (ISSN 2349-638X), Peer Reviewed Journal, www.aiirjournal.com. 		

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

Second Year

Semester - IV

Title: Cocurricular Course I

**Vertical - 6
CC Subject - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Cocurricular Course I
Course Code: CHMCCI6

Sr. No.	Heading	Particulars
1	Description the Course:	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	Vertical 6	CC
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives:	<p>CO(A)1: To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p>CO(A)2: To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p>CO(A)3: To foster a sense of responsibility, leadership, and community engagement among students.</p> <p>CO(A)4: To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p>CO(A)5: To integrate classroom learning with experiential learning for holistic growth.</p>

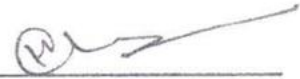
8	<p>Course Outcomes: Student will be able to</p> <p>CO1: Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p>CO2: Demonstrate improved communication, leadership, and teamwork skills.</p> <p>CO3: Exhibit increased awareness of social responsibility and civic engagement.</p> <p>CO4: Build confidence through creative, cultural, and intellectual expressions.</p> <p>CO5: Maintain a portfolio or activity log to track participation and personal development.</p>															
9	<p style="text-align: center;">Syllabus</p> <p>Unit I – Suggested Areas of Participation in the Activities</p> <ul style="list-style-type: none"> • Cultural Events: Drama, dance, music, literary events, debates, etc. • Social Outreach: Blood donation, awareness campaigns, cleanliness drives. • Clubs & Societies: Photography, quiz, environment club, shram club, etc. • Sports & Fitness: College tournaments, yoga, marathons, fitness challenges. • Institutional Events: Foundation Day, Annual Day, College Festivals, Intercollegiate events. • National Festivals: Independence Day, Republic Day, etc. <p>Unit II – Program Specific Topics</p> <ul style="list-style-type: none"> • Workshops/Seminars: Report Writing, Personality Development, Soft Skills, Leadership Talks. • Speak, Show, Shine: Presentation / Poster Presentation / Viva and Learning Experience. <p>Mode of Evaluation</p> <ul style="list-style-type: none"> • Faculty Coordinator: To guide and evaluate student progress. • Participation Proof: Certificates, photos, attendance records. • Reflective Journal: Minimum 2–3 pages summarizing experiences, learning, and growth. • Final Viva/Presentation: 5-minute talk on poster presentation and on overall learning. 															
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern Based on 3 approved activities External Examination: Semester End External - 30 marks</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Activity No</th> <th>Nature of Activities</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Title of approved activity 1</td> <td>10</td> </tr> <tr> <td>Q2</td> <td>Title of approved activity 1</td> <td>10</td> </tr> <tr> <td>Q3</td> <td>Title of approved activity 1</td> <td>10</td> </tr> <tr> <td>TOTAL</td> <td></td> <td>30</td> </tr> </tbody> </table>	Activity No	Nature of Activities	Marks	Q1	Title of approved activity 1	10	Q2	Title of approved activity 1	10	Q3	Title of approved activity 1	10	TOTAL		30
Activity No	Nature of Activities	Marks														
Q1	Title of approved activity 1	10														
Q2	Title of approved activity 1	10														
Q3	Title of approved activity 1	10														
TOTAL		30														

Internal Examination: Continuous Evaluation - 20 marks		
	Assessment / evaluation	Marks
1.	Reflective journal	10
2.	Presentation / Poster presentation / Viva	10
TOTAL		20

Suggested Readings

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:



Dr. Manju Lalwani Pathak



**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Second Year B. Com.
(Financial Management)**

Semester- IV

Title: Field Project

**Vertical - 6
SEC - 2 Credits**

**With effect from
Academic Year 2025-2026**

Title: Field Project
Course Code:

Sr. No.	Heading	Particulars
1	Description the Course:	The Field Project course, introduced under CHM Autonomy in alignment with the NEP 2020, aims to bridge theoretical knowledge with practical experience. It provides students with hands-on exposure to real-world socio-economic contexts through field visits, observation, and analysis in both urban and rural settings. By engaging directly with development-related issues, students enhance their research, problem-solving, and analytical skills while fostering social responsibility and environmental awareness. The course ultimately prepares learners for employability and active participation in nation-building.
2	Vertical 4	Field Project
3	Type Teaching Method	Field Work
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: To connect theoretical learning with real-world socio-economic contexts through practical field experiences. CO(A)2: To develop analytical, problem-solving, and teamwork skills in addressing contemporary social issues. CO(A)3: To cultivate an appreciation for research and its role in promoting societal and national development.	
8	Course Outcomes: Students will be able to CO1: Apply classroom knowledge to analyze real-life socio-economic challenges effectively. CO2: Demonstrate critical thinking, teamwork, and decision-making skills through field-based activities. CO3: Reflect on the relevance of research and experiential learning in contributing to social and national progress.	

9

Guidelines for Field Project

Following are the general guidelines for the conduct of Field Project (Semester III & IV)
Head of Department / Field Project Co-ordinator

1. To ensure that the Field Project programme aligns with departmental and academic objectives as per the NEP structure within the syllabus framework.
2. Appointment of Field Project Incharges from the faculty of the department for groups of students.
3. To conduct orientation of Field Project Supervisors and decide the timeline of the project.
4. To support the students for the Field Project.

Field Project Supervisor

1. To give guidelines for the Field Project.
2. To monitor student progress and provide guidance.

Project (Dissertation) Report

Students are required to submit a report of the Field Project at the end of the semester in the following suggested format.

- The project should be typed on **A4 size sheets**.
- **Font:** Times New Roman
- **Font Size:** 12
- **Line Spacing:** 1.5
- The project report shall have student details with the signature of the Field Project Incharge and photographs, if any.
- The report should be a **minimum of 10 pages**.

10

Scheme of Examination and Assessment Pattern Paper – 30 Marks Externals

Nature of Evaluation	Marks
Field Project Report	30

Internal Examination: Continuous Evaluation - 20 marks

Assessment / Evaluation	Marks
Involvement in Survey / Field Project	05
Field Visit Participation & Completion	10
Overall Impression	05
Total 20	

11

**Appendix I
Attendance of the Student: Active Participation**

I, the undersigned **Mr./Ms.** _____, **Roll No.** _____, studying in the _____ **Year** of the Full-time Course, am doing my project work under the guidance of **Dr./Mr./Ms.** _____.

