

**Sheth NKTT College of Commerce and
Sheth JTT College of Arts, Thane
(Autonomous)**

**Credit Structure: Graduate Programme
As per NEP-2020
(w.e.f. 2024-25)**

FYB.Com (Banking and Insurance)

	Semester I Subjects	Credits		Semester II Subjects	Credits
Major BBE101	1. Environment and Management of Financial Services 2. Financial Accounting - I	4	BBP201	1. Principles and Practices in Baking and Insurance 2. Financial Accounting II	4
BBA102		2	BBA202		2
Minor	-	-	BBM203	1. Basics of Marketing	2
OE BBE103	1. OE1: Business Economics-I	4	BBE204	1. OE1: Business Economics-II	4
BBP104	1. VSC: Principles of Management	2	BBO205	1. VSC: Organizational Behaviour	2
BBQ105	1. SEC: : Quantitative Methods-I	2	BBQ206	2. SEC : Quantitative Methods-II	2
BBC106	1. AEC : Corporate communication-I	2	BBC207	1. AEC : Corporate communication-II	2
BBI107	2. VEC : Information Technology in B and I-I	2	BBI208	2. VEC : Information Technology in B and I-II	2
BBK108	3. IKS : Indian Ethos in Commerce and Management	2			
BBS109 BBL109 BBP109	1. CC: NSS/ Sports/ Cultural/ Yoga	2	BBS209 BBL209 BBP209	1. CC : NSS/ Sports/ Cultural/ Yoga	2
	Total	22			22

**Sheth T. J. Education
Society's Sheth N.K.T.T College
of Commerce and Sheth J.T.T
College of Arts, Thane (W)**

Programme Name: Bachelor of Commerce (Banking and Insurance)	
Semester: I	
Course Category: Major	
Name of the Dept: Banking and Insurance	
Course Title: Environment and Management of Financial Services	
Course Code: BBE101	Course Level: 4.5
Course Credit: 04	Total Marks: 100
<i>Course Objectives: Understand the financial system in India and regulation and trends in banking and insurance industry</i>	
<i>Course Outcomes:</i>	
<i>CO1: Possess a thorough understanding of financial systems, banking, and insurance, and financial services</i>	
<i>CO2: Recognizing the significance and role these institutions of banking and insurance industry in play in mobilizing savings and understanding the core functions and workings of banking and insurance companies</i>	
<i>CO3: Equipped with a comprehensive understanding of the crucial aspects of regulation and risk management in the banking and insurance sectors</i>	
<i>CO4: Gain knowledge with respect to recent trends and developments in banking and insurance industry</i>	
<i>Description: (Including but not limited to)</i> The course introduces students to various concepts of the banking and insurance industry. The course highlights the components of the financial system. It provides an insight into the regulatory system for supervising the banking and insurance industry in India. The course further elaborates the risk assessment and risk management in the financial industry. The topics included in the syllabus also elaborate on the trends and developments in the banking and insurance industry.	Introduction, relevance, Usefulness, Application, interest, connection with other courses, demand in the industry, job prospects etc.

