



CRITERIAN-1- CURRICULAR ASPECTS

1.1 Curricular Planning and Implementation

1.1.1 The Institutional ensures effective planning and delivery through a well-planned and documented process including Academic calendar and conduct of continues internal assessment

Supporting Document

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1.	Vision
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Principal
Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.

DNYANSAGAR ARTS & COMMERCE COLLEGE

I Affiliated to Savitribai Phule Pune University I

(AISHE Code: C- 41459)



DACC

VISION

HOLISTIC Development Through Quality Education

ARTS AND COMMERCE
COLLEGE



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DNYANSAGAR ARTS & COMMERCE COLLEGE

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Mission

- To offer accessible, high – quality education that fosters holistic individual development
- To foster intellectual, emotional and social growth through innovative teaching
- To fostering critical thinking, creativity and ethical values in all students
- To quip students with skill to thrive and impact society positively
- To develop well-rounded, empowered citizens who lead with purpose and integrity



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Programme Approval letter



S. J. K.
Principal
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Balewadi, Pune-411043.



सावित्रीबाई फुले पुणे विद्यापीठ

(पूर्वीचे पुणे विद्यापीठ)

Savitribai Phule Pune University (Formerly Pune University)



सावित्रीबाई फुले पुणे विद्यापीठ
[७५ वीं वार्षिक उत्सव]

Ganeshkhind, Pune - 411007

दूरध्वनी क्रमांक : ०२०-२५६२११८८/८९

Telephone: 020-25621188/89

ईमेल/Email : affiliation@pun.unipune.ac.in

शैक्षणिक विभाग (संलग्नता कक्ष)

Academic Section (Affiliation Unit)

वेबसाइट/Website: www.unipune.ac.in

Ref. No.: CA/ 2205

Date: 08/10/2024

TO WHOMSOEVER IT MAY CONCERN

This is to certify that, **Shri Khanderao Pratishtan's Dnyansagar Arts and Commerce College, Balewadi, Pune-411045** is affiliated to the Savitribai Phule Pune University (Formerly University of Pune), Ganeshkhind, Pune - 411 007, Maharashtra State since 2008 and its **Unipune ID No. is CAAP013650**. The following programmes are taught in the said college as per approval:

Sr. No.	Programme (s)	Intake Capacity	Duration Of Programme (s)	Affiliation (Permanent/ Temporary)	Validity Period
1.	B.Com.	120	03 Years	Temporary	Till 2020-21
2.	B.B.A.	60	03 Years	Temporary	Till 2020-21
3.	B.B.A. (Computer Application)	60	03 Years	Temporary	Till 2020-21
4.	B.C.A.	120	04 Years	Temporary	First Affiliation From A.Y. 2024-25

This is to inform you that, the continuation of the affiliation (Temporary) of the said programmes for the Academic Year 2021-22, 2022-2023, 2023-2024 & 2024-2025 is under process.

This certificate is issued as per the application received from the Principal of the college, vide ref. No. SKP/DACC/466 dated 19/09/2024 to submit the same to the National Assessment and Accreditation Council, Bangalore.

Pune

Date : 03/10/2024



(Prof. (Dr.) Jyoti Bhakare)
Officiating Registrar

Principal

Dnyansagar Arts and Commerce C
Balewadi, Pune-411045.

दूरध्वनी क्रमांक :
०२०-२५६२११८८
२५६२११५६
२५६२११५७
२५६२११६१

सावित्रीबाई फुले पुणे विद्यापीठ
(पूर्वीचे पुणे विद्यापीठ)



शैक्षणिक विभाग
गणेशखिंड, पुणे-४११००७.

टेलिग्राफ : 'युनिपुणे'
फॅक्स : ०२०-२५६९१२३३
वेबसाइट : www.unipune.ac.in
इ-मेल : affiliation@pun.unipune.ac.in



200100158

संदर्भ क्र.:CA/१८१०

दि.:२६/१०/२०२१

प्रति,
मा. संचालक,
श्री खंडेराय प्रतिष्ठान ज्ञानसागर आर्ट्स अण्ड कॉमर्स कॉलेज
पत्ता: सर्वे नं ४/३, ४/२ बालेवाडी ता.: पुणे (महानगर पालिका
हद्द) जि: पुणे पिनकोड: 411045
[CAAP013650]

**विषय:- शैक्षणिक वर्ष २०१९-२०२०, २०२०-२०२१, या वर्षाकरिता संलग्नकरणाचे नूतनीकरण /
नैसर्गिकवाढीबाबत**

महोदय,

वरील विषयासंदर्भात विद्यापीठ अधिकार मंडळाने घेतलेल्या निर्णयानुसार आपणास कळविण्यात येते की, आपल्या परीसंस्थेस शैक्षणिक वर्ष २०१९-२०२०, २०२०-२०२१, करिता खालील रकान्यात नमूद केलेल्या अभ्यासक्रमांच्या संलग्नकरणाच्या नूतनीकरणास / नैसर्गिकवाढीस महाराष्ट्र सार्वजनिक विद्यापीठ अधिनियम, २०१६ तसेच विद्यापीठ अनुदान आयोग/संबंधित शिखर संस्था/परिषद/नियामक मंडळ, केंद्र शासन, महाराष्ट्र शासन आणि प्रस्तुत विद्यापीठ यांचेकडून वेळोवेळी विहित करण्यात आलेल्या आणि येणाऱ्या नियम/आदेश/मार्गदर्शक तत्त्वे/ परिनियम/अध्यादेश इत्यादींमधील तरतुदीनुसार त्याचप्रमाणे संबंधित स्वयं मूल्यमापन अहवालातील पुढील अटी व शर्तीची पूर्तता (लागू असल्यास) सदर पत्र निर्गमित झालेल्या दिवसापासून १५ दिवसांच्या आत पूर्ण करण्याच्या अटीवर परवानगी देण्यात येत आहे.

अनु.क्र.	अभ्यासक्रमाचा तपशील	विद्यार्थी संख्या	प्रथमपाळी/द्वितीय पाळी (लागू असल्यास)	संलग्नकरणाचा प्रकार
1	बी.कॉम.	120	अड्वान्स अकाउंटिंग वर्ष तिसरे- Div No.1 आ ँडी टिंग अँड टॅक्सेशन वर्ष तिसरे- Div No.1 इंडियन अँड ग्लोबल इकॉनॉमीक डेवेलपमेंट वर्ष तिसरे- Div No.1 एलिमेंट्स ऑफ कंपनी लॉ वर्ष द्वितीय व तृतीय- Div No.1 कंप्यूटर कॉन्सेप्ट्स आंड प्रोग्रामिंग वर्ष पहिले, तिसरे, - Div No.1 कारपोरेट अकाउंटिंग वर्ष दुसरे- Div No.1 कॉस्ट अँड वर्क्स अकाउंटिंग वर्ष द्वितीय व तृतीय- Div No.1 फंक्शनल इंग्रजी वर्ष पहिले- Div No.1 फायनान्शिअल अकाउंटिंग वर्ष पहिले- Div No.1 वॉकिंग अँड फाइनान्स वर्ष पहिले ते तिसरे- Div No.1 बिजनेस ईकॉनॉमिक्स वर्ष प्रथम व द्वितीय- Div No.1 बिजनेस कम्यूनिकेशन वर्ष दुसरे- Div No.1 बिजनेस मॅनेजमेंट वर्ष दुसरे- Div No.1 बीझनेस रेग. फ्रेम वर्ष तिसरे- Div No.1 मॅथेमॅटिक्स अँड स्टॅटिस्टिक्स वर्ष पहिले- Div No.1 मराठी (वाणिज्य) वर्ष पहिले- Div No.1 मार्केटिंग अँड सालेसमेनशिप वर्ष पहिले- Div No.1 मार्केटिंग मॅनेजमेंट वर्ष द्वितीय व तृतीय- Div No.1 मार्केटिंग वर्ष पहिले- Div No.1,	नूतनीकरण