I wish to state that I have met my Internal Guide on the following dates mentioned below for project

Sr. No	Date	Signature of Internal Guide

Signature of the Candidate

Signature of the Field Project Supervisor

12

**Appendix II
Name of the Department/College/Institute
Certificate**

I hereby certify that **Mr./Ms.** _____, student of _____, has completed a project titled _____ in the area of specialization for the Academic Year 2025–2026.

To the best of my knowledge, the work of the student is original and the information included in the project is correct.

Field Project Supervisor

Head of the Department / Principal

Board of Examination

Principal & Chief Controller of Examination

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

**Title: Corporate Accounting for Investment
Decisions**

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2026-2027**

Title: Corporate Accounting for Investment Decisions

Course Code: CHMIMV1

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides a comprehensive understanding of Corporate Accounting principles, practices, and regulatory requirements applicable to companies. It covers the preparation and presentation of corporate financial statements in accordance with statutory provisions and accounting standards. The course also focuses on corporate restructuring, including amalgamation, absorption, and reconstruction, along with valuation of goodwill and shares. Further, it introduces liquidation accounting and develops practical skills required for preparing and analyzing corporate financial reports in real-world business situations.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives:	<p>CO(A)1: To familiarize students with the concepts, principles, and statutory framework of Corporate Accounting.</p> <p>CO(A)2: To develop the ability to prepare and interpret corporate financial statements in compliance with Schedule III and applicable Accounting Standards/Ind AS.</p> <p>CO(A)3: To provide knowledge of accounting procedures involved in corporate restructuring, including amalgamation, absorption, and reconstruction.</p> <p>CO(A)4: To equip students with practical skills in valuation of goodwill, valuation of shares, and liquidation accounting for corporate decision-making.</p>
8	Course Outcomes: Student will be to	<p>CO1: Explain the concepts, terminology, legal provisions, and accounting standards relevant to corporate accounting and reporting.</p> <p>CO2: Prepare and analyze the Statement of Profit & Loss, Balance Sheet, Notes to Accounts, and various corporate financial adjustments.</p> <p>CO3: Apply accounting methods and procedures for amalgamation, absorption, internal reconstruction, and corporate restructuring transactions.</p> <p>CO4: Compute and evaluate the value of goodwill and shares.</p>

Syllabus

UNIT I: Introduction to Corporate Accounting

- Meaning and Scope of Corporate Accounting – Understanding the role, importance, and scope of accounting in corporate entities.
- Statutory Requirements of Corporate Reporting – Overview of Companies Act provisions and Schedule III formats,
- Corporate Accounting Terminology – Explanation of key terms: share capital, reserves, surplus, debentures, etc.
- Users of Corporate Financial Statements – Identification of stakeholders and their information requirements.
- Role of Artificial Intelligence in Corporate Accounting and Financial Reporting, Emerging Technologies in Corporate Accounting: AI and Automation

UNIT II: Corporate Final Accounts of Companies

- Statement of Profit & Loss
- Balance Sheet Preparation
- Notes to Accounts
- Dividend Accounting
- Provision and Reserves
- Tax Adjustments
- Bonus Shares and Right Shares
- Prior Period Items and Extraordinary Items

UNIT III: Corporate Restructuring (Amalgamation and Internal Reconstruction)

- Meaning and Types, Accounting Methods, Purchase Consideration Methods, Journal Entries & Ledger Preparation
- Concept and Need for Internal Reconstruction, Methods of Internal Reconstruction, Accounting Entries for Internal Reconstruction, Preparation of Reconstructed Balance Sheet

UNIT IV: Valuation of Goodwill & Shares

- Need for Valuation
- Goodwill Valuation Methods
- Share Valuation Methods
- Practical Applications

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11**REFERENCES:**

1. R.L. Gupta & M. Radhaswamy – Corporate Accounting.
2. S.N. Maheshwari & S.K. Maheshwari – Corporate Accounting.
3. Dr. S. Gurusamy – Corporate Accounting.
4. M.C. Shukla, T.S. Grewal & S.C. Gupta – Advanced Accounts (Vol. II)
5. Dr. P.C. Tulsian – Corporate Accounting

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

**Title: Introduction to Indirect Taxation & GST
Framework**

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2026-2027**

Title: Introduction to Indirect Taxation & GST Framework
Course Code: CHMIMV2

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides a comprehensive understanding of the Goods and Services Tax (GST) framework in India. It covers GST registration, levy and collection of tax, time, place and value of supply, input tax credit, and computation of tax liability. The course emphasizes the practical application of GST provisions, compliance requirements, and tax calculations to enable learners to effectively manage GST-related transactions and obligations.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Understand the fundamental concepts and structure of GST, including registration requirements, GSTN, and the role of the GST Council. CO(A)2: Examine the provisions relating to levy and collection of GST, including scope of supply, composite and mixed supplies, composition levy, and exemptions. CO(A)3: Apply the rules governing time, place, and value of supply to determine the taxability of transactions under GST. CO(A)4: Compute input tax credit and GST liability and ensure compliance with the provisions relating to payment of tax.	
8	Course Outcomes: Students will be able to CO1: Explain the key concepts, definitions, and registration requirements under the GST framework. CO2: Identify and classify taxable supplies, non-taxable supplies, composite supplies, and mixed supplies for GST purposes. CO3: Determine the time, place, and value of supply for goods and services in accordance with GST provisions. CO4: Calculate input tax credit eligibility, tax liability, and the amount payable under GST while complying with statutory requirements.	