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p><i>Fundamentals of Financial Systems in Banking and Insurance</i></p> <ul style="list-style-type: none"> • Financial System <ul style="list-style-type: none"> • Institutional set- up • Marketing Structure • Instruments • Overview of different kinds of financial services. (e.g Leasing, Hire purchase, factoring, forfeiting, Bill financing/Bill discounting, housing finance, letter of credit, insurance, venture capital, merchant banking, stock broking and credit rating.) • Meaning, Definition and scope of Banking and Insurance. 	15
II	<p>Phases of Development of Banking and Insurance: Significance and Role of Banking and Insurance in mobilizing savings, investment, accumulation and economic growth.</p> <ul style="list-style-type: none"> • Functions and working of banking and insurance companies, Types of Insurance, Insurance concepts: Premium, Claim, Annuity, Surrender, Reserve for Unexpired risk, Reinsurance, Double Insurance. Principles of insurance 	15
III	<p>Regulation and risk management in Banking and Insurance sector: Importance of regulation in the financial sector, Regulatory bodies and their roles, Compliance and governance in financial institutions.</p> <p>Fiscal and Monetary Policy- Meaning Objectives and Components, Quantitative and Qualitative tools of Monetary policy, Recommendations of Narsimham Committee</p> <p>Risk assessment: Types of risk, Risk management strategies</p> <p>Non-performing Asset: Meaning, Types, Provisions of NPA, Calculation of NPA.</p>	15
IV	<p>Trends in Banking and Insurance</p> <p>Trends in banking – Meaning, Benefits to customers, Evolution, Advantages and Disadvantages, Latest technologies and trends</p> <p>Trends in Insurance-Inclusive insurance, Chatbots, digitizing customer experience, mental health insurance</p> <p>Recent Developments in Banking and Insurance industry</p>	15
	Total Hours	60

References –

- Essentials of Business Finance - RH. Srivastava, Himalaya
- Management of Financial Institution - R. .N. Srivastava, Himalaya
- Investment Management - Preeti Singh, Himalaya.
- Corporate Financial Policies and Returns to the Shareholders. N. Balsubramanian

- Modern Banking- R.S. Sayers
- Investment Analysis and Securities in India, V.A. Avadhani, Himalaya
- Life insurance Corporates as Financial Institutions, IIC Associates of America.
- Capital Market in a Planned Economy, NCAERT, Delhi,
- Banking In India. S.G. Panandikar, Worali, Mumbai.
- Indian Financial System (Vol. I & II) B.D. Ghonasgi & Maloti Anagol
- Indian Financial System M.Y. Khan, Tata Mcgrow Hill.
- Financial Institutions in India - Vadilal Dagli, Mumbai.
- Financial Institutions in Indian Markets - L. M. Bhole, Tata Mcgrow Hill
- Financial Services in India - M.Y. Khan, Tata Macgrow Hill.
- Structure of Financial Institutions - V,V. Bhatt, Varadeo
- Financial Analysis and Portfolio Management-Graham Dodd & Cotler, Macgrow Hill.
- Globalisation Indian Financial Markets - Tandon R.K. Gupta S.L.

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Sheth N.K.T.T College of Commerce and
Sheth J.T.T College of Arts, Thane (W)**

Programme Name: Banking and Insurance		Semester: I
Course Category: Major		
Name of the Dept: FY(Banking & Insurance)		
Course Title: Financial Accounting - I		
Course Code: BBA102	Course Level: 4.5	
Type: Theory / Practical		
Course Credit: 2 credits		
Hours Allotted: 30 Hours		
Marks Allotted: 50 Marks		
Course Objectives(CO): (List the course objectives) CO 1. This course will enable the students to combine practical & theoretical knowledge of financial accounting and will provide decision-making skills to the students in the financial analysis context CO 2. The students of this course will be active learners & develop awareness of emerging trends in financial accounting.		
Course Outcomes (OC): (List the course outcomes) OC 1. - To equip the learner with fundamental concepts of Book Keeping & Accountancy and impart the knowledge about basic terminologies, concepts of accounting, classification of expenditure & receipts & applicability of several accounting standards. OC 2. - Learners will be able to understand the worth of unsold inventory while preparing financial statements at the end specific period using periodic & perpetual inventory valuation systems and will be able to understand salient features and vital accounting treatment related to hire purchase accounting.		
Description the course: (Including but not limited to)	Basic knowledge of accounting and practical decision making, assessment of financial transactions and accountability.	

