

## Semester Lecture Plan

<b>Name of the college: Government College of Arts Science and Commerce, Sanquelim Goa</b>							
<b>Name of Faculty: Yakshita Kiran Vengurlekar</b>		<b>Subject: Principles and Practice of Management</b>					
<b>Paper code: COM-111</b>		<b>Program/Course: F.Y.B.COM</b>			<b>Division: A</b>		
<b>Academic year: 2024 - 2025</b>		<b>Semester: I</b>			<b>Total Lectures: 45</b>		
<b>Course Objectives:</b>							
<ol style="list-style-type: none"> <li>1. To enable the learners to describe the competitive landscape of a company using Porter's five force model.</li> <li>2. To acquaint the learners with skills to interpret the relevance of delegation and decentralization of authority in an organization.</li> <li>3. To acquaint the learners to recognize the various needs of an individual using Maslow's Need-Hierarchy Theory.</li> </ol>							
<b>Course Outcome: After completion of the course, the students will be equipped with the following</b>							
<ol style="list-style-type: none"> <li>1. CO 1: Describe the competitive landscape of a company using Porter's five force model.</li> <li>2. CO 2: Interpret the relevance of delegation and decentralization of authority in an organization.</li> <li>3. CO 3: Recognise the various needs of an individual using Maslow's Need-Hierarchy Theory.</li> </ol>							
<b>Student Learning Outcome: After completion of the course, the students will be equipped with the following</b>							
<ol style="list-style-type: none"> <li>1. Using Porter's five forces, describe a company's competitive environment.</li> <li>2. Analyze the importance of authority delegation and decentralization within an organization.</li> <li>3. Identify a person's needs by applying Maslow's Need-Hierarchy Theory.</li> </ol>							
Month	Lectures From:                      To:		No. of lect ures allot ted	Topic, Subtopic to be covered	Exercises/ Assignments	ICT Tools	Reference books
July 2024	01/07/24	31/07/24	16	<b>Unit 1: Introduction to Management</b> Management: Concept and Need, Managerial Functions -	Question and answers, problem solving, ISA, quiz, Case Studies	Interactive panels, Power Point Presentations,	Prasad, L. M. (2000). Principles and Practice of Management

				<p>An overview; Coordination: Essence of Management. Evolution of Management Thought, Classical Approach - Taylor, Fayol, NeoClassical and Human Relations Approaches - Mayo, Hawthorne Experiments, Behavioural Approach, Systems Approach, Contingency Approach, MBO, Hammer and Champy- Business Process Re-engineering, Porter's Five-forces' Model.</p> <p><b>Unit 2: Planning and Organising</b> Types of Plan;</p>		<p>PDF's, Google classrooms</p>	<p>Prasad, M. (2008). Management Concepts &amp; Practices</p> <p>Subba Rao, P., &amp; Venkatram T. K. (2010). Management Theory &amp; Practice</p> <p>Jain, V. (2010). Management Theory &amp; Practice</p>
August 2024	01/08/24	31/08/24	12	<p><b>Unit 2: Planning and Organising</b> Strategic planning - Concept, process, Importance and limitations; Environmental Analysis and diagnosis (Internal and external environment) - Definition, Importance and Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis); Decision-making: Process and Techniques; Perfect rationality and bounded rationality.</p>	<p>Question and answers, problem solving, consumer survey, quiz, Case Studies.</p>	<p>Interactive panels, Power Point Presentations, PDF's, Google classrooms</p>	<p>Prasad, L. M. (2000). Principles and Practice of Management</p> <p>Prasad, M. (2008). Management Concepts &amp; Practices</p> <p>Subba Rao, P., &amp; Venkatram T. K. (2010). Management Theory &amp; Practice</p>

				<p>Concept and process of organizing - An overview, Span of management, Different types of authority (line, staff and functional), Decentralization, Delegation of authority; Formal and Informal Structure;</p>			Jain, V. (2010). Management Theory & Practice
September 2024	01/09/24	30/09/24	09	<p><b>Unit 2: Planning and Organising</b> Principles of Organizing; Network Organization Structure. Emerging types.</p> <p><b>Unit 3: Staffing and Leading</b> Concept of staffing, staffing process. b. Motivation &amp; Leadership: Concept, Importance, extrinsic and intrinsic motivation; Major Motivation theories - Maslow's Need Hierarchy Theory; Herzberg's Two-factor Theory, Vroom's Expectancy Theory. Leadership: Concept and importance; Leadership styles.</p>	Case studies, Question and answers, problem solving, ISA, quiz	Interactive panels, Power Point Presentations, PDF's, Google classrooms	<p>Prasad, L. M. (2000). Principles and Practice of Management</p> <p>Prasad, M. (2008). Management Concepts &amp; Practices</p> <p>Subba Rao, P., &amp; Venkatram T. K. (2010). Management Theory &amp; Practice</p> <p>Jain, V. (2010). Management Theory &amp; Practice</p>

October 2024	1/10/2024	22/10/2024	08	<b>Unit 3: Staffing and Leading</b>  Communication: Concept, purpose, process; Oral and written communication; Formal and informal communication networks, Barriers to communication, Overcoming barriers to communication. Emerging trends in communication.  Revision			
<b>Total Lectures</b>			<b>45</b>				

<b>Component</b>	<b>Max Marks</b>
ISA 1	10
ISA 2	10
ISA 3	10
Practical	
Project	
Semester End Exam	80