Syllabus

UNIT I: Introduction to GST Registration & Levy and Collection

- Introduction and Definitions (2(17), 2(13), 2(45), 2(52), 2(56), 2(78), 2(84), 2(90), 2(93), 2(98), 2(102), 2(105), 2(107), 2(108)
- Goods & Services Tax Network (GSTN), GST Council
- Registration, E-way bill and E- Invoice
- Scope of Supply
- Non-taxable Supplies, Composite and Mixed Supplies, Composition Levy
- Levy and Collection of tax, Exemption from tax

UNIT II: : Time, Place and Value of Supply and Input tax credit

- Time of Supply
- Place of Supply
- Value of Supply
- Eligibility for taking Input Tax Credit
- Apportionment of credit and Blocked credits
- Input Tax Credit in Special Circumstances
- Computation of Tax Liability and payment of tax

UNIT III: GST on Investment Operations

- GST on Financial Market Intermediary Services
- GST on Investment-Related Charges & Fees
- Input Tax Credit for Investment Entities
- GST Compliance in Investment Operations

UNIT IV: GST on Investment Products & Fund Management Services

- GST on Mutual Funds & Asset Management Services
- GST on Portfolio Management & Wealth Advisory Services
- GST on Alternative & Structured Investment Products
- AI-assisted GST return preparation and reconciliation

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11**REFERENCES:**

1. Goods and Services Tax (GST) – Taxmann Publications
2. Indirect Tax Law – V.S. Datey
3. Indirect Taxes – H.C. Mehrotra & Prof. Agarwal
4. GST Manual – R.K. Jain
5. Customs Law & GST – ICAI Study Material

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

**Title: Foundations of Indian Knowledge Systems
in Finance**

**Vertical - 1
Major Subject - 2 Credits**

**With effect from
Academic Year 2026-2027**

Title: Foundation of Indian Knowledge Systems in Finance
Course Code: CHMIMV3

Sr. No.	Heading	Particulars
1	Description of the Course:	This course explores the principles of Indian Knowledge Systems (IKS) and their application to modern investment management. It integrates ancient Indian economic thought, ethical frameworks, wealth management philosophies, and decision-making models with contemporary investment theories. Students learn how traditional Indian perspectives on value, risk, sustainability, and governance can enhance investment discipline, financial planning, and long-term wealth creation.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the foundational concepts of Indian Knowledge Systems in the context of economics and finance. CO(A)2: Relate traditional Indian perspectives on wealth, ethics, and governance to modern investment practices. CO(A)3: Analyse ancient Indian texts for insights on financial discipline, risk management, and long-term planning. CO(A)4: Apply IKS-based ethical and sustainable approaches to investment decision-making.	
8	Course Outcomes: Students will be able to CO1: Explain the relevance of Indian Knowledge Systems in financial and investment decision-making. CO2: Evaluate investment strategies using IKS principles such as ethical conduct, balance, and long-termism. CO3: Apply ancient Indian frameworks for risk assessment, prudent saving, and holistic wealth management. CO4: Incorporate IKS insights into modern investment models and personal financial planning	

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Syllabus

UNIT I: IKS and Economic Thought, Ethical Principles and Governance in Investments

- Meaning and Scope of IKS, Ancient Indian Economic Thinking
- Concept of Artha and Purusharthas – Understanding wealth as a holistic objective within the four Purusharthas (Dharma, Artha, Kama, Moksha). Registration, E-way bill and E-Invoice
- Indian Approaches to Value and Prosperity – Traditional views on savings, prosperity, community wealth, and economic sustainability.
- Dharma and Ethical Financial Conduct – Application of ethical guidelines for investors, advisors, and market participants.
- Corporate Governance in Ancient India
- Sustainable and Responsible Investing, Investor Behaviour and Indian Philosophical Thought

UNIT II: IKS Applications in Modern Investment Management

- Indian Concepts of Wealth (Dhana, Lakshmi, Artha)
- Risk Management in Ancient Indian Wisdom
- Financial Discipline and Household Finance in IKS
- Cycles, Time, and Market Behaviour
- Long-Term Investing and Patience (Dhriti)
- Holistic Asset Allocation
- Behavioural Finance through IKS Lenses
- Practical Applications & Case Studies

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

External Examination: Semester End External - 30 marks Time: 1:00 hours

Format of Question Paper

Attempt any 2 out of 3 questions.

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
		Total 30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project presentation / Viva / Role Play / Case Study	10
		Total 20

11

REFERENCES:

1. Kautilya (Chanakya) – Arthashastra (Indian economic and governance principles).
2. S. K. Chakraborty – Ethics in Management: Vedantic Perspectives.
3. R. Balasubramanian – Indian Ethics: Classical Traditions and Contemporary Challenges.
4. Gurgaon Committee Report – Indian Knowledge Systems (IKS) Framework.
5. A. Parthasarathy – Works on philosophy, decision-making, and behavioural insights.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

Title: Credit Risk Management

**Vertical - 1
Major Electives - 4 Credits**

**With effect from
Academic Year 2026-2027**

Name of the Course: Credit Risk Management

Course Code: CHMIMV4

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides an in-depth understanding of credit risk concepts, assessment techniques, credit rating methodologies, and risk mitigation practices used in banking and financial institutions. It focuses on analyzing borrower creditworthiness, evaluating financial statements, understanding regulatory frameworks, and applying tools for credit risk measurement. The course equips students with the knowledge to identify, quantify, and manage credit-related risks in the financial sector.
2	Vertical 1	Major Electives
3	Type Teaching Method	Theory & Practicum Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit:	4 Credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives:	CO(A)1: Understand the fundamental concepts, types, and drivers of credit risk. CO(A)2: Analyze creditworthiness using qualitative and quantitative assessment tools. CO(A)3: Interpret credit ratings, scoring models, and risk mitigation techniques. CO(A)4: Examine regulatory frameworks governing credit risk management in India.
8	Course Outcomes:	Student will be able to CO1: Demonstrate conceptual clarity of credit risk and its role in financial stability. CO2: Evaluate credit rating mechanisms and apply credit scoring methodologies. CO3: Explain Basel norms and regulatory guidelines related to credit risk. CO4: Apply credit risk mitigation methods and develop structured credit decisions.

UNIT I: Fundamentals of Credit Risk

- Meaning, and Types of Credit Risk, Credit Risk vs. Other Financial Risks, Importance of Risk Management.
- Credit Risk Governance, The 5 Cs of Credit, Credit Lifecycle, Early Warning Signals of Credit Deterioration.