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	1. Introduction to Accounting & Classifications of Income and Expenditure 2. Introduction to Accounting Standards: Meaning and Scope AS 1: Disclosure to Accounting Policies AS 2: Inventory Valuation AS 10: Accounting for Fixed Assets	15

	<p>3. Inventory valuation</p> <ul style="list-style-type: none"> -Meaning, Definition -Applicability -Measurement of Inventory -Explanation with Illustrations -Practical problems on FIFO and Weighted Average Method 	
II	<p>4. Hire Purchase Transactions</p> <ul style="list-style-type: none"> -Meaning -Calculation of Interest -Accounting for Hire Purchase Transactions by Asset Purchase Method Based on Full Cash Price -Journal Entries, Ledger Accounts and Disclosure in Balance Sheet for Hirer and Vendor -(Excluding Default, Repossession and Calculation of Cash Price) <p>5. Final accounts</p> <p>Introduction to Final Accounts of a Manufacturing Concern</p> <p>manufacturing Account, Trading Account, Profit and Loss Account and Balance Sheet</p>	15
	Total Hours	30

References:

1. Introduction to Accountancy -T. S. Grewal-(S.Chand&Co.)
2. Financial Accounting – M Hanif , A Mukherjee
3. Accounting Standards -Institute of Chartered Accountants of India. New Delhi
4. Financial Accounting – Taxmann’s

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Programme Name: B.Com. (Banking & Insurance)		Semester: I
Course Category: Open Elective I (OE)		
Name of the Dept: Banking and Insurance		
Course Title: Business Economics I		
Course Code: BBE103	Course Level: 4.5	
Course Credit: 4	Total Marks: 100	
Course Objectives:		
<p>CO1: To make learners familiar with basic concepts in Business Economics CO2: To make learners aware about concepts of demand and supply CO3: To give an insight into basic tools of production theories to the students. CO4: To gain an understanding of the concepts of cost, Break even and different market structures</p>		
Course Outcomes:		
<p>CO1: Students will understand basic concepts in Business Economics. CO2: Students will understand the concepts of demand and supply. CO3: Students will gain the knowledge of production theories. CO4: Students will be able to explain concepts of cost and Break even and different market structures.</p>		
Description the course: (Including but not limited to)	<p>Studying business economics concepts with analytical skills enables student to understand how businesses operate within various economic frameworks. It helps them to grasp concepts like supply and demand, revenue concepts which are crucial for decision-making in business environments. Additionally, it provides insights into global economic trends and their impact on businesses, preparing students for diverse career paths in finance, consulting, banking, management, and more.</p>	

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>Introduction:</p> <p>Scope and Importance of Business Economics-Objectives of firms- Basic tools- opportunity cost principle- incremental and Marginal concepts. Basic economic relations: equations - Total, Average and Marginal relations - use of Marginal analysis in decision making</p>	15
II	<p>Demand & Supply Analysis: The basics of market demand, market supply and equilibrium price. -shifts in the demand and supply curves and equilibrium.</p> <p>Elasticity of Demand, Price Elasticity, Income Elasticity, Cross Elasticity, Promotional Elasticity- Demand Estimation and Forecasting: Meaning and significance methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression</p>	15
III	<p>Production Analysis:</p> <p>Production Function: Concept and Types; Concept of Total, Average and Marginal Product; Law of Variable Proportion and Returns to Scale, Isoquant and Producer's Equilibrium; Expansion Path; Economies and Diseconomies of Scale and Economies of Scope.</p>	15
IV	<p>Cost Analysis and Market Structure:</p> <p>Cost Concepts, Short Run Cost Curves, Long Run Cost Curves, Break Even Analysis, Conditions of Equilibrium of a Firm – TR-TC approach and MR-MC approach.</p> <p>Perfect Competition and Monopoly: Features and Comparison, Monopolistic Competition - Features, Short Run and Long Run Equilibrium, Oligopoly – Features, Collusive and Non-Collusive, Price Leadership and Cartel.</p>	15

References:

1. N. Gregory Mankiw, (2015), “Principles of Microeconomics” 7th edition- Cengage Learning.

2. Sen Anindya, (2007), “Microeconomics Theory and Applications” Oxford University press, New Delhi.
3. Salvator D, (2003) “Microeconomics Theory and Applications” Oxford University press, New Delhi.
4. M. L. Jhingan, (2006) “Microeconomics Theory”, 5th edition Vrinda Publication (P) Ltd.
5. H. L. Ahuja, (2016) “Advance Economics Theory” S. Chand & Company Ltd.
6. Paul Samuelson and W. Nordhaus, (2009): Economics, 19th Edition McGrawHill Publications.
7. Mankiw M.G (2015), Principles of Micro economics 7th edition - Cengage Learning.