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DACC

Academic Flow Chart

DNYANSAGAR ARTS AND COMMERCE COLLEGE



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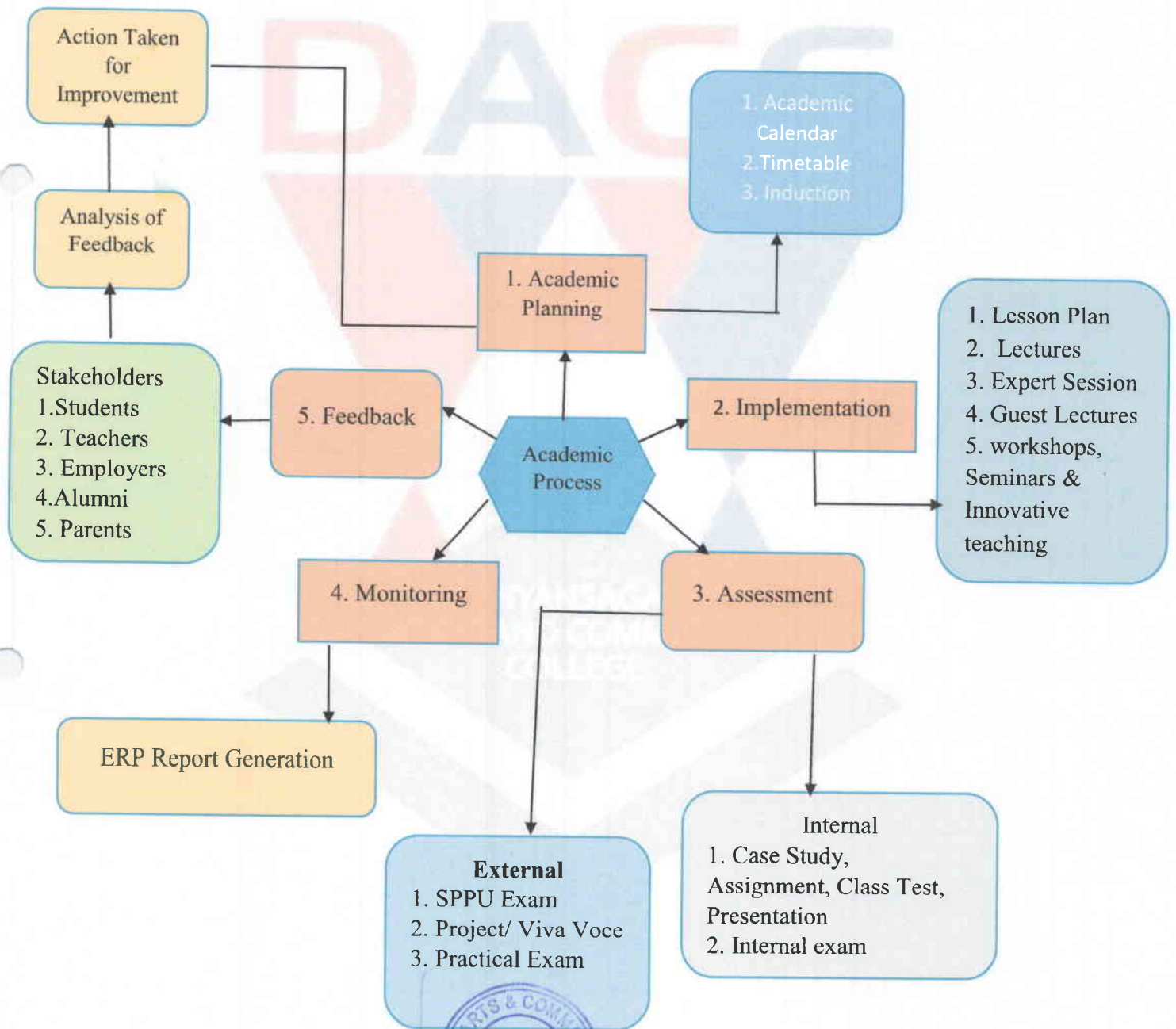
DNYANSAGAR ARTS & COMMERCE COLLEGE

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Academic Cycle Flow Chart of DACC



S. J. K.

Principal

DNYANSAGAR ARTS & COMMERCE COLLEGE

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DACC

SPPU Academic Calendar



S Jadhav



Savitribai Phule Pune University



Circular No. 93 of 2023

Dates of Commencement and Conclusion of the Academic Year 2023-24 for Affiliated Colleges and Institutes.

It is hereby informed that, the dates of commencement and conclusion of the First and Second term of Courses, under the faculty of **Commerce & Management**, for the academic year 2023-24 shall be as under:

Term - I

Sr. No.	Course, Programme, Year	Commencement	Conclusion	Tentative Commencement Exam	Vacation	
					From	To
1	Commerce	20/06/2023	31/10/2023	01/11/2023	01/11/2023	21/11/2023
2	MBA II	22/07/2023	11/11/2023	16/11/2023	20/11/2023	10/12/2023
3	MCA II	22/07/2023	11/11/2023	16/11/2023	20/11/2023	10/12/2023
4	BHMCT II III IV	22/07/2023	11/11/2023	28/11/2023	20/11/2023	10/12/2023

Term - II

Sr. No.	Course, Programme, Year	Commencement	Conclusion	Tentative Commencement Exam	Vacation	
					From	To
1	Commerce	22/11/2023	30/04/2024	02/05/2024	02/05/2024	15/06/2024
2	MBA II	18/12/2023	30/04/2024	02/05/2024	03/05/2024	16/06/2024
3	MCA II	18/12/2023	30/04/2024	02/05/2024	03/05/2024	16/06/2024
4	BHMCT II III IV	18/12/2023	30/04/2024	02/05/2024	03/05/2024	16/06/2024


NOTE :

1. The dates of commencement and conclusion of the all those courses whose admission is made under Common Entrance Test (CET) conducted by Government of Maharashtra / Savitribai Phule Pune University will be declared separately.
2. In case, the Head of the college requires to give additional holidays in exceptional circumstances, he/she may do so by compensating the same by keeping the college working on holidays.

Ref. No. PGS/ 2455
Date: 30/05/2023




Deputy Registrar
(P.G.Admission)


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Academic Calendar for DACC



A handwritten signature in blue ink.

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Programme Outcome's

DNYANSAGAR
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PROGRAM OUTCOME AND PROGRAM SPECIFIC OUTCOME OF

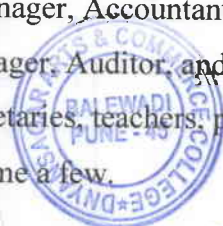
B.Com

PROGRAM OUTCOME

PO1	Students can get skills in a variety of areas after graduation, such as marketing manager, sales manager, and overall company administration abilities.
PO2	After completing this course, students' capacity to make judgments on a personal and professional level will improve.
PO3	Students can have a comprehensive understanding of finance and commerce
PO4	Knowledge of several specializations in accounting, costing, banking, and finance, as well as practical experience, helps students to stand out in organizations.

PROGRAM SPECIFIC OUTCOME

PSO1	By the end of the B.com degree programme, students will have acquired the necessary knowledge, abilities, and attitudes.
PSO2	Students will demonstrate their abilities in a variety of professional tests such as the C.A., C.S., CMA, MPSC, and UPSC. As well as other forms of coercion.
PSO3	Students will gain thorough systematic and subject skills within various disciplines of finance, auditing and taxation, accounting, management, communication, and computer in day-to-day business activities.
PSO4	They can become a Manager, Accountant, Management Accountant, Cost Accountant, Bank Manager, Auditor, and so on, depending on how well they prepare. Company secretaries, teachers, professors, stockbrokers, and government jobs, to name a few.



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PSO5	Students will gain advanced accounting job skills, including how to apply quantitative and qualitative information to their future corporate professions.
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PROGRAM OUTCOME AND PROGRAM SPECIFIC OUTCOME OF

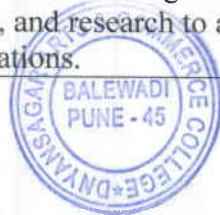
BBA

PROGRAM OUTCOME

PO1	To develop comprehensive professional skills those are required for a business administration graduate and to develop language abilities of students to inculcate writing skills and Business correspondence
PO2	To apply the knowledge of accounting fundamentals, and financial management to the solution of complex accounting & management problems
PO3	To develop Self-employment of young entrepreneurs and to create corporate professionals
PO4	To have successful career in all Economics, accounting, finance and to pursue higher education and research
PO5	Problem solving through the application of appropriate theories, principles and data

PROGRAM SPECIFIC OUTCOME:

PSO1	Recognize the need to adapt business practices to the opportunities and challenges of an evolving global environment.
PSO2	Demonstrate ability to recognize and identify ethical conflicts, apply ethical reasoning and assess response options relative to the needs and interests of relevant stakeholders to address issues in a business context.
PSO3	Identify, evaluate, analyze, interpret and apply information to address problems and make reasoned decisions in a business context.
PSO4	Communicate in a business context in a clear, concise, coherent and professional manner.
PSO5	Demonstrate the understanding and ability to apply professional standards, theory, and research to address business problems within specific concentrations.



Signature

Principal

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PROGRAM OUTCOME AND PROGRAM SPECIFIC OUTCOME OF

BBA (CA)

PROGRAM OUTCOME:

PO1	To Develop industry-ready human resources.
PO2	To bring the spirit of entrepreneurship
PO3	To impart practical skills among students.
PO4	To Acquire practical skills and hands-on experience on emerging technologies like Java, Web designing, Android, Python, IOT, PHP and Data Science.
PO5	Acquiring knowledge in basic management skills and business applications

PROGRAM SPECIFIC OUTCOME:

PSO1	Ability to correlate theory and practical knowledge in applications.
PSO2	Become employable in various public and private sectors.
PSO3	Blend analytical, logical, and managerial skills with technical aspects to resolve real-world issues.