UNIT II: Credit Appraisal and Assessment Techniques

- Ratio Analysis
- Cash Flow and Fund Flow Analysis
- Working Capital Assessment
- Industry and Business Risk Analysis, Management Evaluation, Ai based Credit Scoring Models

UNIT III: Credit Ratings and Credit Risk Measurement

- Role and Importance of Credit Ratings, Rating Methodologies, Internal vs. External Ratings, Credit Rating Agencies in India, Ai tools for Credit Rating
- Probability of Default (PD), Loss Given Default (LGD), Exposure at Default (EAD), Credit Metrics and Credit Risk+ Models, Expected Loss vs. Unexpected Loss, Stress Testing and Scenario Analysis

UNIT IV: Credit Risk Mitigation and Regulatory Framework

- Collateral and Guarantees, Loan Structuring and Covenants, Credit Derivatives, Recovery and Resolution Mechanisms.
- RBI Guidelines on Credit Risk Management, Basel I, II, III Norms, Internal Capital Adequacy Assessment Process (ICAAP)

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11**REFERENCES:**

1. Kautilya (Chanakya) – Arthashastra (Indian economic and governance principles).
2. S. K. Chakraborty – Ethics in Management: Vedantic Perspectives.
3. R. Balasubramanian – Indian Ethics: Classical Traditions and Contemporary Challenges.
4. Gurgaon Committee Report – Indian Knowledge Systems (IKS) Framework.
5. A. Parthasarathy – Works on philosophy, decision-making, and behavioural insights.

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B.Com.
(Management Studies)**

Semester - V

**Title: Industry and Service Management IV -
Production, Operations and Design Thinking**

**Vertical - 2
Minor Subject - 4 Credits**

**With effect from
Academic Year 2026-2027**

Title: Industry and Service Management IV - Production, Operations and Design Thinking
Course Code: CHMBMSV13

Sr. No.	Heading	Particulars
1	Description the Course:	This course introduces students to the fundamentals of production and service management with emphasis on planning, quality, efficiency, and innovation. It explores the principles of production systems, service operations, quality management, and design thinking as tools for solving business problems and creating customer value. The course also familiarizes students with emerging Artificial Intelligence (AI) tools and their applications in production and service industries, enabling learners to understand technology-driven business transformation.
2	Vertical 2	Minor
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Develop an understanding of production and service management concepts and practices. CO(A)2: Familiarize students with production planning, quality management, and process improvement techniques. CO(A)3: Introduce design thinking as a structured approach to innovation and problem-solving. CO(A)4: Enhance students' ability to analyze operational challenges in manufacturing and service organizations.	
8	Course Outcomes: Student will be able to CO1: Explain the concepts and significance of production and service management. CO2: Apply production planning and quality management principles to business situations. CO3: Use design thinking techniques to identify and solve organizational problems. CO4: Evaluate operational processes and suggest improvements for efficiency and customer satisfaction.	

Syllabus

Unit 1: Fundamentals of Production and Service Management

- Meaning and Importance of Production Management
- Meaning and Importance of Service Management
- Manufacturing vs Service Operations
- Types of Production Systems
- Service Delivery Process
- Challenges in Production and Service Industries

Unit 2: Production Planning and Quality Management

- Production Planning and Control
- Capacity Planning
- Process Layout and Workflow
- Quality Management Concepts
- Lean Management Basics
- Six Sigma Basics

Unit 3: Design Thinking and Innovation

- Meaning and Importance of Design Thinking
- Stages of Design Thinking: Empathize, Define, Ideate, Prototype, Test
- Customer-Centric Innovation
- Problem Solving through Design Thinking
- Applications in Business and Services

Unit 4: AI Tools in Production and Service Management

- Introduction to AI, Meaning and Scope of Artificial Intelligence, Role of AI in Business Operations, AI Tools and Applications, ChatGPT for problem-solving and process improvement, Microsoft Copilot for reports and analysis, Gemini for research and idea generation, Canva AI for process presentations, Power BI for business dashboards
- Customer Service Automation
- Demand Forecasting
- Inventory Monitoring
- Service Quality Analysis
- Workflow Optimization
- Ethical Use of AI
- Data Privacy
- Responsible AI Usage
- Limitations of AI

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
TOTAL		60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
TOTAL		40

11

REFERENCES:

1. Mahadevan, B. (2015). *Operations management: Theory and practice* (3rd ed.). Pearson India.
2. Chary, S. N. (2019). *Production and operations management* (7th ed.). McGraw Hill Education India.
3. Heizer, J., Render, B., & Munson, C. (2023). *Operations management: Sustainability and supply chain management* (14th ed.). Pearson.

- | | |
|--|---|
| | <p>4. Fitzsimmons, J. A., Fitzsimmons, M. J., & Bordoloi, S. (2022). <i>Service management: Operations, strategy, information technology</i> (10th ed.). McGraw-Hill Education.</p> |
|--|---|

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

Title: Venture Capital

**Vertical - 4
VSC - 2 Credits**

**With effect from
Academic Year 2026-2027**

Title: Venture Capital
Course Code: CHMIMV6

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides an overview of venture capital (VC) as a financing mechanism for early-stage and high-growth startups. It covers the VC ecosystem, investment process, deal structuring, valuation, risk assessment, portfolio management, and exit strategies. The course equips students with the knowledge needed to understand how venture capital supports innovation, entrepreneurship, and wealth creation within the investment management domain.
2	Vertical 4	VSC
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the nature, role, and significance of venture capital in startup financing. CO(A)2: Learn the process of deal sourcing, due diligence, and startup evaluation. CO(A)3: Examine key terms, instruments, and valuation methods used in VC deals. CO(A)4: Evaluate exit mechanisms and portfolio management strategies in venture capital funds.	
8	Course Outcomes: Students will be able to CO1: Describe the structure and functioning of the venture capital industry in India. CO2: Assess startup opportunities based on business models, risks, and growth potential. CO3: Interpret term sheets, funding instruments, and deal negotiation mechanisms. CO4: Analyse exit strategies and manage a venture capital portfolio effectively	