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Programme Name: Bachelor of Commerce (Banking and Insurance)	
Semester: I	
Course Category: Vocational Skills Course (VSC)	
Name of the Dept: Banking and Insurance	
Course Title: Principles of Management	
Course Code: BBP104	Course Level: 4.5
Course Credit: 02	Total Marks: 50
Course Objectives: Understand the principles and functions of management	
Course Outcomes:	
<i>CO1: Possess a comprehensive understanding of the functions of management and contemporary management theories</i>	
<i>CO2: Acquire a profound understanding of organizational principles, including the concepts and structures, departmentation, delegation, coordination and control</i>	
Description: <i>(Including but not limited to)</i> The course introduces students to the functions of management. The course elaborates on the importance and process planning and decision-making, organization structures, factors affecting the span of control. The concept of leadership, coordination and controlling is highlighted in the syllabus,	Introduction, relevance, Usefulness, Application, interest, connection with other courses, demand in the industry, job prospects etc.

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>Introduction to Functions of Management</p> <p>Definition of Management</p> <ul style="list-style-type: none"> • Management as Art, Science and Profession • Traditional Vs Contemporary Management (Henry Fayol, F.W. Taylor, Peter Drucker) (C.K.Pralhad, Mr. Vijay Govindarajan) <p>Planning: Meaning, Importance, Elements, Process, Limitations and MBO.</p> <p>Decision Making: Meaning, Importance, Process, Techniques of Decision-Making</p>	15
II	<ul style="list-style-type: none"> • Organizing: Concepts, Structure (Formal & Informal, Line & Staff and Matrix), Meaning, Advantages and Limitations • Departmentation: Meaning, Basis and Significance • Span of Control: Meaning, Factors affecting span of Control, Centralization vs Decentralization • Delegation: Authority & Responsibility relationship • Directing: Meaning and Process • Leadership: Meaning, Styles and Qualities of Good Leader • Co-ordination as an Essence of Management • Controlling: Meaning, Process and Techniques • Recent Trends: Green Management & CSR 	15
	Total Hours	30

References –

- Principles of Management , Ramasamy , Himalya Publication , Mumbai
- Principles of Management , Tripathi Reddy , Tata Mc Grew Hill
- Management Text & Cases , VSP Rao , Excel Books, Delhi
- Management Concepts and OB , P S Rao & N V Shah , AjabPustakalaya
- Essentials of Management , Koontz II & W , Mc. Grew Hill , New York
- Principles of Management-Text and Cases –Dr..M.SakthivelMurugan, New Age Publications

**Sheth T. J. Education Society's
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Programme Name: Bachelor in Banking and Insurance		Semester: I
Course Category/Vertical: Skill Enhancement Course (SEC)		
Name of the Dept: FY (Banking and Insurance)		
Course Title: Quantitative Methods – I		
Course Code: BBQ105	Course Level: 4.5	
Type: Theory / Practical		
Course Credit: 2 credits (1 credit = 15 Hours for Theory or 30 Hours of Practical work in a semester)		
Hours Allotted: 30 Hours		
Marks Allotted: 50 Marks		
Course Objectives(CO): (List the course objectives)		
CO 1. This course will enable the students to combine practical & theoretical knowledge of Statistic & Mathematics		
CO 2. It will provide fundamental basic knowledge of statistical techniques as applicable to business.		
Course Outcomes (OC): (List the course outcomes)		
OC 2. Organize data using frequency distributions, graphically using histograms,frequency polygons. Calculate central tendencies like mean, median and mode and recognise the applicability of these in relevant section of banking.		
OC 3. Apply various measures of dispersion. Understand covariance, correlation and regression. Understand basics of Insurance, Calculation of age, Premiums, Bonuses, Maturity Value of the Policy. Claim Calculation and Surrender Value.		
Description the course: (Including but not limited to)	It provides basic knowledge of statistical techniques as applicable to Banking and Insurance sector. Course provides statistical literacy, Essentials for conducting research effectively, proficiency in course can enhance career prospects in numerous fields. Provides a foundation for lifelong learning in fields where data analysis and statistical reasoning are continuously evolving.	