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Syllabus Structure

DNYANSAGAR
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SAVITRIBAI PHULE PUNE UNIVERSITY
REVISED BBA PROGRAMME STRUCTURE CBCS 2019 PATTERN
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
THREE YEAR FULL TIME COURSE

BBA I YEAR CURRICULUM APPLICABLE W.E.F. AY 2019-20
BBA II YEAR CURRICULUM APPLICABLE W.E.F. AY 2020-21
BBA III YEAR CURRICULUM APPLICABLE W.E.F. AY 2021-22

BBA PROGRAMME CONTENT

1. PREAMBLE
2. Objectives Of The Programme
3. Introduction To The Programme
4. Eligibility
5. Duration Of The Programme
6. Highlights Of The New Curriculum
7. Choice Based Credit System (CBCS)
8. Additional Credits
9. Guidelines For Successful Implementation Of CBCS
10. Teaching Instructions
11. Equivalence, Transitory Provision, Transcript And Standard Of Passing
12. Details On Course Content
13. List Of The Courses
14. Annexure (I) Course Content
15. Annexure(II) Contents Of Skill-Based Courses
16. Acknowledement



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SAVITRIBAI PHULE PUNE UNIVERSITY

FACULTY OF COMMERCE AND MANAGEMENT

**Structure for Three Years Bachelor of Business Administration- BBA Degree Programme
(Choice Based Credit System - CBCS) with effect from June 2019.**

1. Preamble:

The programme structure of BBA is designed to create detailed understanding and awareness of various business systems. This course will cultivate desired business acumen amongst the students. This programme is designed with specific objectives of developing various skills, aptitude and awareness amongst the students in tune with the prevailing business systems that govern different types of business organizations. The course structure is divided into three parts that are interlinked in a systematic manner. This is to maintain consistency and a continuous flow in the teaching-learning process and method of evaluation for each topic.

The present programme will enable the students to foster entrepreneurial attitude, ability to think independently and take rational decisions at various levels of management. It aims to develop a professional and managerial acumen and leadership qualities amongst the youth. Moreover, it incorporates various skills like time management skills, presentation skills, geo-political awareness and business awareness that are required for managerial effectiveness. This programme predominantly endeavours for holistic development of students by providing training in soft skills, computer skills, various Add on Courses and interdisciplinary subjects which are included under the Choice Based Credit System (CBCS).

2. Programme Objectives:

BBA is a professional programme aimed at inculcating managerial and entrepreneurial attitude and skills amongst the learners. This programme is designed to provide basic understanding about Management Education and prepare the students to avail the opportunities available in the Management Profession. It also helps them to become successful business leaders by creating self-employment opportunities. It is basically a development programme for enhancing leadership qualities and encouraging the students to build the required business acumen.

Following are the objectives:

1. To develop precise understanding about business environment and organizations.
2. To develop leadership aptitude among the students in order to work independently and in organized groups.
3. To inculcate among the students the qualities of a dynamic manager, capable of taking various decisions and communicating effectively to different groups of people.
4. To understand and gain knowledge of various financial institutions and agencies.



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3. Introduction to the Programme:

The degree shall be titled as Bachelor of Business Administration (B.B.A.) under the Faculty of Commerce and Management. The implementation of Choice Based Credit System for First Year B.B.A. is w.e.f. the academic year 2019-2020, Second Year B.B.A. w.e.f. 2020-2021 and Third Year B.B.A. w.e.f. 2021-2022.

4. Eligibility:

- A candidate from any stream, should have passed 12th Std. Examination (H.S.C.10+2) with minimum 40% of marks and English as a passing subject.

OR

- Three Years Diploma Course from Board of Technical Education, conducted by Government of Maharashtra or its equivalent, after S.S.C. i.e. 10th Standard.

OR

- Two Years Diploma Course in Pharmacy from Board of Technical Education, conducted by Government of Maharashtra or its equivalent, after H.S.C. i.e. 12th Standard.

OR

- Completed MCVC program

5. Duration of the Programme:

The Bachelor of Business Administration (BBA) is a full time three (3) years programme and it is divided in six (6) Semesters.

6. Highlights of the New Curriculum:

The New Curriculum intends to add immense value to all stakeholders. These requirements will be addressed effectively in numerous ways by:

- Enhancing the brand value of the Commerce and Management Programme of Savitribai Phule Pune University.
- Providing much needed flexibility to individual Institutes to carve a niche for themselves. A thorough revamp of course through essential computer skills which are necessary for developing proficiency in the selected special subject.
- Emphasizing student-centric teaching and learning process.
- Focusing on 'Concurrent Evaluation' i.e. continuous evaluation throughout the programme.

- Stressing on ‘Experiential Learning’ aspect through Concurrent Evaluation pattern with focus on group activity, field work, self-study, projects, Industry Exposure Programmes, etc.
- Incorporating specializations in the syllabus from Second Year in order to provide in-depth knowledge of the electives chosen by the students.
- Providing opportunity to students to choose courses from other electives to explore cross functionality.
- Emphasizing on Research, Inter-personal skills, Analytical skills, Entrepreneurial skills, and Global aspects of Managerial careers throughout the curriculum.

7. Choice Based Credit System (CBCS):

The CBCS provides an opportunity for the students to choose courses from prescribed curriculum comprising of core, elective/minor or skill based courses. The courses can be evaluated by a Grading System, which is considered to be better than the conventional marking system. Thus a uniform Grading System has become a necessity in the entire Higher Education field in India. This will benefit the students to move across institutions within India and across countries. This uniform grading system will also enable the potential employers to assess the performance of the candidates. The UGC has formulated some guidelines in order to bring uniformity in the evaluation system and computation of the Cumulative Grade Point Average (CGPA) based on students performance in examinations which are mentioned below:

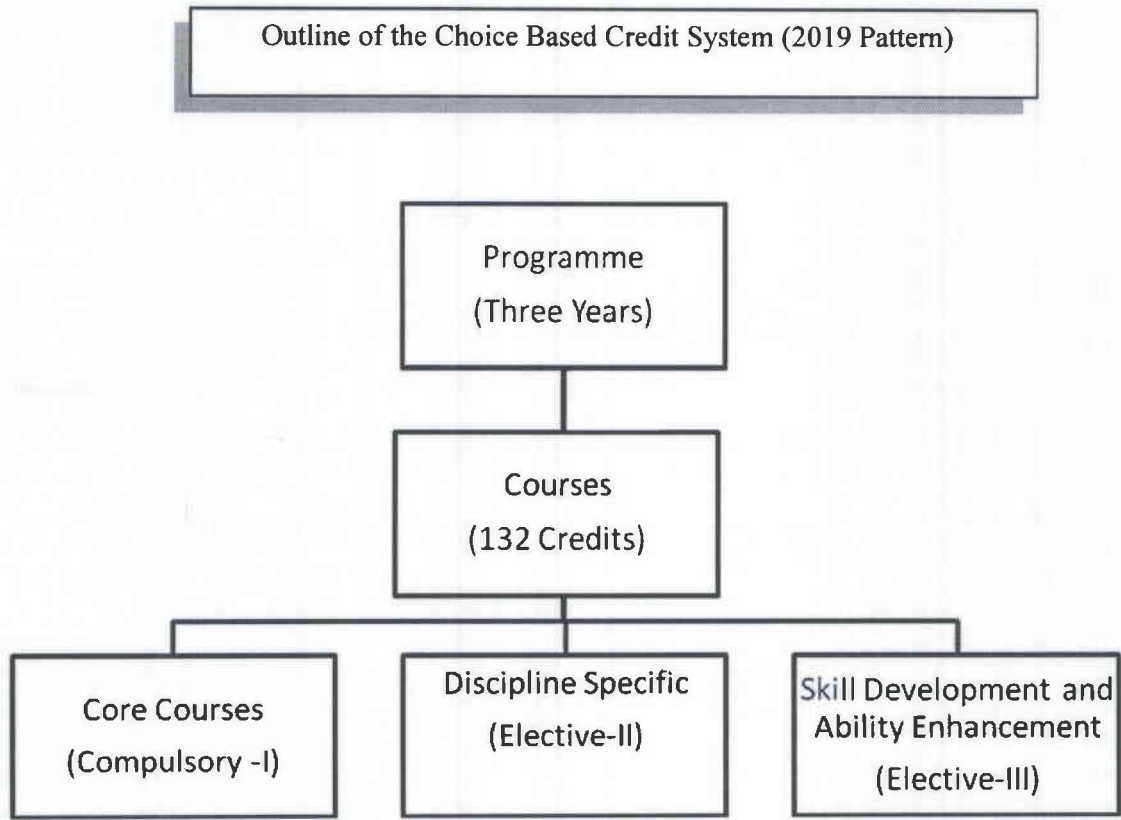
7.1 Course: A “Course” is a component of programme, i.e. in the new system, papers will be referred to as courses. Each course is identified by a unique course code. While designing curriculum, courses can have defined weightages. These weightages are called as credits. Each course, in addition to having a syllabus, has learning objectives and outcomes. A course may be designed to comprise lectures/ tutorials/ laboratory work/ field work/ project work/vocational training /viva-voce etc. or a combination of some /any of these.

7.2 Credit: The definition of “Credits” can be based on various parameters. These may be the learning hours put in, learning outcomes and contact hours, the quantum of content/syllabus prescribed for the course. The credit system requires that a student progresses in the academic programmes not in terms of time (years or semesters), but in terms of courses.



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7.3 Outline of the CBCS: Bachelor of Business Administration- BBA Degree Programme 2019 pattern.



7.3 I. Core Course: Core courses are the foundation courses of management education. They are compulsory for all the students. Core courses are of two types: Generic Core and Subject Core.

