

Semester I Lecture Plan

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

Name of Faculty: Ms. Ishwari Kamat

Subject: Principles & Practices of Management

Paper code: COM-111

Program/Course: F.Y.B.Com

Division: A

Academic year: 2025-26

Semester: II

Total Lectures: 45

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.

Expected Course Outcome:

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

Student learning outcome1.

- 1 Analyze the competitive landscape of a company using Porter's Five Forces model.
- 2 Explain the role of delegation and decentralization in improving organizational efficiency.
- 3 Recognize and interpret individual needs through Maslow's Need-Hierarchy theory.
- 4 Apply the principles and techniques of control and coordination for effective management.

Month	Lectures From: To:	No. of lectures allotted	Topic, Subtopic to be covered	Exercise and assignments	ICT Tools	Reference books
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June	23 June - 28 June 2025	2	Introduction to the subject & Syllabus Unit 1: Introduction to Management Management: Concept and Need	Relevance examples	PPT presentation & Smart board	Tripathi, P. C. & Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt. Ltd., New Delhi., Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi.
July	30 June - 5 July 2025	3	Managerial Functions - An overview; Coordination: Essence of Management.	Group Discussion, YouTube case videos, Human Knot Activity	YouTube, Diagrams, PPT presentation & Smart board	Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi., Prasad, L. M. (2000). Principles and Practice of Management (Fifth ed.). Soulтан Chand & Sons.
July	7 July - 12 July 2025	3	Evolution of Management Thought, Classical Approach - Taylor, Fayol, Neo Classical and Human Relations Approaches - Mayo, Hawthorne Experiments,	Class activity, Picture description	PPT, Audio Visual, Smart Board	Tripathi, P. C. & Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt. Ltd., New Delhi.
July	14 July - 19 July 2025	3	Behavioural Approach, Systems Approach, Contingency Approach, MBO, Hammer and Champy- Business Process Re engineering, Porter's Five-forces' Model.	Class activity, Picture description	PPT, Audio Visual, Smart Board	Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
July	21 July - 26 July 2025	3	Unit 3: Staffing and Leading Staffing: Concept of staffing, staffing process.	Assignment on Management,	PPT, Audio Visual, Smart Board	Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.

July–Aug	28 July - 2 August 2025	3	Motivation & Leadership: Concept, Importance, extrinsic and intrinsic motivation;	Class activity, Picture description	PPT, Audio Visual, Smart Board	Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi.
August	4 August - 9 August 2025	3	Major Motivation theories - Maslow's Need Hierarchy Theory; Hertzberg's Two-factor Theory, Vroom's Expectancy Theory.	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
August	11 August - 16 August 2025	3	Leadership: Concept and importance; Leadership styles.	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
August	18 August - 23 August 2025	3	Communication: Concept, purpose, process; Oral and written communication; Formal and informal communication networks,	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Tripathi, P. C. & Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt. Ltd., New Delhi., Prasad, L. M. (2000). Principles and Practice of Management (Fifth ed.). Soultan Chand & Sons.
—	26 August - 1 Sep 2025	0 (Holiday week)	— Ganesh Chaturthi Holidays —	—	—	
September	2 September - 6 September 2025	2	Barriers to communication, Overcoming barriers to communication. Emerging trends in communication.	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi.
September	8 September - 13 September 2025	3	Unit 4: Control and Coordination Concept, Process, Limitations, Principles of Effective Control	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi.
September	15 September - 20 September 2025	3	Major Techniques of control - Effective Control Systems.	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Tripathi, P. C. & Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt.

						Ltd., New Delhi., Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
September	22 September - 27 September 2025	3	Coordination Concept, Importance, Principles and Techniques of Coordination,	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
October	29 September - 4 October 2025	2	Concept of Managerial Effectiveness. Emerging issues in Management.	Group Discussion, YouTube case videos	PPT, Audio Visual, Smart Board	Jain, V. (2010). Management Theory & Practice (First ed.). International Book House, New Delhi.
October	6 October - 11 October 2025	3	Final revision of all units, Model paper solving	Quiz, Assignments, Mock viva	Google Forms, LMS	All references
October	11 October - 18 October 2025	3	Final revision of all units, Model paper solving	Quiz, Assignments, Mock viva	Google Forms, LMS	All references

Assessment Rubrics

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

Ms. Ishwari Kamat
Assistant Professor in Commerce