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>INTRODUCTION, ORGANISING, DATA, FREQUENCY DISTRIBUTION, DATA REPRESENTATION Organizing Data, Frequency Distribution, Measure of Central tendency, Org Data, preparation of frequency distribution graphical and diagrammatic representation histogram, frequency polygon.</p> <p>MEASURES OF CENTRAL TENDENCIES Definition of Averages and objective of Averages Types of Averages. Arithmetic mean, Geometric Mean, Harmonic Mean and its advantages, Disadvantages and usages, mode, median, quartiles, deciles and percentiles for both grouped as well as ungrouped data.</p> <p>MEASURES OF DISPERSION Concept and idea of dispersion. Various measures Range, quartile deviation, Mean Deviation, Standard Deviation and corresponding relative measure of dispersion. Geographical representation and utility of various is measure of Dispersions.</p>	15
II	<p>CO-VARIANCE, CORRELATION AND REGRESSION Meaning, definition and Application of covariance, concept of correlation. Rank correlation, regression concept, relationship with correlation, Method of Least squares.</p> <p>INSURANCE Meaning, Objective, Purpose and need for Insurance. Fundamentals of Insurance Calculation of age, Premiums, Bonuses, Paid up value of a policy, Maturity Value of the Policy. Claim Calculation and Surrender Value</p>	15
	TOTAL HOURS	60

References:

- Mathematics for Economics & Finance by Martin Anthony & Norman Biggs.
- Fundamentals of Statistics - D. N. Elhance,
- Statistical Methods - S.G. Gupta (S. Chand & Co.)
- Statistics for Management - Lovin R. Rubin D.S, (Prentice Hall of India)
- Statistics - Theory, Method & Applications D.S. Sancheti & V. K. Kapoor.
- Modern Business Statistics - (Revised) - B. Pearles & C. Sullivan - Prentice Hall of India.
- Business Mathematics & Statistics : B Aggarwal, AneBook Pvt. Limited
- Business Mathematics : D C Sancheti & V K Kapoor, Sultan Chand & Sons
- Business Mathematics: A P Verma, Asian Books Pvt.: Limited.
- IRDA: IC.33
Fundamentals of Applied Statistics: S G Gupta and V K Kapoor, Sultan Chand & Co

**Sheth T. J. Education Society's
Sheth N.K.T.T College of Commerce and
Sheth J.T.T College of Arts, Thane (W)**

Programme Name: F.Y.B.Com. (Banking & Insurance)		Semester:I
Course Category: Ability Enhancement Course (AEC)		
Name of the Dept : Banking and Insurance		
Course Title: Corporate Communication– I		
Course Code: BBC106	Course Level: 4.5	
Course Credit: 2	Total Marks: 50	
Course Objectives: After successful completion of the course the learner should be able to enhance his Speaking, Listening and Writing and Reading Skills To meet the challenges of the world.		
Course Outcomes: 1. To enhance their language proficiency by providing adequate exposure in Reading, Writing and Listening Skills. 2. To enable the students to develop soft skills such as public speaking and conversational skills.		
Description the course: (Including but not limited to)		Communication today is very important both in the business world and in private life. Successful communication helps us to overcome diversities, build trust and respect, and share creative ideas and solve the problems. There are several benefits that effective workplace communication provides an organization. These benefits include: reduce conflict, improve client relations, improve productivity, healthy workplace culture, strengthen team building, increase innovation etc.