1. Generic Core (GC): This is the course which is mandatory and has to be studied by the student as a core part to fulfill the requirements of a degree in the said discipline of study. Therefore, Generic Core courses are mandatory and fundamental in nature. These courses cannot be substituted by any other courses. Such courses are also known as Hard Core Courses. Generic Core courses in Semester I and II provide foundations of Management and Administration. Generic Core courses in Semester III and IV focus on Functional Areas whereas, Generic Core courses in the Semester V and VI are integrative and provide insights about different fields of business.



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2. Subject Core (SC): These are also known as Soft Core Courses. These may be subject-specific/specialized/advanced/supportive to the discipline subject of study, which provides an extended scope and enable exposure to some other disciplines that help in nurturing the candidate's proficiency, domain knowledge, skills, etc. Practical /Tutorial work is considered as a special course involving application of knowledge in solving / analyzing /exploring a real life situation,which will help the students to understand core subject in better manner.

7.4 II. Elective Courses :

1. Discipline Specific Elective (DSE) Course: Elective course is a course which can be chosen from a pool of courses. Elective Courses which may be offered by the main discipline/subject of study is referred as **Discipline Specific Elective**. DSE Courses develop generic proficiencies amongst the students.

The Institute has the flexibility to offer courses based on Targeted Industry Linkages – sectoral requirements and networking at the college level. A student can select any one specialization from the five areas which are mentioned below.The student will study eight (8) courses in second and third year. DSE courses helps to develop discipline/domain knowledge and nurture candidate's proficiency/skill.

Bachelor of Business Administration Degree offers the following Electives :

- A) Marketing Management (MM)
- B) Financial Management (FM)
- C) Human Resources Management (HRM)
- D) Services Management (SM)
- E) Agri Business Management (ABM)

Dissertation/Project for DSE courses: An elective course designed to acquire special/advanced knowledge, as a supplement study/support study to a project work, with an advisory support of a teacher/faculty member is called dissertation/project.

7.5 III.A. Skill Enhancement Courses (SEC): These courses may be chosen from a pool of courses designed to provide value-based and/or skill-based instructions. Open Course contents are mentioned in Annexure II.



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Duration of each course will be of 30 hours for 2Credits. Institutes can select various courses as per the interest of their students and the availability of various facilities.

A. List of Skill Enhancement Courses:

- A] Basic Managerial Skills
- B] Communication Skills for Managers
- C] Tally and Computer Based Accounting
- D] Certificate Course in Analysis and Presentation of Data
- E] Introductory Course in Disaster Management
- F] Personality and Soft Skills Development
- G] International Etiquettes and Mannerism
- H] Foreign Language
- H1] Advance Foreign Language
- I] Yoga and Meditation
- J] Ground and Sports Management
- K] Value Education and Gender Equality
- L] UGC / SPPU Approved online courses
- O] College Course Under Specific Scheme

III.B. Ability Enhancement Compulsory Courses (AECC) i.e. Environmental Science.

Duration: 30 hours and Credits: 2

Types of courses :

M. Basic Course in Environmental Awareness OR N. Advanced Course in Environmental Awareness

8. Note: Additional Credits.

The students are also eligible to earn additional Credits for NCC, NSS, Sports, P.T etc. apart from the Courses mentioned in the programme which will be considered separately as per the guidelines and notifications displayed by the respective authorities of the SPPU. The credits will be offered to the students as per Credit calculations of the respective units.

9. Guidelines for successful implementation of CBCS:

9.1. Credit Point may be considered under two parts –



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a) One part consisting of the hours actually spent in the class room / practical / field work instructions and the other part consisting of notional hours spent by the Learner for self-study in the library, peer interactions, case study, writing of journals and assignments, projects etc. for the completion of that course.

Every course offered shall have three components associated with the teaching-learning process viz.

a) Lecture –L : Classroom sessions delivered by faculty in an interactive mode.

b) Tutorial and Practical (T & P) - : Sessions consisting of participatory discussions/ self-study/ desk work/ brief seminar-presentations by students and such other novel methods that help the students absorb and assimilate the contents delivered in the Lecture sessions in an effective manner.

c) Practical sessions /Project Work consisting of Hands-on experience / Field Studies / Case-studies that equip students to acquire the much required skill component.

9.2. The success of the CBCS requires certain commitments from both; the students and the teachers.

9.2.1. The student should be regular and punctual to his/her classes, sincere in carrying out the assignments/classroom activities etc. and should maintain consistency in his/her tempo of learning. He/She should make maximum use of the library, internet and other available facilities.

9.2.2. The teachers are expected to be alert and punctual. They should strictly adhere to the schedules of teaching, conducting tests, seminars, evaluation and notification of results. All teachers should notify the tentative schedule of teaching and tests of the entire semester, including the dates of tests, dates of score notification and all other schedules, which can be planned in advance.

9.2.3. The teachers are expected to adhere to an unbiased and objective evaluation and marking of concurrent evaluation scores (internal examinations). This practice will not only boost the confidence of the students, but it will also ensure that merit is given due credit. Transparency, objectivity and quality are the key factors required for a good CBCS to sustain.

The course content is to be looked upon as the bare minimum requirement to be fulfilled. Emphasis shall be laid on the contemporary aspects and going beyond the content. The teaching / learning as well as evaluation are to be interpreted in a broader perspective.



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10. Teaching instructions:

10.1 Medium of instructions - Medium of instruction shall be English only.

10.2 Teaching Workload:As per prescribed guidelines under the Commerce and Management faculty.

10.3 Method of Evaluation:

1) Internal Assessment (2) Projects Examination (3)University Examination (SPPU)

10.3.1. Instructions for teachers for Internal Assessment:

The purpose of internal evaluation is to assess the depth of knowledge, understanding and awareness about a particular subject. In order to have a rational and objective assessment of the learners, a teacher is expected to use different evaluation methods.

Continuous Assessment (CA): The concerned subject teacher is responsible for conduction and evaluation aspects with respect to Continuous Assessment. As soon as the course begins, the course teacher is expected to announce the mechanisms under which CA would take place. Journals/Lectures/Library-notes/Seminar-presentations/Assignments/Extension Work/An Open-Book Test (book to be decided by the concerned teacher)/Internal examinations/Classroom instructions through audio visual aids/Case-studies/Role-plays/Industrial Visits/Seminars/Presentations/Guest Lectures/Shared teaching/Flip classes/Simulation/Experiential Learning/Social Outreach/Internships/Certificate Courses /Online Certifications/Group Discussion/Business Fest/Webinars etc. may be used as the tools/mechanism for CA.

A subject teacher has the autonomy to devise a mechanism for evaluating the students as per the guidelines.

The class work will carry 30 marks in each course. Internal Evaluation includes continuous evaluation of a student by adopting variety of techniques.

Tutorials / Practicals for Core Credit : Tutorials Courses will carry 20 marks as a part of evaluation in addition to the Internal Assessment. A small project work consisting of Hands-on



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experience / Field Studies / Mini-Research Project (by an individual student or a group of students)/ Assignments/Case-studies etc. that equip the students to acquire the much required skills can be assigned.

It is obligatory for a teacher to announce the performance of the students. It is also mandatory to declare the CA score gained by all the students on the noticeboard duly signed by the concerned teacher of the course and the HOD/Principal/Director well before the commencement of the SPPU examination.

10.3.2 Business Exposure and Project (Semester III&IV)- There will be viva voce examination of 50 marks and a written Examination carrying 50 marks for the students. The students are expected to visit the industry and collect the relevant and required data pertaining to the subject and prepare a report likewise. These Industry Visits and interviews shall be arranged under the supervision of the subject teacher.

A student shall complete a computer course relevant to specialization subject, the fees / Expenses towards computer course will be borne by the students. **The evaluation will be conducted at SPPU level through Viva Voce.**

Projects: For course on Project work in Semester V & VI, there will be Written Report of 50 marks. Appropriate allocation of project work (Internship / Hands on experience) should be arranged by the students under the guidance of the teacher and all the expenses will be borne by the students. Course wise guidelines are mentioned in the course content. **The evaluation will be conducted at SPPU level through Viva Voce.**

Online Course Credit- If a student completes relevant online course approved by SPPU /UGC or other competent authority, within the particular academic period, then he/she is entitled to earn 2 Credits for the same, provided the duration of the course should be more than 4 weeks or it should be of 30 hours. These 2 (two) Credits can be given only after he/she submits the Passing Certificate of the said course undertaken.

10.3.3 External Examination: - SPPU will schedule the written Examination for the course at the end of each Semester.



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Time Table

DNYANSAGAR
ARTS AND COMMERCE
COLLEGE



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Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.

