

Lecture Plan		
Name of the College: Government College of Arts, Science and Commerce. Sanquelim - Goa		
Name of Faculty: Ms. Sheetal Malik	Subject: Principles and Practice of Management	
Paper code: COM-111	Program: F.Y.B.Com	Division: -
Academic year: 2026-2027	Semester: I	Total Lectures: 60
Course Objectives: . Objectives of the Course are: 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 this course, the learners will be able to: 1. Describe the competitive landscape of a company using Porter's five force model. 2. Interpret the relevance of delegation and decentralization of authority in an organization. 3. Recognise the various needs of an individual using Maslow's Need Hierarchy Theory. 4. Eucidate the principles and major techniques of control and apply the principles and techniques of coordination.		
Student Learning Outcome: 1. Describe the competitive landscape of a company using Porter's five force model. 2. Interpret the relevance of delegation and decentralization of authority in an organization. 3. Recognise the various needs of an individual using Maslow's Need Hierarchy Theory. 4. 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 2026	19/06/2026	20/06/2026	4	Unit 1: Introduction to Management 15 hours	Assignment, presentation	Powerpoint presentation	1. Tripathi, P. C. & Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt. Ltd., New Delhi.
	22/06/2026	27/06/2026		Management: Concept and Need, Managerial Functions - An overview; Coordination: Essence of Management.			
	29/06/2026	30/06/2026		Evolution of Management Thought, Classical Approach - Taylor, Fayol,			
July 2026	01/07/2026	04/07/2026	16	Neo-Classical and Human Relations Approaches - Mayo, Hawthorne Experiments, Behavioural Approach, Systems Approach, Contingency Approach,	Assignment, presentation	Powerpoint presentation	2. Chandan, J. S. (2004). Management, Theory & Practice (Second ed.). Vikas Publishing House, New Delhi.
	06/07/2026	11/07/2026		MBO, Hammer and Champy- Business Process Re-Engineering,			
	13/07/2026	18/07/2026		Porter's Five forces' Model.			
	20/07/2026	25/07/2026		Unit 2: Planning and Organising 15 hours			
	27/07/2026	31/07/2026		Types of Plan; Strategic planning - Concept, process, Importance and limitations			
				Environmental Analysis and diagnosis (Internal and external environment) - Definition, Importance and			
August 2026	01/08/2026	-	16	Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis)	Assignment, presentation	Powerpoint presentation	3. Prasad, L. M. (2000). Principles and Practice of Management (Fifth ed.). Soutan Chand & Sons.
	03/08/2026	08/08/2026		Decision-making: Process and Techniques; Perfect rationality and bounded rationality.			
	10/08/2026	15/08/2026		Concept and process of organizing - An overview, Span of management,			
	17/08/2026	22/08/2026		Different types of authority (line, staff and functional),			
	24/08/2026	29/08/2026		Decentralization, Delegation of authority; Formal and Informal Structure;			
	31/08/2026	-		Principles of Organizing; Network Organization Structure. Emerging types.			

September 2026	01/09/2026	05/09/2026	16	Unit 3: Staffing and Leading 15 hours Staffing: Concept of staffing, staffing process. Motivation & Leadership: Concept, Importance, extrinsic and intrinsic motivation	Assignment, presentation	Powerpoint presentation	5. Prasad, M. (2008). Management Concepts & Practices. (Fourth ed.). Himalaya Publishing House, Mumbai.
	07/09/2026	12/09/2026		Major Motivation theories - Maslow's Need-Hierarchy Theory; Hertzberg's Two-factor Theory, Vroom's Expectancy Theory.			
	14/09/2026	19/09/2026		Leadership: Concept and importance; Leadership styles.			
	21/09/2026	26/09/2026		Communication: Concept, purpose, process; Oral and written communication; Formal and informal Communication networks,			
	28/09/2026	30/09/2026		Barriers to communication, Overcoming barriers to communication. Emerging trends in communication.			
October 2026	01/10/2026	03/10/2026	08	Unit 4: Control and Coordination 15 hours Concept, Process, Limitations, Principles of Effective Control, Major Techniques of control	Assignment, presentation	Powerpoint presentation	
	05/10/2026	10/10/2026		Effective Control Systems. Coordination Concept, Importance, Principles and Techniques of Coordination,			
	12/10/2026	14/10/2026		Concept of Managerial Effectiveness. Emerging issues in Management.			
TOTAL LECTURES			60				

Assessment Rubrics

Component	Max Marks
ISA 1	10
ISA 2	10
ISA 3	10
Practical	80