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>Basic Language Skills: Grammar a) Articles, prepositions, conjunctions b) Transformation of Sentences (Simple, Compound, Complex) c) Tenses d) Subject-Verb agreement e) Direct and Indirect Speech</p> <p>Formal and Informal Communication in Spoken English: Difference between Formal and Informal Communication.</p> <p>Reading Skills: Types of reading – skimming and scanning, Reading – examples Newspaper/ Magazine article, documentary, advertising copy, Press release in English, Hindi or Marathi.</p> <p>Listening Skills: Listening Process, Classification of Listening, Purpose of Listening, Common Barriers to the Listening Process, Measures to Improve Listening, Listening as an important Skill in Work Place.</p> <p>Paragraph Writing: Developing an idea, using appropriate linking devices, Cohesion and Coherence etc.</p>	15
II	<p>Public Speaking in English: Techniques to master Public Speaking Skills, Drafting and Presenting a speech in Formal and Informal Gatherings.</p> <p>Conversation Skills: Opening a Conversation, Introducing oneself, introducing others formally and informally, Building a conversation, Closing a Conversation, Group Conversations</p> <p>Speaking at an Event: compering an event, Introducing guests, Proposing a vote of thanks.</p> <p>Business Correspondence: Job Applications with Resume, Right to Information Letters, Letter of Acceptance of Job Offer, Letter of resignation.</p> <p>Summary Writing: Identification of main and supporting/ sub points, Presenting these in a cohesive manner.</p>	15
	Total Hours	30

References:

1. Handbook of practical communication by Chrissie Wright .
2. Communication skills by Leena Sen.
3. English Grammer and Composition by Rajendra Pal
4. English Conversation Practice by Grant Taylor
5. Effective English Communication by Mohan Krishna
6. Better application for better jobs by M. R. Sethi.

**Sheth T. J. Education Society's
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Programme Name: F.Y.B.Com. (Banking & Insurance)		Semester: I
Course Category: Value Education Course (VEC)		
Name of the Dept: B.Com. (Banking & Insurance)		
Course Title: Information Technology in Banking & Insurance - I		
Course Code: BBI107	Course Level: 4.5	
Course Credit: 02	Total Marks: 50	
Course Objectives:		
<p>CO 1.To acquaint how technology and business work together & the basics of payments done using technology.</p> <p>CO 2.To Illustrate use computer practically & to help the students Acquaint the security to be taken care of when technology is in hand.</p>		
Course Outcomes:		
<p>OC 1: The modules help students to get familiar with the concept of Electronic Commerce its Architectural Framework, Media convergence, Applications, Market forces influencing the I-way with its Components and the Technology behind the web, Security and the Web.</p> <p>OC 2: They are also taught evolution of e-banking in India with Legal framework for e-banking, Electronic Payment System its types (Digital Token-based EPS, Smart Card EPS, Credit Card EPS.).</p>		
Description the course:		Introduction, relevance, Usefulness, Application, interest, connection with other courses, demand in the industry, job prospects etc.
<p>This course is developed for the students in order to gain the knowledge regarding the I.T Concepts and factors which leads them to be a computer oriented person in their career.</p>		

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>Introduction to Electronic Commerce , E-Banking & E-Payment:</p> <p>Chp:1- Electronic Commerce: E-Commerce Framework, E-Commerce and media convergence, anatomy of E-Commerce Applications, E-Commerce Consumer and Organization Applications, Architectural framework of E-Commerce, WWW and its architecture, hypertext publishing, Technology behind the web, Security and the Web.</p>	15