9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Venture Capital Ecosystem and Startup Financing</p> <ul style="list-style-type: none"> • Meaning of Venture Capital, Types of Venture Capital Funds, VC Ecosystem in India, Comparison with Other Financing Sources. • Funding Life Cycle of a Startup, Deal Sourcing and Screening, Initial Evaluation Parameters, Pitching and Investment Readiness <p>UNIT II: Venture Capital Investment Process and Exit Strategies</p> <ul style="list-style-type: none"> • Types of Investment Instruments, Startup Valuation Methods, Due Diligence Process, Term Sheets & Negotiation • VC Fund Portfolio Construction, Monitoring and Supporting Portfolio Companies, Exit Routes for Venture Capitalists, Performance Measurement 																											
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">Paper – 50 Marks</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1:00 hours</p> <p style="text-align: center;">Format of Question Paper</p> <p style="text-align: center;">Attempt any 2 out of 3 questions.</p> <table border="1" data-bbox="284 831 1458 1010"> <thead> <tr> <th>Question No</th> <th>Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 30</td> </tr> </tbody> </table> <p style="text-align: center;">Internal Examination: Continuous Evaluation - 20 marks</p> <table border="1" data-bbox="300 1088 1453 1391"> <thead> <tr> <th></th> <th>Assessment / Evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>10</td> </tr> <tr> <td>2.</td> <td>Project presentation / Viva / Role Play / Case Study</td> <td>10</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;">Total 20</td> </tr> </tbody> </table>	Question No	Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15			Total 30		Assessment / Evaluation	Marks	1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project presentation / Viva / Role Play / Case Study	10			Total 20
Question No	Questions	Marks																										
Q1	Theory	15																										
Q2	Theory	15																										
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		Total 30																										
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2.	Project presentation / Viva / Role Play / Case Study	10																										
		Total 20																										
11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. Sandeep Gupta & P.C. Basu – Venture Capital and Private Equity Funding in India. 2. E. Gordon & K. Natarajan – Financial Markets and Services (covers venture capital) 3. Vasant Desai – Venture Capital Financing: The Indian Scenario. 4. S. Gurusamy – Financial Services (includes venture capital frameworks) 																											

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- V

Title: Community Engagement Project (CEP)

**Vertical - 6
VSC - 2 Credits**

**With effect from
Academic Year 2026-2027**

Title: Community Engagement Project (CEP)

Course Code: CHMIMV7

Sr. No.	Heading	Particulars
1	Description the Course:	The Community Engagement Program is an experiential learning course designed to connect students with society through meaningful community service and field-based activities. The course encourages students to identify social issues, work collaboratively with community stakeholders, and contribute towards sustainable development. It promotes civic responsibility, ethical values, leadership, teamwork, and problem-solving skills while enabling students to apply classroom knowledge to real-life community challenges.
2	Vertical 6	Community Engagement Project (CEP)
3	Type Teaching Method	Discussion + Report Writing
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: Student will be able to CO(A)1: Develop a sense of social responsibility, civic consciousness, and community participation. CO(A)2: Understand community needs and contribute to solving local social, environmental, and economic issues. CO(A)3: Enhance leadership, communication, teamwork, and interpersonal skills through field-based activities. CO(A)4: Apply academic knowledge and ethical values in planning and executing community development initiatives.	
8	Course Outcomes: CO1: Demonstrate active participation in community service and civic engagement activities. CO2: Identify and analyze community issues and propose practical, sustainable solutions. CO3: Collaborate effectively with community members and organizations while exhibiting leadership and teamwork skills. CO4: Reflect on the social impact of their engagement and demonstrate ethical values, empathy, and responsible citizenship.	

9

Indicative Topics for CEP

- Corporate Financial Literacy Drive
- Awareness on Share & Goodwill Valuation
- GST Registration Help Camp
- Investment Frauds & Scam Prevention Workshop
- Preparing Simple Financial Statements for NGOs
- Survey on GST Impact on Local Businesses
- Tax Invoice & Documentation Awareness
- Input Tax Credit Awareness Drive
- Financial Analysis Helpdesk for Community Businesses
- Stock Market Basics for Community Youth
- Documentation of Indigenous Finance Practices
- Record-Keeping Training for Women SHGs
- Creating an Investor Education Brochure
- GST Return Filing Awareness (GSTR1, GSTR-3B)
- Digital Payments Safety Support for Senior Citizens
- Financial Risk Awareness for Youth
- Corporate Governance & Ethics Awareness Drive
- Community Guide on Liquidation & Bankruptcy Basics
- Goodwill & Business Value Enhancement Awareness
- GST Awareness for Financial Services

10

Scheme of Examination and Assessment Pattern

Paper – 50 Marks

30 hrs (Field Work+ Survey) + 15hrs (Discussion + Report Writing): Total - 45 hrs.

Question No	Questions	Marks
Q1	Objectives, Literature Review, Methodology, Data Analysis, Conclusion and Recommendations	15
Q2	Overall Project Report Structure and Style	05
Q3	Presentation Skills & Communication	10
Total		30

Internal Examination: Continuous Evaluation - 20 marks

	Assessment / Evaluation	Marks
1.	Attendance, Community interactions completion and interaction with Supervisor	10
2.	Overall Report quality	10
Total		20

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- VI

Title: Derivative Markets

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2026-2027**

Title: Derivative Markets
Course Code: CHMIMVI1

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides a comprehensive understanding of derivative instruments such as forwards, futures, options, and swaps, along with their applications in hedging, speculation, and arbitrage. Students will learn the functioning of derivative markets in India, valuation techniques, trading strategies, and risk management practices. The course bridges theoretical concepts with practical market operations, equipping learners with skills required in modern financial markets.
2	Vertical 1	Major
3	Type Teaching Method	Theory + Practicum Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Understand the structure, functioning, and importance of derivative markets. CO(A)2: Develop trading and hedging strategies using derivatives. CO(A)3: Analyze pricing and valuation models for derivatives. CO(A)4: Interpret risk management techniques involving derivative products.	
8	Course Outcomes: Student will be to CO1: Describe the role and evolution of derivative markets in India and globally. CO2: Distinguish between different derivative instruments and their market mechanisms. CO3: Construct and evaluate hedging, arbitrage, and speculation strategies. CO4: Apply valuation models for pricing futures, options, and other derivatives.	

Syllabus

UNIT I: Introduction to Derivatives Markets

- Meaning and Definition of Derivatives, Types of Derivatives, Participants in Derivative Markets, Evolution of Derivative Markets in India, AI-based Price Prediction and Market Forecasting.
- Organized Exchanges vs OTC Markets, Clearing and Settlement Process, Derivative Trading System in India, Regulation of Derivative Markets

UNIT II: Forwards and Futures

- Concept and Features of Forward Contracts, Pricing of Forward Contracts, Hedging with Forwards, Limitations of Forwards
- Features and Mechanism of Futures, Pricing and Valuation of Futures, Hedging Strategies Using Futures, Arbitrage Opportunities

UNIT III: Options and Option Strategies

- Types of Options, Option Terminologies, Option Pricing Models, Factors Affecting Option Prices.
- Basic Option Trading Strategies, Spread Strategies, Combinations and Complex Strategies, Payoff Diagrams and Strategy Evaluation.