Dnyansagar Arts and Commerce College, Balewadi

BBasem I, III, V

		MONDAY		TUESDAY		WEDNESDAY	
TIME	TYBBA	SYBBA	TYBBA	TYBBA	SYBBA	TYBBA	SYBBA
08:00-8:50	Business Economics	Global competencies and personality development	Management of corporate social Responsibility	Business Accounting	Global Competencies and personality development	Management of corporate social Responsibility	Business Accounting
	Prof. Heena mam	Prof. Amrita mam	Prof. Swarnini mam	Prof. Shaikh Mam	Prof. Amrita mam	Prof. Swarnini mam	Prof. Amrita mam
08:50-09:40	Business Mathematics	Management Accounting /OB/Consumer Behaviour salesmanship	Research Methodology	Business Mathematics	Management Accounting /OB/Consumer Behaviour salesmanship	Research Methodology	Business Mathematics
	Kritika mam	Prof. Ranjana/Swarnini mam	Prof. Amrita mam	Kritika mam	Prof. Shaikh Mam	Prof. Amrita mam	Kritika mam
09:40-10:30	Business Accounting	Principles of HRM	Analysis of financial statements/Marketing environment analysis and strategies	Business Demography	Fundamentals of Rural Development	Analysis of financial statements/Marketing environment analysis and strategies	Fundamentals of Rural Development
	Prof. Shaikh Mam	Prof. Swarnini Mam	Prof. Ranjana mam/ Mam	Prof. Kritika	Prof. Shaikh Mam	Prof. Ranjana mam	Prof. Shaikh Mam
		THURSDAY		FRIDAY		SATURDAY	
TIME	TYBBA	SYBBA	TYBBA	TYBBA	SYBBA	TYBBA	SYBBA
08:00-8:50	ECONOMICS	Fundamentals of Rural Development	Database Administration and data mining	Business Demography	Principles of HRM	Database Administration and data mining	Business Demography
	Prof. Heena	Prof. Shaikh	Prof. Kritika	Prof. Kritika	Prof. Swarnini Mam	Prof. Kritika	Prof. Swarnini Mam
08:50-09:40	Business Communication	Banking and Finance /Legal Aspects in Hrm	Business Ethics	Business Communication	Banking and Finance /Legal Aspects in Hrm	Business Ethics	Banking and Finance /Legal Aspects in Hrm

Principal



		MONDAY			TUESDAY			WEDNESDAY		
TIME	FYBBA	SYBBA	TYBBA	FYBBA	SYBBA	TYBBA	FYBBA	SYBBA	TYBBA	
08:00-8:50	Business Economics Prof Heena mam	Global competencies and personality development Prof. Amita mam	Management of corporate social Responsibility Prof. Swamini mam	Business Accounting Prof Shaikh Mam	Global Competencies and personality development Prof. Amita mam	Management of corporate social Responsibility Prof. Swamini mam	Business Accounting Prof Shaikh Mam	Global Competencies and personality development Prof. Amita mam	Management of corporate social Responsibility Prof Swamini Mam	
08:50-09:40	Business Mathematics Kritika mam	Management Accounting /OB/Consumer Behaviour salesmanship Prof Ranjana/Swamini mam	Research Methodology Prof. Amita mam	Business Mathematics Kritika mam	Management Accounting /OB/Consumer Behaviour salesmanship Prof. Shaikh	Research Methodology Prof. Amita mam	Business Mathematics Kritika mam	Management Accounting /OB/Consumer Behaviour salesmanship Prof. Shaikh mam	Research Methodology Prof Amita mam	
09:40-10:30	Business Accounting Prof Shaikh Mam	Principles of HRM Prof Swamini R	Analysis of financial statements/Marketing environment analysis and strategies Prof Ranjana mam/ Prof Swamini R	Business Demography Prof Kritika	Fundamentals of Rural Development Prof. Shaikh	Analysis of financial statements/Marketing environment analysis and strategies Prof. Amita mam	Economics Heena Mam	Fundamentals of Rural Development Prof Shaikh	Analysis of financial statements/Marketing environment analysis and strategies Prof Ranjana mam	
		THURSDAY			FRIDAY			SATURDAY		
TIME	FYBBA	SYBBA	TYBBA	FYBBA	SYBBA	TYBBA	FYBBA	SYBBA	TYBBA	
08:00-8:50	ECONOMICS Prof Heena	Fundamentals of Rural Development Prof. Shaikh	Legal Aspect of finance And security laws /legal aspects in Marketing Prof Ranjana	Business Demography Prof Kritika	Principles of HRM Prof Swamini Mam	Legal Aspect of finance And security laws /legal aspects in Marketing Prof Ranjana	Business Demography Prof Kritika	Principles of HRM Prof Swamini Mam	Database Administration and data mining Prof Kritika	
08:50-09:40	Business Communication Prof. shaikh mam	Banking and Finance /Legal Aspects in Hrm Retail management / Ranjana mam/ Swamini Mam	Business Ethics Amita mam	Business Communication Prof shaikh mam	Banking and Finance /Legal Aspects in Hrm/Retail management Ranjana mam/ Swamini Mam	Business Ethics Amita mam	Business Communication Prof. shaikh mam	Banking and Finance /Legal Aspects in Hrm/retail management Ranjana mam/ Swamini Mam	Business Ethics Amita mam	
09:40-10:30	Principles of management Swamini mam	Supply Chain Management Amita mam	Database Administration and data mining Prof Kritika	Principles of management Swamini mam	Supply Chain Management Amita mam	Database Administration and data mining Prof Kritika	Principles of management Swamini mam	Supply Chain Management Amita mam	Legal Aspect of finance And security laws /legal aspects in Marketing Prof Ranjana	

Coordinator



Principal
Dr. Sajid Alvi Sir

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Sig

Dnyansagar Arts and Commerce College, Balewadi

B.Com sem I,III,V

		MONDAY			TUESDAY			WEDNESDAY		
TIME	FYBcom	SYBcom	TYBcom	FYBcom	SYBcom	TYBcom	FYBcom	SYBcom	TYBcom	
08:00-8:50	Economics Prof Heena Mam	Elements of company Law Prof Nilesh Bhawar sir	Banking and Finance II Prof Ranjana mam	Banking And finance Prof Bhalerao sir	Elements of company La Prof. Nilesh Bhawar sir	Banking and Finance II Prof Ranjana mdam	Banking And finance Prof Bhalerao sir	Elements of company La Prof. Nilesh Bhawar sir	Banking and Finance II Prof Ranjana mdam	
08:50-09:40	Financial Accounting Prof Shaikh	Economics Prof.Prof.Heena Mam	BRF Prof. Nilesh Bhawar sir	Financial Accounting Prof Shaikh	Corporate Accounting Prof Sayji Patil mam	BRF Prof. Nilesh Bhawar sir	Financial Accounting Prof Shaikh	Corporate Accounting Prof Sayji Patil mam	BRF Prof. Nilesh Bhawar sir	
09:40-10:30	Marathi/Additional English Prof.Pushpa mam	Banking And Finance Prof.Bhalerao sir	Economics Prof. Heena Mam	Marathi/Additional English Prof.Pushpa mam	Banking And Finance Prof Bhalerao sir	Auditing And Taxation Prof Sayji Patil mam	Additional English Prof.	Banking And Finance Prof.Bhalerao sir	Auditing And Taxation Prof Sayji Patil mam	
10:30 - 11: 15			B.E.-II /Costing -II Prof. Bhalerao sir /Sartia Madam			B.E.-II /Costing -II Prof. Bhalerao sir /Sartia Madam			B.E.-II /Costing -II Prof. Bhalerao sir /Sartia Madam	
		THURSDAY			FRIDAY			SATURDAY		
TIME	FYBcom	SYBcom	TYBcom	FYBcom	SYBcom	TYBcom	FYBcom	SYBcom	TYBcom	
08:00-8:50	Economics Prof. Heena Mam	Business Management Prof.Sarita mam	Banking & Finance III Prof. Bhalerao sir	Additional English Prof.	Business Management Prof. Sarita mam	Advanced Accounting Prof. Sayji Padman	Compulsory English Prof.	Business Management Prof.Sarita mam	Auditing & Taxation Prof.Sayali Mam	
08:50-09:40	Marketing & Salesmanship Prof.Sarita madam	Economics Prof. Heena Mam	Advanced Accounting Prof. Sayji Padman	Marketing and salesmanship Prof.Sarita madam	Corporate Accounting Prof.Sayali Mam		Marketing and salesmanship Prof.Sarita madam	Business Communication Prof Bhalerao Sir	Advanced Accounting Prof. Sayji Padman	
09:40-10:30	Computer concepts and application Prof.Sarita madam	Business Communication Prof. Bhalerao Sir	Economics Prof. Heena Mam	Computer concepts and application Prof.Sarita madam	Business Communication Prof. Bhalerao Sir	Banking And Finance III Prof. Bhalerao sir	Computer concepts and application Prof.Sarita madam	Auditing & Taxation Prof.Sayali Mam	Banking And Finance III Prof. Bhalerao sir	
10:30 - 11:15			B.E.-III /Costing -III Prof. Bhalerao sir /Sartia Madam			B.E.-III /Costing -III Prof. Bhalerao sir /Sartia Madam			B.E.-III /Costing -III Prof. Bhalerao sir /Sartia Madam	



