

Lecture Plan							
Name of the college: Government College of Arts, Science and Commerce, Sanquelim – Goa.							
Name of Faculty: Prashant V Bhonsle				Subject: Principles and Practice of Management			
Paper code: COM-111				Program: FYBCOM		Division: B	
Academic year: 2026 - 2027				Semester: I		Total Lectures: 32	
Course Objectives: 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.							
Student Learning Outcome: The students will be able to recognise the various needs of an individual using Maslow's Need Hierarchy Theory, elucidate the principles and major techniques of control and apply the principles and techniques of coordination.							
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Month	Lecture From	Lecture To	No. of lectures allotted	Topic, Subtopic to be covered	Exercise/ Assignment	ICT Tools	Reference books
JUNE	19 th June	27 th June	02	Unit 3: Staffing and Leading Staffing: Concept of staffing, staffing process.			
	29 th June	30 th June	02	Motivation: Concept,	Monetary and Non-monetary	GreenBoard	Principle & Practice of

				Importance, extrinsic and intrinsic motivation; & Maslow's Need Hierarchy theory	incentives for employees by ACGL Ltd.		Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
JULY	1 st July	4 th July	No lecture				
	6 th July	11 th July	02	Hertzberg's Two-factor Theory, Vroom's Expectancy Theory		Green Board	Principle & Practice of Management by L.M.Prasad. Principles & Practice of Management by N.G. Kale
	13 th July	18 th July	02	Leadership: Concept and importance; Leadership styles.	Assignment on Qualities of a good Leader	SmartBoard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale

	20 th July	25 th July	02	Communication: Concept, purpose, process;		Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
	27 th July	31 st July	02	Oral and written communication; Formal and informal communication networks. 1st ISA - Assignment	Suggest some communicatio n channels commonly used in an organisation in bicholim.	Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
August	1 st August	8 th August	02	Barriers to communication, Overcoming barriers to communication.		Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of

							Management by N.G. Kale
	10 th August	15 th August	02	Emerging trends in communication. REVISION on Unit III		Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
	17 th August	22 rd August	02	Unit 4: Control and Coordination Control: Concept, Process and Limitations		Smartboard	Principle & Practice of Management by L.M.Prasad. Principles & Practice of Management by N.G. Kale
	24 th August	31 st August	03	Principles of Effective Control Major Techniques of Control. 2nd ISA – Written Test	Suggest some control techniques used in companies		Principles & Practice of Management by N.G. Kale
September	1 st September	5 th September	01	Effective Control systems		Smartboard	Principle & Practice of Management by L.M.Prasad.

							General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
	7 th September	12 th September	02	Techniques of Coordination		Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale Principles & Practice of Management by N.G. Kale
	14 th September	19 th September	-	GANESH BREAK			
	21 st September	26 th September	02	Techniques of Coordination		Smartboard	Principle & Practice of Management by L.M.Prasad. Principles & Practice of Management by N.G. Kale
	28 th September	30 th September	02	Concept of Managerial Effectiveness. 3rd ISA		Smartboard	Principle & Practice of Management by L.M.Prasad.

							Principles & Practice of Management by N.G. Kale
October	1 st October	3 rd October	No lecture				
	5 th October	10 th October	02	Emerging issues in Management. REVISION	Assignment on Emerging issues in management	Smartboard	Principle & Practice of Management by L.M.Prasad. General Management by N.G.Kale
	12 th October	14 th October	02	Revision on Unit IV		Smartboard	Principle & Practice of Management by L.M.Prasad. Principles & Practice of Management by N.G. Kale

*** Assessment Rubrics**

Component	Max Marks
ISA 1	10
ISA 2	10
ISA 3	10
Best 2 ISAs to be considered	

Practical	
Project	
Semester End Exam	80