UNIT IV: Swaps and Risk Management Using Derivatives

- Introduction to Swaps, Interest Rate Swaps, Currency Swaps, Uses of Swaps in Corporate Finance.
- Market Risk and Derivative Instruments, Value at Risk (VaR), Hedging vs Speculation vs Arbitrage, Limitations and Risks of Derivatives

10**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11**REFERENCES:**

1. S.L. Gupta – Financial Derivatives: Theory, Concepts and Problems
2. Bharat Rufus & Sundaram – Derivatives and Risk Management
3. V. A. Avadhani – Investment and Securities Markets in India
4. Risk Management and Derivatives – ICAI / ICSI Publications
5. Ravi Gupta – Derivatives and Risk Management

**Smt. Chandibai Himathmal Mansukhani College
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**Third Year B. Com.
(Investment Management)**

Semester- VI

**Title: Financial Management for Investment
Strategies**

**Vertical - 1
Major Subject - 4 Credits**

**with effect from
Academic Year 2026-2027**

Title: Financial Management for Investment Strategies

Course Code: CHMIMVI2

Sr. No.	Heading	Particulars
1	Description of the Course:	This course introduces students to the fundamental concepts, tools, and techniques used in financial decision-making within business organizations. It covers the areas of financial planning, capital budgeting, cost of capital, capital structure, dividend decisions, and working capital management. The course provides a strong foundation for understanding how financial managers create value, manage resources, and ensure the financial health of an organization.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives:	CO(A)1: Understand the role and scope of financial management in business. CO(A)2: Analyse the financial environment and interpret financial planning decisions. CO(A)3: Evaluate cost of capital and capital structure decisions. CO(A)4: Manage working capital and short-term financing needs of firms effectively.
8	Course Outcomes:	Students will be able to CO1: Explain the principles and objectives of financial management.. CO2: Perform financial analysis for planning and decision-making. CO3: Assess financial structure, cost of financing, and dividend policies. CO4: Formulate effective working capital management strategies.
9	Syllabus	UNIT I: Introduction to Financial Management <ul style="list-style-type: none">Nature and Scope of Financial Management, Objectives of Financial Management, Functions of a Financial Manager, Financial Environment in IndiaMeaning and Importance of Financial Planning, Steps in Financial Planning, AI tools for Financial Forecasting, Factors Affecting Financial Planning, AI Tools for Financial Forecasting and Budgeting. UNIT II: Capital Budgeting and Investment Decisions <ul style="list-style-type: none">Meaning and Significance of Capital Budgeting, Types of Investment Decisions, Capital Budgeting Process, Project Cash FlowsPayback Period Method, Net Present Value (NPV), Internal Rate of Return (IRR), Profitability Index & Other Methods

- UNIT III: Cost of Capital and Capital Structure**
- Concept of Cost of Capital, Cost of Equity and Debt, Cost of Preference Shares, Weighted Average Cost of Capital (WACC)
 - Meaning and Importance of Capital Structure, Determinants of Capital Structure, Leverage Analysis, Theories of Capital Structure
- UNIT IV: Dividend Decisions and Working Capital Management**
- Meaning and Forms of Dividend, Factors Influencing Dividend Policy, Dividend Theories, Stability of Dividend Policy
 - Concept of Working Capital, Determinants of Working Capital Requirements, Working Capital Financing, Management of Components

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11

REFERENCES:

1. M.Y. Khan & P.K. Jain – Financial Management: Text, Problems and Cases
2. Prasanna Chandra – Fundamentals of Financial Management
3. R.P. Rustagi – Financial Management: Theory, Concepts

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- VI

Title: Commodity Market

**Vertical - 1
Major Subject - 2 Credits**

**With effect from
Academic Year 2026-2027**

Title: Commodity Market
Course Code: CHMIMVI3

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides students with foundational knowledge of commodity markets, including their structure, participants, trading mechanisms, pricing, and risk management practices. Emphasis is placed on understanding major commodities traded in India, functioning of commodity exchanges, regulatory frameworks, and the role of commodity derivatives in hedging and investment strategies. The course equips learners with practical insights required to navigate real-world commodity markets.
2	Vertical 1	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	2 Credits
5	Hours allotted	30 Hours
6	Marks allotted	50 Marks
7	Course Objectives: CO(A)1: Understand the structure and functioning of commodity markets in India. CO(A)2: Identify major types of commodities and their economic significance. CO(A)3: Examine the role of commodity exchanges and clearing mechanisms. CO(A)4: Analyse price discovery, spot and futures market operations.	
8	Course Outcomes: Students will be able to CO1: Explain the fundamental concepts of commodity markets and their evolution. CO2: Differentiate between various commodity classes and trading practices. CO3: Interpret the working of Indian commodity exchanges and regulatory norms. CO4: Formulate basic hedging and trading strategies using commodity futures	

9	<p style="text-align: center;">Syllabus</p> <p>UNIT I: Introduction to Commodity Markets</p> <ul style="list-style-type: none"> • Meaning and Features of Commodity Markets, Types of Commodities, Evolution of Commodity Markets in India, Participants in Commodity Markets • Major Commodity Exchanges in India, Spot Market vs Futures Market, Trading and Clearing Mechanisms, Regulatory Framework, AI Applications in Commodity Price Forecasting, Trading, and Market Analysis. <p>UNIT II: Commodity Futures and Risk Management</p> <ul style="list-style-type: none"> • Concept and Features of Commodity Futures, Pricing of Commodity Futures, Commodity Market Indices and Benchmarks, Economic and Seasonal Influences on Commodity Prices • Hedging with Commodity Futures, Speculation and Arbitrage Opportunities, Risk Management Using Commodities, Case Studies in Indian Commodity Markets 																											
10	<p style="text-align: center;">Scheme of Examination and Assessment Pattern</p> <p style="text-align: center;">Paper – 50 Marks</p> <p style="text-align: center;">External Examination: Semester End External - 30 marks Time: 1:00 hours</p> <p style="text-align: center;">Format of Question Paper</p> <p style="text-align: center;">Attempt any 2 out of 3 questions.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total 30</td> <td></td> </tr> </tbody> </table> <p style="text-align: center;">Internal Examination: Continuous Evaluation - 20 marks</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 75%;">Assessment / Evaluation</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project presentation / Viva / Role Play / Case Study</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total 20</td> <td></td> </tr> </tbody> </table>	Question No	Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	Total 30				Assessment / Evaluation	Marks	1.	Class Test /Workshop/ Conference/ Seminar/ Assignment/ Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project presentation / Viva / Role Play / Case Study	10	Total 20		
Question No	Questions	Marks																										
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Q2	Theory	15																										
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2.	Project presentation / Viva / Role Play / Case Study	10																										
Total 20																												
11	<p>REFERENCES:</p> <ol style="list-style-type: none"> 1. Niti Nandini Hettihewa – Commodity Derivatives and Risk Management. 2. N. R. Parasuraman – Fundamentals of Financial Derivatives 3. Hull & Sankarshan Basu (Indian adaptation) – Options, Futures and Other Derivatives 																											