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Co-ordinator

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Subject Allocation



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Course: **B.COM**

Sr.No	Subject	Subject Code	Faculty
F.Y.B.COM SEMISTER-I			
1	Business Economics-I	113	Prof.Heena Madam
2	Financial Accounting-I	112	Prof.Tayaba Shaikh
3	Compulsory English-I	111	Prof.Amit Diwan
4	Marketing &Salesmanship-I	116	Prof.Sardesai Sarita
5	Banking & Finance-I	115-B	Prof. Bhalerao sudhir
6	Computer Concepts & Applications-I	114-B	Prof.Priyanka Mali
7	Mathematics &Statistics-I	114-A	Prof.Kritika Madam
8	Addition English-I	117-A	Prof.Amit Diwan
9	Marathi-I	117	Prof.Pushpa Dagade
S.Y B.COM SEMISTER-III			
1	Business Communication-I	231	Prof. Bhalerao sudhir
2	Corporate Accounting-I	232	Prof.Sayali Patil
3	Business Economics-I	233	Prof.Heena Madam
4	Business Management-I	234	Prof.Sardesai Sarita
5	Element of Company Law-I	235	Prof. Nilesh Bhawar
6	Banking and finance-I	236-B	Prof. Bhalerao sudhir
T.Y B.COM SEMISTER-V			
1	Business Regulatory Framework-I	351	Prof. Nilesh Bhawar
2	Advanced Accounting-I	352	Prof.Sayali Patil
3	Indian & Global Economics Development-I	353A	Prof.Heena Madam
4	Auditing &Taxation-I	354	Prof.Sayali Patil
5	Banking & Finance-II	355B	Prof. Amol Gaikwad
6	Cost &Works Accounting-II	355	Prof.Sardesai Sarita
7	Marketing Management-II	355H	Prof. Bhalerao sudhir
8	Business Entrepreneurship-II	355-G	Prof. Shweta Ghare
9	Banking and finance-III	356-B	Prof. Amol Gaikwad
10	Cost &Works Accounting-III	356	Prof.Sardesai Sarita
11	Marketing Management-III	356-H	Prof. Bhalerao sudhir
12	Business Entrepreneurship-III	356-G	Prof. Shweta Ghare

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List of Certification, Value Added and Online Courses



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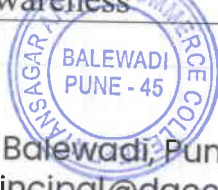
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List Of Value Added Courses During Last Five Years

Sr. No	Year	Name Of The course	Course Code
1	2019-2020	Soft skill and Personality development	VACC/2019-20/BBA
2	2019-2020	Advanced Excel	VACC/2019-20/B. Com
3	2019-2020	Professional Etiquettes	VACC/2019-20/BBA(CA)
4	2019-2020	Constitutional Value And Fundamental Duties	VACC/2019-20/BBA
5	2020-2021	Computer Proficiency (Online)	VACC/2020-21/B.Com
6	2020-2021	Search Engine Optimisation	VACC/2020-21/BBA(CA)
7	2021-2022	Yoga And Meditation	VACC/2021-22/BBA/B.Com
8	2021-2022	Introduction to Digital Marketing	VACC/2021-22/BBA
9	2021-2022	Intensive English Training	VACC/2021-22/B.Com
10	2021-2022	Preparation for MBA CET	VACC/2021-22/BBA
11	2022-2023	Social Media Management	VACC/2022-23/BBA
12	2022-2023	IBPS Preparation	VACC/2022-23/B.Com
13	2022-2023	Health Awareness and Diet	VACC/2022-23/BBA(CA)
14	2022-2023	Basics in Computer	VACC/2022-23/BBA
15	2023-2024	Introduction To Content Development	VACC/2023-24/BBA/BBA(CA)
16	2023-2024	Affiliate Marketing and social Media	VACC/2023-24/BBA
17	2023-2024	Labour laws	VACC/2023-24/BBA
18	2023-2024	Financial management Awareness	VACC/2023-24/ B.Com



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List of Certification Courses during Last Five Years

Year	Name Of the Course	Date	No Of Students Enroll	No of students completed the course
2019-2020	Certification Course in Digital Marketing	20/7/2019 to 20/09/2019	35	29
	Certification course in Computing Skill	25/09/2019 to 25/11/2019	85	84
2020-2021	Certification Course in Tally	5/01/2020 to 5/03/2020	35	31
2021-2022	Certificate course in WordPress Web Development	8/02/2021 to 10/02/2021	40	38
	Certificate Course in Staffing and Recruitment	22/02/2021 to 22/04/2021	35	33
2022-2023	Certificate Course in Fin Product Development	28/11/2022 to 30/1/2023	35	31
	Certificate Course In Labour Policies	5/02/2023 to 5/02/2023	25	25
2023-2024	Certificate course in Yoga	10/08/2023 to 15/10/2023	50	42
	Certificate course in Entrepreneurship Development	7/01/2024 to 7/03/2024	35	29



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Principal

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Course File Index

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Course File Index

Sr. No.	Particulars
1	Academic Calendar
2	Time Table
3	Personal Time Table
4	Attendance Sheet
5	University Syllabus
6	Syllabus Structure
7	Learning Objective of the subject
8	Lesson Plan / teaching Plan
9	List of Reference Books, Text Books, websites referred
10	List of case studies
11	Teaching Pedagogy
12	Topic wise list of teaching aids used
13	Internal Exam Question Papers
14	Internal Exam Model Answers
15	University Question Papers
16	Question Bank
17	MCQ
18	Notes
19	PPT
20	Syllabus Covered
21	Internal Marks sent to University



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Lesson Plan



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Principal

Dnyansagar Arts and Commerce College,
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Name: Asst. Prof. Sardesai Srita

Subject: Fundamentals Of Comp.

Course: FYBCOM

Year: 2023-24 Semester: I

Session:

Batch: 2023-24

Commencement: 24 August

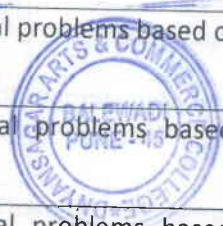
End of Classroom Teaching: 1 Nov.

Lec. No.	Probable Date	Unit No.	Topics to be covered	Text /Reference Books	Methodology /Pedagogy used
1	24-08-2023	1	Introduction to Computer and Operating system	Introduction to computers	PPT
2	25-08-2023		Introduction to Computer Definition,	Introduction to computers	PPT
3	25-08-2023		Block Diagram, Computer Hierarchy, (Classification),	Introduction to computers	PPT
4	30-08-2023		Characteristics of Computer	Introduction to computers	PPT
5	31-08-2023		Computer System Hardware	Introduction to computers	PPT
6	01-09-2023		Computer Memory Input and Output Devices	Introduction to computers	PPT
7	02-09-2023		Definition – Software Software Types - System Software	Introduction to computers	PPT
8	04-09-2023		Application Software	Introduction to computers	PPT
9	06-09-2023		Definition of Operating System Types of Operating Systems,	Introduction to computers	PPT
10	07-09-2023		Functions of Operating Systems	Introduction to computers	PPT
11	08-09-2023		Introduction to Free and Open Source Software	Introduction to computers	PPT
12	09-09-2023		Definition of Computer Virus	Introduction to computers	PPT
13	09-09-2023		Types of Viruses	Introduction to computers	PPT
14	11-09-2023		Use of Antivirus software.	Introduction to computers	PPT
15	13-09-2023	2	Office automation tools	Introduction to computers	PPT
16	13-09-2023		Definition of Information Technology (IT)	Introduction to computers	PPT
17	14-09-2023		Benefits of Information Technology (IT)	Introduction to computers	PPT
18	15-09-2023		Applications of Information Technology (IT)	Introduction to computers	PPT
19	16-09-2023	3	Introduction to Computer Network	Introduction to computers	PPT
20	16-09-2023		Introduction Importance of Networking	Introduction to computers	PPT
21	21-09-2023		Computer Network (LAN, WAN, MAN)	Introduction to computers	PPT
22	22-09-2023		Network Components (Hub, Switch, Bridge,)	Introduction to computers	PPT
23	22-09-2023		Network Components (Gateway, Router, Modem)	Introduction to computers	PPT
24	25-09-2023		Network Topology	Introduction to computers	PPT
25	25-09-2023		Wireless Network Internet Working of Internet,	Introduction to computers	PPT
26	26-09-2023		Internet application Introduction	Introduction to computers	PPT
27	26-09-2023		Internet evolution,	Introduction to computers	PPT

Name: Asst. Prof. Sardesai Srita
Course: TYBCOM
Session:
Commencement: 28 August

Subject: Cost and Works Accounting III
Year: 2023-24 Semester: V
Batch: 2023-24
End of Classroom Teaching: 1 Nov.