	<p>Chp:2- E-Banking: Meaning, definition, features, advantages and limitations- core banking, the evolution of e-banking in India, Legal framework for e-banking.</p> <p>Chp:3- E-Payment: Definition of E-payment, Types of Electronic Payment Systems, Digital Token-based EPS, Smart Card EPS, Credit Card EPS, Risk in EPS, Designing a EPS</p>	
II	<p>MS-Office: Packages for Institutional Automation & its Applications:</p> <p>Chp:4- MS-Word: Usage of smart art tools, bookmark, cross-reference, hyperlink, mail merge utility and converting word as PDF files.</p> <p>Chp:5 MS-PowerPoint presentation: Internal links between slides, hyperlinks, embedding multimedia content onto the slides (video/audio/stylish text), slide animation, timer, creating new presentation by existing theme, import online themes, creating a template of presentation, save and run the slide show.</p> <p>Chp:6- Application in Banking and Insurance Sector – Calculation of Interest, Calculation of Instalment, Calculation of Cash Flow, Calculation of Premium, Calculation of risk coverage in Insurance and Reporting.</p>	15
	Total Hours	30

References:

- Frontiers of E-Commerce- by Ravi Kalakota, Andrew B. Whinston- Pearson Education.
- E-Commerce by David Whitely.
- Computers and Banking- by Sony and Agarwal.
- Microsoft Office Professional2013-Step by step.

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Programme Name: B.B.I.		Semester:I	
Course Category/Vertical: Indian Knowledge System (IKS)			
Name of the Dept: B.Com (Banking and Insurance)			
Course Title: Indian Ethos in Management			
Course Code: BBK108		Course Level:4.5	
Type: Theory			
Course Credit: 2 credits (1 credit = 15 Hours for Theory or 30 Hours of Practical work in a semester)			
Hours Allotted: 30 Hours			
Marks Allotted: 50 Marks			
Course Objectives(CO): (List the course objectives) CO 3. To understand the concept of Indian Ethos in Management CO 4. To link the Traditional Management System to Modern Management System CO 5. To understand the Evolution of Learning Systems in India			
Course Outcomes (OC): (List the course outcomes) OC 4. The students learn to inculcate the Indian values in Modern business world OC 5. The students will acquire the knowledge about change in Indian learning system			
Description the course: (Including but not limited to)		Introduction, relevance, Usefulness, Application, interest, connection with other courses, demand in the industry, job prospects etc. Introduction to Indian ethos, Traditional Management System to Modern Management System , Ethics and values in Business, Indian Approaches to Leadership , Motivation and learning, Seven spiritual law of karma	

Syllabus: NEP 2020 w.e.f 2024-25

Unit No.	Content	Hours
I	<p>Indian Ethos – An Overview</p> <ul style="list-style-type: none"> • Indian Ethos Meaning, Features, Need, History, Relevance, Principles Practiced by Indian Companies, Requisites, Elements, Role of Indian Ethos in Managerial Practices • Management Lessons from Scriptures: Management Lessons from Vedas, Management Lessons from Mahabharata, Management Lessons from Bible, Management Lessons from Quran, Management Lessons from Kautilya’s Arthashastra Indian Heritage in Business, Management, Production and Consumption. Ethics v/s Ethos Indian Management v/s Western Management <p>Work Ethos and Values</p> <p>Work Ethos:</p> <ul style="list-style-type: none"> • Meaning, Levels, Dimensions, Steps, Factors responsible for Poor Work Ethos <p>Values:</p> <ul style="list-style-type: none"> • Meaning, Features, Values for Indian Managers, Relevance of Value Based Management in Global Change, Impact of Values on Stakeholders: Employees, Customers, Government, Competitors and Society. • Values for Managers, TransCultural Human Values in Management and Management Education, Secular v/s Spiritual Values in Management, Importance of Value System in Work Culture 	15
II	<p>Indian approaches in Leadership , Motivation and learning Leadership</p> <ul style="list-style-type: none"> • Meaning, Contemporary Approaches to Leadership, Joint Hindu Family Business – Leadership Qualities of Karta <p>Motivation</p> <ul style="list-style-type: none"> • Meaning, Indian Approach to Motivation, Techniques <p>Indian Systems of Learning</p> <p>Learning: Meaning, Mechanisms</p> <ul style="list-style-type: none"> • Gurukul System of Learning: Meaning, Features, Advantages, Disadvantages • Modern System of Learning: Meanings, Features, Advantages, Disadvantages, Distinguish between Gurukul and modern learning. <p>b) Karma:</p> <ul style="list-style-type: none"> • Meaning, Importance of Karma to Managers, Nishkama Karma 	15

