

Semester Lecture Plan

Name of the college: Government College of Arts Science and Commerce, Sanquelim Goa

Name of Faculty: Yakshita Kiran Vengurlekar

Subject: Principles and Practice of Management

Paper code: COM-111

Program/Course: F.Y.B.COM

Division: C

Academic year: 2025 - 2026

Semester: I

Total Lectures: 60

Course Objectives:

1. To enable the learners to describe the competitive landscape of a company using Porter's five force model.
2. To acquaint the learners with skills to interpret the relevance of delegation and decentralization of authority in an organization.
3. To acquaint the learners to recognize the various needs of an individual using Maslow's Need-Hierarchy Theory.
4. To elucidate the principles and major techniques of control and apply the principles and techniques of coordination.

Course Outcome: After completion of the course, the students will be equipped with the following

1. CO 1: Describe the competitive landscape of a company using Porter's five force model.
2. CO 2: Interpret the relevance of delegation and decentralization of authority in an organization.
3. CO 3: Recognise the various needs of an individual using Maslow's Need-Hierarchy Theory.
4. CO 4: Eucidate the principles and major techniques of control and apply the principles and techniques of coordination.

Student Learning Outcome: After completion of the course, the students will be equipped with the following

1. Using Porter's five forces, describe a company's competitive environment.
2. Analyze the importance of authority delegation and decentralization within an organization.
3. Identify a person's needs by applying Maslow's Need-Hierarchy Theory.
4. Analyze the principles and techniques of control and coordination to evaluate their application in achieving organizational effectiveness.

Month	Lectures From: To:	No. of lect ures allot ted	Topic, Subtopic to be covered	Exercises/ Assignments	ICT Tools	Reference books
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June 2025	23/06/25	28/06/25	01	Unit 1: Introduction to Management Management: Concept	Question and answers,	Interactive panels, Power Point Presentations, PDF's, Google classrooms	Prasad, M. (2008). Management Concepts & Practices
July 2025	30/06/2025	5/07/2025	04	Need, Managerial Functions - An overview; Coordination: Essence of Management			Jain, V. (2010). Management Theory & Practice
July 2025	07/07/2025	12/07/2025	03	Evolution of Management Thought, Classical Approach - Taylor, Fayol Neo Classical	problem solving, quiz, Case Studies	Interactive panels, Power Point Presentations, PDF's, Google classrooms	
July 2025	14/07/2025	19/07/2025	04	Human Relations Approaches - Mayo, Hawthorne Experiments, Behavioural Approach Systems Approach	Case studies, Question and answers, problem solving, ISA, quiz		Subba Rao, P., & Venkatram T. K. (2010). Management Theory & Practice
July 2025	21/07/2025	26/07/2025	04	Contingency Approach, MBO, Hammer and Champy- Business Process Re-engineering, Porter's Five-forces' Model.			Jain, V. (2010). Management Theory & Practice
July 2025	28/07/2025	02/08/2025	04	Unit 2: Planning and Organising Strategic planning - Concept, process, Importance and limitations; Environmental Analysis and diagnosis (Internal and external environment) - Formal and Informal Structure;	Case studies, Question and answers, problem solving, ISA, quiz	Interactive panels, Power Point Presentations, PDF's, Google classrooms	Prasad, M. (2008). Management Concepts & Practices
August 2025	04/08/2025	9/08/2025	04	Importance and Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis); Definition Decision-making: Process and Techniques;			Subba Rao, P., & Venkatram T. K. (2010). Management Theory & Practice
August 2025	04/08/2025	9/08/2025	04	Perfect rationality and bounded rationality. Concept and process			

				of organizing - An overview, Principles of Organizing; Span of management,			
August 2025	11/08/2025	16/08/2025	03	Different types of authority (line, staff and functional), Decentralization, Delegation of authority; Network Organization Structure. Emerging types.		Interactive panels, Power Point Presentations, PDF's, Google classrooms, case studies	Jain, V. (2010). Management Theory & Practice
August 2025	18/08/2025	25/08/2025	05	Unit 3: Staffing and Leading Concept of staffing, staffing process. b. Motivation & Leadership: Concept, Importance, extrinsic and intrinsic motivation; Leadership styles	Case studies, Question and answers, problem solving, ISA, quiz		Prasad, M. (2008). Management Concepts & Practices
September 2025	02/09/2025	06/09/2025	02	Major Motivation theories - Maslow's Need Hierarchy Theory; Herzberg's Two-factor Theory, Vroom's Expectancy Theory			Prasad, M. (2008). Management Concepts & Practices
September 2025	08/09/2025	13/09/2025	04	Communication: Concept, purpose, process; Oral and written communication; Formal and informal communication networks,	Case studies, Question and answers, problem solving, quiz		Jain, V. (2010). Management Theory & Practice
September 2025	15/09/2025	20/09/2025	04	Barriers to communication, Overcoming barriers to communication. Emerging trends in communication.		Interactive panels, Power Point Presentations, PDF's, Google classrooms	Subba Rao, P., & Venkatram T. K. (2010). Management Theory & Practice
September 2025	22/09/2025	27/09/2025	04	Unit 4: Control and Coordination Concept, Process, Limitations, Principles of Effective Control, Emerging issues in Management.	Case studies, Question and answers, problem solving, quiz		Jain, V. (2010). Management Theory & Practice

October 2025	29/09/2025	04/10/2025	03	Major Techniques of control - Effective Control Systems. Coordination Concept, Importance,			Prasad, L. M. (2000). Principles and Practice of Management
October 2025	06/10/2025	11/10/2025	04	Principles and Techniques of Coordination, Concept of Managerial Effectiveness.	Case studies, Question and answers, problem solving, quiz	Interactive panels, Power Point Presentations, PDF's, Google classrooms	Prasad, M. (2008). Management Concepts & Practices
October 2025	13/10/2025	18/10/2025	04	Revision			
	Total Lectures		60				

Component	Max Marks
ISA 1	10
ISA 2	10
ISA 3	10
Practical	
Project	
Semester End Exam	80