Lec. No.	Probable Date	Unit No.	Topics to be covered	Text /Reference Books	Methodology /Pedagogy used
1	25-08-2023	1	Marginal Costing Meaning and concepts- Fixed cost	Cost Accounting	PPT
2	30-08-2023		Variable costs, Contribution, Profit-volume Ratio	Cost Accounting	PPT
3	31-08-2023		Margin of Safety Break-Even Point	Cost Accounting	PPT
4	01-09-2023		Cost-Profit-Volume Analysis- Assumptions and limitations of cost-profit volume analysis and Angle of Incidence	Cost Accounting	PPT
5	02-09-2023		Application of Marginal Costing Technique:- Make or buy decision	Cost Accounting	PPT
6	04-09-2023		Acceptance of export order & Limiting factors	Cost Accounting	PPT
7	06-09-2023		Ethical and Non-Financial Considerations relevant to decision making.	Cost Accounting	PPT
8	07-09-2023		simple Practical Problems based on concepts excluding decision making	Cost Accounting	PPT
9	14-09-2023	2	Budgetary Control	Cost Accounting	PPT
10	15-09-2023		Advantages and Limitations of Budgetary control	Cost Accounting	PPT
11	16-09-2023		Definition and Meaning of Budget &	Cost Accounting	PPT
12	16-09-2023		Objectives, essentials, and procedure of Budgetary control	Cost Accounting	PPT
13	21-09-2023		Types of Budgets	Cost Accounting	PPT
14	22-09-2023		Zero Base Budgeting	Cost Accounting	PPT
15	22-09-2023		Simple practical problems based on cash 1	Cost Accounting	PPT
16	25-09-2023		Simple practical problems based on cash 2	Cost Accounting	PPT
17	25-09-2023		Simple practical problems based on cash 3	Cost Accounting	PPT
18	26-09-2023		Simple practical problems based on cash 4	Cost Accounting	PPT



S. S. Sardesai
 Principal
 Sardesai Srita College
 Kalewadi, Pune-411 005.

41		Information System	Accounting	
42	26-10-2023	Revision	Cost Accounting	PPT
43	26-10-2023	Revision	Cost Accounting	PPT
44	26-10-2023	Revision	Cost Accounting	PPT
45	27-10-2023	Revision	Cost Accounting	PPT
46	30-10-2023	Revision	Cost Accounting	PPT



S. J. K.

Principal
Dnyansagar Arts and Commerce College
Balewadi, Pune-411015.

Lesson Plan

Name: Prof.Sardesai Sarita

Course: FYBCOM

Session:

Commencement: 24-08-2023

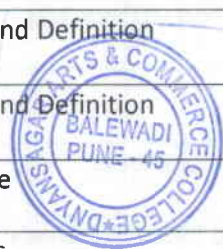
Subject: Marketing and Salesmanship- I

Year: 2023-24 Semester: I

Batch:

End of Classroom Teaching: 30-10-2023

Lec No.	Probable Date	Unit No.	Topics to be covered	Text /Reference Books	Methodology /Pedagogy used
1	24-08-2023	1	Introduction to Market and Marketing	Marketing Management	PPT
2	25-08-2023		Meaning and Definition of Market	Marketing Management	PPT
3	25-08-2023		Classification of Markets	Marketing Management	PPT
4	30-08-2023		Marketing Concept	Marketing Management	PPT
5	31-08-2023		Traditional and Modern	Marketing Management	PPT
6	01-09-2023		Importance of Marketing	Marketing Management	PPT
7	02--09-2023		Functions of Marketing	Marketing Management	PPT
8	04-09-2023		Buying, Selling	Marketing Management	PPT
9	06-09-2023		Assembling, Storage, Transportation, Standardization	Marketing Management	PPT
10	07-09-2023		Grading, Branding, Advertising, Packaging	Marketing Management	PPT
11	08-09-2023		Risk Bearing, Insurance, Marketing Finance	Marketing Management	PPT
12	09-09-2023		Market Research	Marketing Management	PPT
13	09-09-2023		Marketing Information	Marketing Management	PPT
14	11-09-2023		Selling vs. Marketing	Marketing Management	PPT
15	13-09-2023	2	Market Segmentation and Marketing Mix	Marketing Management	PPT
16	13-09-2023		Market Segmentation Introduction	Marketing Management	PPT
17	14-09-2023		Meaning and Definition	Marketing Management	PPT
18	15-09-2023		Meaning and Definition	Marketing Management	PPT
19	16-09-2023		Importance	Marketing Management	PPT
20	16-09-2023		Limitations	Marketing Management	PPT
21	21-09-2023		Bases for Segmentation	Marketing Management	PPT
22	22-09-2023		Marketing Mix	Marketing Management	PPT



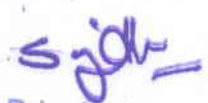
S. J. D. W.

Principal

Balewadi College of Arts and Commerce
Balewadi, Pune-411003.

54	27-10-2023		Personal Selling, Public Relation and Sales Promotion	Management Marketing Management	PPT
55	27-10-2023		Personal Selling, Public Relation and Sales Promotion	Marketing Management	PPT
56	27-10-2023		Factors Affecting Market	Marketing Management	PPT
57	27-10-2023		Promotion Mix	Marketing Management	PPT
58	30-10-2023		Promotion Techniques or Method	Marketing Management	PPT




 Principal
 Dnyaneshwar Arts and Commerce College
 Balewadi, Pune-411043.

DNYANSAGAR ARTS & COMMERCE COLLEGE

I Affiliated to Savitribai Phule Pune University I

(AISHE Code: C- 41459)



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Dnyansagar Arts and Commerce College

FYBBA(CA)- I sem-II INTERNAL MARKS 2023-24

Sr. No	Name of students	Behaviour & Human Resource			Financial Accounting (20)			Business Mathematics			Relational Database			Web Technology		
		Intern	Assst	TOT	Intern	Assst	TOT	Intern	Assst	TOT	Intern	Assst	TOT	Intern	Assst	TOT
		30	15	30	30	15	30	30	15	30	30	15	30	30	15	30
1	AGAWANE SIDDHESH RANJIT	19	14	26	18	9	15	24	8	4	14	18	22	11	12	23
2	ANSARI MUDASSIR NASIM	17	9	8.5	18	13	7	0	4	2	13	15	13	7	10	17
3	BANSODE ARYAN DEEPAK	17	14	8.5	23	9	5	15	3	2	13	15	18	9	14	23
4	BHOSALE SHUBHANGI MAHADEV	0	0	0	11	6	0	6	4	2	14	16	12	6	10	16
5	BHOSALE SHIVTEJ MAKARAND	0	0	0	17	9	0	9	3	2	12	14	18	9	12	21
6	CHALAK ADITYA LAXMAN	16	13	8	21	15	8	15	23	6	3	13	16	23	12	14
7	CHAUDHARI RANI BALASAHEB	15	8	13	21	22	11	15	26	13	7	14	21	22	11	14
8	CHAUHAN ANISH RAVINDRA	22	14	14	28	17	9	15	24	10	5	14	19	22	11	12
9	CHAUHAN VISHAL RAMDULAR	4	2	0	2	10	5	0	5	3	2	0	2	15	8	12
10	CHAVAN PAYAL RAMU	22	14	11	25	22	11	15	26	16	8	14	22	22	11	14
11	CHAVAN VARAD SANTOSH	12	6	0	6	7	4	0	4	4	2	0	2	15	8	11
12	CHAWARE VAIBHAV GAJANAN	12	6	0	6	10	5	0	5	8	4	0	4	12	6	10
13	DADAGE SRUSHTI SUNIL	25	14	12.5	27	18	9	15	24	7	4	13	17	28	14	14
14	DESHMUKH USHA BAPURAV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	DHAYGUDE VAIBHAV VIJAY	18	9	15	24	12	6	0	6	3	2	13	15	12	6	10
16	GAIKWAD ATHARVA KIRAN	12	6	0	6	9	5	0	5	2	1	0	1	16	8	10
17	GAIKWAD MALHARI BHASKAR	10	5	0	5	11	6	0	6	5	3	13	16	15	8	10
18	GAIKWAD YASH MAHESH	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
19	GARGUND BHAGYASHRI PANDURANG	19	10	0	10	21	11	15	26	10	5	14	19	28	14	11
20	GAWADE HARSHAD ANAND	15	8	0	8	9	5	0	5	5	3	0	3	28	14	10
21	GORE KISHOR NITIN	10	5	0	5	9	5	0	5	2	1	0	1	12	6	10
22	HALMATH VARSHA BASAVRAJ	17	9	14	23	10	5	15	20	7	4	13	17	27	14	14
23	JADHAV ANURADHA RAMCHANDRA	14	7	15	22	9	5	0	5	8	4	14	18	15	8	13
24	JADHAV ISHA ANAND	18	9	0	9	13	7	0	7	5	3	0	3	15	8	12
25	JADHAV YOGESH MADANRAO	0	0	0	0	4	2	0	2	2	1	0	1	12	6	12
26	JAGTAP GOVIND MOHAN	12	6	13	19	11	6	15	21	1	1	12	13	12	6	10
27	JAGTAP SAURABH CHANDRAKANT	0	0	0	0	7	4	15	19	7	4	13	17	12	6	10
28	KADAM SAMEEKSHA SAMPESH & COMPANY	14	7	15	22	13	7	15	22	6	3	13	16	18	9	10
29	KAJARE SARVESH SUNIL	16	8	14	22	9	5	15	20	5	3	14	17	23	12	13
30	KALATE RUTUJA SANDEEP	20	10	14	24	11	6	15	21	6	3	13	16	19	10	13
31	KAMBLE OMKAR RAJARAM	9	5	14	19	10	5	0	5	10	5	13	18	16	8	14

(Signature)



