

Lecture Plan		
Name of the college: Government College of Arts, Science & Commerce, Sanquelim, Goa		
Name of Faculty: Dr. Namdev M. Gawas	Subject: Principles and Practice of Management	
Paper code: COM-111	Program: F.Y.B.Com	Division: A
Academic year: 2026-27	Semester: I	Total Lectures: 60
Course Objectives: To enable the learners to describe the competitive landscape of a company using Porter's five force model. To acquaint the learners with skills to interpret the relevance of delegation and decentralization of authority in an organization. To acquaint the learners to recognize the various needs of an individual using Maslow's Need-Hierarchy Theory. To elucidate the principles and major techniques of control and apply the principles and techniques of coordination		
Expected Course Outcome: - Describe the competitive landscape of a company using Porter's five force model. - Interpret the relevance of delegation and decentralization of authority in an organization. - Recognise the various needs of an individual using Maslow's Need-Hierarchy Theory. - Eucidate the principles and major techniques of control and apply the principles and techniques of coordination.		
Student Learning Outcome: - Describe the competitive landscape of a company using Porter's five force model. - Interpret the relevance of delegation and decentralization of authority in an organization. - Recognise the various needs of an individual using Maslow's Need-Hierarchy Theory. - Eucidate the principles and major techniques of control and apply the principles and techniques of coordination		

Month	Lecture From	Lecture To	No. of lectures allotted	Topic, Subtopic to be covered	Exercise/ Assignment	ICT Tools	Reference books
June- July 2026	19-06-2026 22-06-2026 29-06-2026	20-06-2026 27-06-2026 04-07-2026	08	Unit 1: Introduction to Management Management: Concept and Need, Managerial Functions - An overview; Coordination: Essence of Management. Evolution of Management Thought, Approaches to Management		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
July 2026	06-07-2026 13-07-2026	11-07-2026 18-07-2026	08	MBO, Hammer and Champy- Business Process Re-engineering, Porter's Five-forces' Model		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
July- Aug 2026	20/07/2026 27/07/2026 03/08/2026	25/07/2026 01/08/2026 08/08/2026	10	Unit 2: Planning and Organising Types of Plan; Strategic planning - Concept, process, Importance and limitations; Environmental Analysis and diagnosis (Internal and external environment) - Definition, Importance and Techniques		Power point presentation/ E-Board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
Aug 2026	10/08/2026 17/08/2026 24/08/2026	15/08/2026 22/08/2026 29/08/2026	10	Decision-making: Process and Techniques; Perfect rationality and bounded rationality. Concept and process of organizing -Different types of authority, Decentralization, Delegation of authority; Formal and Informal Structure; Principles of Organizing; Network Organization Structure. Emerging types.		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi

Aug- Sept 2026	31/08/2026 07/09/2026	05/09/2026 12/09/2026	08	Unit 3: Staffing and Leading Staffing: Concept of staffing, staffing process. b. Motivation & Leadership: Concept, Importance, extrinsic intrinsic motivation; Major Motivation theories. Leadership: Concept, Styles		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
Sept 2026	21-09-2026 28-09-2026	26-09-2026 03-10-2026	08	Communication: Concept, purpose, process; Types, Barriers to communication, Overcoming barriers to communication. Emerging trends in communication		Power point presentation/ Blackboard	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
Oct 2026	05-10-2026	10-10-2026	04	Unit 4: Control and Coordination Techniques of control: Concept, Process, Limitations, Principles of Effective Control, Major Effective Control Systems.		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi
Oct 2026	12-10-2026	14-10-2026	02	Coordination: Concept, Need, Principles and Techniques of Coordination, Concept: Managerial Effectiveness. Emerging issues in Management.		Power point presentation/ E-board	J.S Chandan Management-Theory and Practice Vikas Publishing House, Delhi

*** Assessment Rubrics**

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