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B. Com.
(Investment Management)**

Semester- VI

Title: International Investment Management

**Vertical - 1
Major Electives - 4 Credits**

**With effect from
Academic Year 2026-2027**

Title: International Investment Management
Course Code: CHMIMVI4

Sr. No.	Heading	Particulars
1	Description of the Course:	This course provides a comprehensive understanding of investment processes in global financial markets. It focuses on international portfolio management, foreign exchange risk, global asset allocation, international financial instruments, and the functioning of global capital markets. The course equips students to analyse international investment opportunities, assess risks associated with cross-border investments, and apply strategic decision-making tools in a global investment environment.
2	Vertical 4	Major
3	Type Teaching Method	Theory Lectures / Discussion/ Presentations/ Case Studies etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Understand the structure and functioning of international financial markets. CO(A)2: Analyse global investment avenues and international portfolio diversification. CO(A)3: Explain the concepts of foreign exchange markets and currency risk management. CO(A)4: Evaluate international financial instruments and global asset pricing models.	
8	Course Outcomes: Students will be able to CO1: Demonstrate knowledge of global investment environments and financial market Integration. CO2: Identify and evaluate international investment avenues across asset classes. CO3: Examine international asset pricing models and cross-border valuation concepts. CO4: Formulate basic hedging and trading strategies using commodity futures	

9

Syllabus

UNIT I: Introduction to International Investments

- Structure of International Financial Markets, Globalization of Financial Markets, Market Participants, Benefits and Risks of International Investing
- International Investment Avenues- Equity Investments, Debt Instruments, Alternative Investments, Emerging vs. Developed Markets, AI-Based Portfolio Management and International Risk Assessment.

UNIT II: Foreign Exchange Market and Currency Risk

- Foreign Exchange Market Structure- Forex Market Participants, Exchange Rate Quotations, Factors Affecting Exchange Rates, Exchange Rate Regimes
- Currency Risk and Hedging Techniques- Types of Currency Risk, Forward Contracts and Futures, Options and Swaps, Measuring Currency Exposure

UNIT III: International Portfolio Analysis and Valuation

- International Diversification & Portfolio Theory- Modern Portfolio Theory (MPT), Country Risk & International Correlations, Efficient Frontier in Global Context, Behavioral Aspects of International Investing
- International Asset Pricing Models- International CAPM (ICAPM), Arbitrage Pricing Theory (APT), Parity Conditions, Valuation of International Assets

UNIT IV: International Investment Strategies and Trends

- International Portfolio Management Strategies- Active vs. Passive Global Investing, Top-down and Bottom-up Global Analysis, Tactical and Strategic Asset Allocation, Performance Evaluation of International Portfolios
- Contemporary Issues in International Investments- Global Financial Crises & Their Impact, Artificial Intelligence, Fintech and Digital Assets, Sustainable & ESG Investing Globally

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt any 4 out of 6 questions.

Question No	Nature of Questions	Marks
Q1	Practical/ Theory	15
Q2	Practical/ Theory	15
Q3	Practical/ Theory	15
Q4	Practical/ Theory	15
Q5	Practical/ Theory	15
Q6	Practical/ Theory	15
		Total 60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / Evaluation	Marks
1.	Class Test / Case Study/ Field visit/ Certificate Course (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Participation in Workshop/ Conference/ Seminar/ Assignment & Viva (Physical/Online Mode)	10
3.	Project Presentation / Viva / Role Play / Case Study	10
		Total 40

11

REFERENCES:

1. "International Financial Management" – Dr. P.G. Apte
2. "International Finance" – V.K. Bhalla
3. "International Economics" – Dominick Salvatore (adapted edition widely used in India)
4. "Global Investing" – H.R. Machiraju
5. "International Business: Environment and Management" – Francis Cherunilam

**Smt. Chandibai Himathmal Mansukhani College
(Autonomous)**

**Third Year B.Com.
(Management Studies)**

Semester - VI

**Title: Industry and Service Management V -
Integrity, Ethics and
Sustainability Management**

**Vertical - 2
Minor Subject - 4 Credits**

**With effect from
Academic Year 2026-2027**

Title: Industry and Service Management V - Integrity, Ethics and Sustainability Management
Course Code: CHMBMSVI13

Sr. No.	Heading	Particulars
1	Description the Course:	This course focuses on ethical business practices, corporate governance, sustainability, and responsible management in contemporary organizations. It introduces students to the principles of integrity, ethical decision-making, corporate social responsibility, environmental and social sustainability, and governance frameworks. The course also explores the use of Artificial Intelligence (AI) tools in governance, sustainability reporting, compliance monitoring, and responsible business practices, preparing students for emerging trends in ethical and sustainable management.
2	Vertical 2	Minor
3	Type & Teaching Methods	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	Credit	4 Credits
5	Hours allotted	60 Hours
6	Marks allotted	100 Marks
7	Course Objectives: CO(A)1: Develop an understanding of ethics, integrity, and responsible business conduct. CO(A)2: Familiarize students with sustainability concepts and sustainable business practices. CO(A)3: Introduce the principles and importance of corporate governance and corporate social responsibility. CO(A)4: Enable students to analyze ethical and sustainability challenges faced by organizations.	
8	Course Outcomes: Student will be able to CO1: Explain the concepts of ethics, integrity, sustainability, and corporate governance. CO2: Analyze ethical issues and sustainability challenges in business organizations. CO3: Evaluate the role of corporate governance and CSR in responsible business management. CO4: Apply sustainability and ethical principles in organizational decision-making.	