	<ul style="list-style-type: none"> •Seven spiritual law of karma. • Corporate Karma: Meaning, Methodology, Guidelines for good Corporate Karma <p>c) Self-Management: Personal growth</p> <ul style="list-style-type: none"> • Personality Development: Meaning, Determinants 	
	Total Hours	30

References:

R Nandagopal, Ajith Sankar RN: Indian Ethics and Values in Management, Tata Mc Graw Hill

- Bhatta, S.K., Business Ethics & Managerial Values.
- Dave, Nalini V: Vedanta and Mana
- Chakraborty, S.K.: Foundation of Managerial Work-Contributions from Indian Thought, Himalaya Publication House, Delhi 1998
- Chakraborty, S.K.: Managerial Effectiveness and Quality of Work life – Indian Insights, Tata McGraw Hill Publishing Company, New Delhi – 1987
- Biswanath Ghosh, Ethics In Management and Indian Ethos, Vikas Publishing House, 2009
- Joseph Des Jardins, An Introduction to Business Ethics , Tata Mc Graw Hill, 2009
- S K Chakraborty, Management by Values, Oxford University Press, New Delhi, 200

Scheme of Examination

Scheme of Examination

Course with Credit	External Examination	Internal Examination	Total
Credit 4	60 marks	40 marks	100 marks
Credit 2	30 marks	20 marks	50 marks

Internal Examination Structure

Internal examination	40 marks	20 marks
Project Presentation/Case Study /Quiz/GroupDiscussion	10 marks	5 marks
Assignment/Active class Participation/Attendance	10 marks	5 marks
Class test	20 marks	10 marks
Total	40 marks	20 marks

Structure for Class Test

For 20 marks	
Q1. Objective (all compulsory) (Fill in the blanks / True or False / Match the Following)	5 Marks
Q2. Answer in one or two sentences (all compulsory)	5 marks
Q3. Answer the following questions (any two out of 3)	10 marks (5 marks each)
For 10 marks	
Q1. Answer the following questions (any two out of 3)	10 marks

External Examination

Q. No.	External	Marks: 60
Q .1 (From Module 1)	Answer the following questions A B OR C D	15 Marks
Q. 2 (From Module 2)	Answer the following questions A B OR C D	15 Marks
Q. 3 (From Module 3)	Answer the following questions A B OR C D	15 Marks
Q. 4 (From Module 4)	Answer the following questions A B Or C D	15 Marks

Question of 15 marks can be further sub-divided into questions of 5/5/5, 8/7 or 10/5

Q. No.	External	Marks: 30
Q .1 (From Module 1)	Answer the following questions A B OR C D	15 Marks
Q. 2 (From Module 2)	Answer the following questions A B OR C D	15 Marks

Question of 15 marks can be further sub-divided into questions of 5/5/5, 8/7 or 10/5

Members of Department B.Com (Banking & Insurance)

Names of the members	Designation	Signature
Dr. Kinjal Gosai	In-charge B.Com (Banking and Insurance)	
Dr. Yogeshwari Patil	SFC Coordinator	
Ms. Shilpa Shelar	Member	
Ms. Namrata Sawant	Member	
Ms. Siddhi Phatak	Member	
Ms. Darshana Sawant	Member	
Dr. Mugdha Bhadkamkar	Member	