Syllabus

Unit 1: Business Ethics and Professional Responsibility

- Meaning of Ethics and Integrity
- Professional Ethics
- Ethical Decision Making
- Ethical Issues in Organizations
- Role of Ethics in Business Success

Unit 2: Sustainability and ESG

- Meaning of Sustainability
- Triple Bottom Line
- Sustainable Development Goals (SDGs)
- Environmental Sustainability
- Social Sustainability
- Introduction to ESG

Unit 3: Corporate Governance and CSR

- Meaning and Importance of Corporate Governance
- Principles of Good Governance
- Corporate Social Responsibility (CSR)
- CSR Framework in India
- Transparency and Accountability
- Responsible Business Practices

Unit 4: AI Tools for Ethics, Governance and Sustainability

- Introduction to AI in Governance
- AI and Business Decision-Making
- AI in Sustainability Reporting
- AI Tools: ChatGPT, Microsoft Copilot, Gemini, Perplexity AI, Canva AI Applications
- ESG Report Preparation
- Sustainability Analysis
- CSR Project Planning
- Governance Reporting
- Ethical Risk Assessment
- Responsible AI Usage
- Bias and Accuracy
- Academic Integrity
- Ethical Concerns in AI

10

Scheme of Examination and Assessment Pattern

Paper – 100 Marks

External Examination: Semester End External - 60 marks Time: 2:00 hours

Format of Question Paper

Attempt all questions.

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
TOTAL		60

Internal Examination: Continuous Evaluation - 40 marks

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
TOTAL		40

11

REFERENCES:

1. Fernando, A. C. (2022). *Business ethics and corporate governance: Principles and practice* (3rd ed.). Pearson India.
2. Sharma, J. P. (2021). *Corporate governance, business ethics and CSR* (3rd ed.). Ane Books Pvt. Ltd.
3. Crane, A., Matten, D., Glozer, S., & Spence, L. J. (2023). *Business ethics: Managing corporate citizenship and sustainability in the age of globalization* (6th ed.). Oxford University Press.
4. Carroll, A. B., Brown, J. A., & Buchholtz, A. K. (2023). *Business and society: Ethics, sustainability, and stakeholder management* (11th ed.). Cengage Learning.

**Smt. Chandibai Himathmal Mansukhani College
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**Third Year B. Com.
(Investment Management)**

Semester- VI

Title: Guidelines for On-Job Training (OJT)

**Vertical - 6
4 Credits**

**With effect from
Academic Year 2026-2027**

Title: Guidelines for On-Job Training (OJT)

Course Code: CHMIMVI6

Sr. No.	Heading	Particulars
1	Description the Course:	The On-the-Job Training (OJT) course provides students with practical industry exposure by placing them in organizations where they can apply classroom knowledge in real-world business environments. The training enables students to gain hands-on experience, develop professional competencies, understand workplace ethics, and enhance employability skills. Through structured learning, mentoring, and reflective reporting, students bridge the gap between academic learning and industry expectations.
2	Vertical 6	OJT
3	Type Teaching Method	OJT Guidance
4	Credit	4 Credits
5	Hours allotted	120 OJT Hours
6	Marks allotted	100 Marks
7	Course Objectives: Student will be able to CO(A)1: Gain practical exposure to professional work environments and organizational practices. CO(A)2: Apply theoretical concepts learned in the classroom to real-world business and financial situations. CO(A)3: Develop professional competencies such as communication, teamwork, problem-solving, and time management. CO(A)4: Understand workplace ethics, corporate culture, and professional responsibilities while enhancing career readiness.	
8	Course Outcomes: CO1: Apply academic knowledge and technical skills effectively in a professional work environment. CO2: Demonstrate professional behavior, workplace ethics, communication skills, and teamwork while performing assigned responsibilities. CO3: Analyze workplace challenges and recommend practical solutions using appropriate business and financial concepts. CO4: Evaluate their learning experience through reflective reports, presentations, and feedback, demonstrating enhanced employability and career preparedness.	

Guidelines for On-Job Training (OJT)

- INDEX
 1. Introduction
 2. Objectives
 3. Outcomes
 4. Types of OJTs
 5. Indicative list of areas for OJT
 6. Credit Structure
 7. Institutional Structure
 8. Roles and Responsibilities
 9. Assessment and Evaluation
 10. OJT Report
 11. Documentation
 12. Student Welfare and Workplace Safety
 13. General Guidelines
 14. Appendix I: Student Undertaking for OJT
 15. Appendix II: Outreach Letter to Organisation
 16. Appendix III: Resume Template
 17. Appendix IV: Relieving Letter
 18. Appendix V: Student Attendance Sheet
 19. Appendix VI: Student Feedback on OJT
 20. Appendix VII: Supervisor Evaluation of Intern
 21. Appendix VIII: Consolidated Mark sheet for On-Job Training
 22. Appendix IX: Proforma for OJT Completion Certificate
 23. Appendix X: Format for OJT Report
 24. OJT Guidelines Draft Committee

Guidelines for Students:

- Complete the required 120 hours of OJT.
- Obtain approval for a self-acquired OJT from the Department.
- Follow the rules and work culture of the host organisation.
- Maintain an OJT logbook/attendance record.
- Prepare and submit an OJT report after completion.
- Participate in presentation or viva-voce evaluation.
- Adhere to professional conduct and institutional guidelines.

Scheme of Assessment and Evaluation Pattern
The OJT course shall be evaluated out of 100 marks

Components	Marks
Internal Assessment (Report + Presentation/Viva)	60
External Evaluation (Industry Supervisor)	40

Format of OJT Report

Title Page should include:

- Full Name
- UID
- Class
- Academic Year
- Duration of OJT (Start date- End date)
- Name of Organisation/Company
- Location of Work
- Designation and Role
- Date of Submission:

The following is a suggested outline. However, the students are advised to consult their respective OJT Mentors.

- Introduction
- Company Overview
- Training Objectives
- Description of tasks and responsibilities
- Skills Developed & Key Course Outcomes
- Value addition/s to domain knowledge, professional capacities, and personal growth
- Challenges Faced
- Lessons Learned
- Conclusion
- Appendices (such as Geo-tagged photos,)
- References

Department of Investment Management

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal, Smt. CHM College, Ulhasnagar	
2.	Mr. Jaikumar Dinani	Assistant Professor, Smt. CHM College, Ulhasnagar	
3.	Ms. Deepa Soni	Assistant Professor, Smt. CHM College, Ulhasnagar	

Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak

Name & Signature of the Dean: Dr. Gopichand Shamnani