32	KARALE KARAN BALASAHEB	12	6	0	6	9	5	15	20	4	2	13	15	12	6	10	16	12	6	10	16
33	KARDILE UDAYRAJ DIGAMBER	21	11	0	11	7	4	15	19	4	2	12	14	12	6	10	16	12	6	10	16
34	KHANDARE PAYAL SHRIKRUSHANA	22	11	14	25	12	6	0	6	3	2	14	16	18	9	13	22	18	9	13	22
35	KHANDAGALE PRATIKSHA KAILAS	0	0	13	13	20	10	15	25	12	6	13	19	28	14	14	28	28	14	14	28
36	KOKATE SHREYA LAXMAN	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
37	KOREWAD VIJAY VISHNU	11	6	0	6	16	8	0	8	2	1	0	1	14	7	13	20	14	7	13	20
38	MANKAR PRIYANKA RAJU	18	9	14	23	13	7	15	22	12	6	13	19	28	14	14	28	28	14	14	28
39	MARNE SUSHIL SANJAY	0	0	0	0	11	6	0	6	0	0	0	0	12	6	12	18	12	6	12	18
40	MORE AJINKYA SOMNATH	24	12	0	12	13	7	0	7	10	5	13	18	12	6	12	18	12	6	12	18
41	MULLA ABDUL MARROF ABDUL ASIF	17	9	14	23	7	4	0	4	3	2	0	2	7	4	10	14	7	4	10	14
42	MUSALE DURGESH DAGDU	0	0	14	14	17	9	15	24	7	4	12	16	28	14	13	27	28	14	14	28
43	NAGMULE SAGAR ASHOK	0	0	14	14	0	0	0	0	4	2	13	15	22	11	13	24	22	11	13	24
44	NEOG TEJAS GANESH	0	0	0	0	0	0	15	15	0	0	0	0	19	10	12	22	19	10	12	22
45	PANCHAL SANSKRUTI RAM	11	6	0	6	2	1	15	16	5	3	14	17	20	10	13	23	20	10	13	23
46	PANDE PARAS SHEKHAR	0	0	0	0	14	7	0	7	2	1	0	1	14	7	8	15	14	7	8	15
47	PATHAN MOHAMADKAIF KALLU	9	5	9	14	15	8	15	23	6	3	12	15	20	10	0	10	20	10	0	10
48	PATHRE STUTI ROBERT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
49	PATIL RAJ RAGHUNATH	10	5	13	18	8	4	15	19	5	3	12	15	27	14	14	28	27	14	14	28
50	PATIL SUHANI SUDHAKAR	17	9	13	22	21	11	15	26	8	4	13	17	28	14	14	28	28	14	14	28
51	PATIL VISHVESH MANOJ	18	9	14	23	19	10	15	25	12	6	12	18	26	13	14	27	29	15	14	29
52	PATLAVAT NANDINI LAXMAN	9	5	14	19	17	9	15	24	10	5	13	18	22	11	13	24	22	11	13	24
53	RATHOD ABHISHEK SHRICHAND	7	4	0	4	4	2	0	2	1	1	0	1	12	6	10	16	12	6	10	16
54	RATHOD AJAY RAMDAS	16	8	0	8	8	4	0	4	10	5	0	5	14	7	10	17	14	7	10	17
55	RIZVI INNAMA ABIDALI	13	7	14	21	14	7	15	22	2	1	12	13	14	7	12	19	14	7	12	19
56	SALUNKHE AVINASH SAMBHANI	21	11	14	25	13	7	15	22	6	3	12	15	28	14	14	28	28	14	14	28
57	SALVE ARPIT SUHAS	10	5	0	5	8	4	0	4	3	2	12	14	2	1	0	1	2	1	0	1
58	SAROK POOJA ARUN	22	11	13	24	21	11	15	26	5	3	13	16	22	11	12	23	22	11	12	23
59	SHAIKH MALAN BABU	10	5	0	5	13	7	15	22	6	3	13	16	22	11	12	23	22	11	12	23
60	SOLANKI LAVANYA	15	8	0	8	16	8	15	23	3	2	12	14	27	14	14	28	27	14	14	28
61	SONAWANE SARIKA DASHRATH	23	12	0	12	6	3	15	18	10	5	13	18	29	15	14	29	29	15	14	29
62	SONKAMBLE RAHUL VIITHAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
63	SURYAWANSHI PRADNYA KISHOR	0	0	14	14	15	8	15	23	6	3	12	15	22	11	14	25	22	11	14	25
64	TADE ABHISHEK SOMNATH	0	0	0	0	0	0	0	0	0	0	12	12	0	0	0	0	0	0	0	0
65	THETE PRANALI PRADEEP	18	9	15	24	21	11	15	26	11	6	0	6	25	13	13	26	25	13	13	26
66	TUPARE SAKSHI DINKAR	7	4	0	4	2	1	15	16	3	2	13	15	22	11	12	23	22	11	12	23
67	VARKAD ADINATH GAJANAN	0	0	14	14	11	6	0	6	6	3	12	15	12	6	6	12	12	6	6	12
68	VAVALE AVINASH BHAGAVAN	0	0	0	0	10	5	15	20	6	3	12	15	12	6	6	12	12	6	6	12
69	BIRAJDAR RAHUL MAHADEV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

10/2/25



DNYANSAGAR ARTS & COMMERCE COLLEGE

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(AISHE Code: C- 41459)



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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Date: 24 March 2024

NOTICE

All Students are hereby informed that internal exams has scheduled on 8th April 2024 onwards.

Time-Table of the exam is attached here.

Note-1.Uniform with I-card is compulsory.

2. Attendance is compulsory.

Priya

**Prof. Priyanka Mali
CEO**

Manisha

**Dr. Manisha Khaladkar
Principal**



S. J. D.

**Principal
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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination Apri-May 2023-24

FY BBA Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	(201)Business Organization and System
	12.00 to 1.00 pm	(202)Principles of Marketing
10/04/2024	9.00 to 10.00 am	(203)Principles of Finance
	12.00 to 1.00 pm	(204)Basics of Cost Accounting
12/04/2024	9.00 to 10.00 am	(205)Business Statistics
	12.00 to 1.00 pm	(206)Fundamentals of Computers

Mali

**Prof. Priyanka Mali
Exam Coordinator**

Manisha

**Dr. Manisha Khaladkar
Principal**



S. J. K.

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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination April-May 2023-24

SY BBA Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	(401) Entrepreneurship and Small Business Management
	12.00 to 1.00 pm	(402) Production and Operation Management
10/04/2024	9.00 to 10.00 am	(403) Decision Making and Risk Management
	12.00 to 1.00 pm	(404) International Business Management
12/04/2024	9.00 to 10.00 am	(A406) Advertising & Promotion Management
	12.00 to 1.00 pm	(A406) Digital Marketing + Computer Course
13/04/2024	9.00 to 10.00 am	(B405) Business Taxation
	12.00 to 1.00 pm	(B406) Financial Services + Computer Course
15/04/2024	9.00 to 10.00 am	(C405) HRM Functions and Practices
	12.00 to 1.00 pm	(C406) Employee Recruitment & Record Management + Computer Course

P Mali

**Prof. Priyanka Mali
Exam Coordinator**



Manisha

**Dr. Manisha Khaladkar
Principal**

S. J. D.
Principal

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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination April-May 2023-24

TY BBA Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	(601) Essential of E-commerce
	12.00 to 1.00 pm	(602) Management Information System
10/04/2024	9.00 to 10.00 am	(603) Business Project Management
	12.00 to 1.00 pm	(604) Management of Innovations & Sustainability
12/04/2024	9.00 to 10.00 am	(A605) International Brand Management
	12.00 to 1.00 pm	(A606) Cases in Marketing + Project
13/04/2024	9.00 to 10.00 am	(B605) Financial Management
	12.00 to 1.00 pm	(B606) Cases in Finance + Project
15/04/2024	9.00 to 10.00 am	(C605) Global Human Resource Management
	12.00 to 1.00 pm	(C606) Recent Trends & HR Accounting + Project

P. Mali

**Prof. Priyanka Mali
Exam Coordinator**



M. Khaladkar

**Dr. Manisha Khaladkar
Principal**

S. Jadhav

Principal

Dnyansagar Arts and Commerce College

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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination April-May 2023-24

FY BBA(CA) Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	(CA-201) Organization Behaviour & Human Resource Management
	12.00 to 1.00 pm	(CA-202) Financial Accounting
10/04/2024	9.00 to 10.00 am	(CA-203) Business Mathematics
	12.00 to 1.00 pm	(CA-203) Relational database
12/04/2024	9.00 to 10.00 am	(CA-203) Web Technology HTML-JS-CSS
	12.00 to 1.00 pm	ADD-On (Advance C)

Priyanka

Prof. Priyanka Mali
Exam Coordinator

DNYANSAGAR
ARTS AND COMMERCE
COLLEGE



Manisha

Dr. Manisha Khaladkar
Principal

SKP Campus Baner, Balewadi, Pune - 411045

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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination April-May 2023-24

SY BBA (CA) Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	CA-401 Networking
	12.00 to 1.00 pm	CA-402 Object Oriented Concepts Through CPP
10/04/2024	9.00 to 10.00 am	CA-403 Operating System
	12.00 to 1.00 pm	CA-404 Advance PHP OR CA-404 NODE JS

**Prof. Priyanka Mali
Exam Coordinator**




**Dr. Manisha Khaladkar
Principal**

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**Dnyansagar Arts and Commerce College
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Internal Examination April-May 2023-24

TY BBA (CA) Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	CA-601 Recent Trends in IT
	12.00 to 1.00 pm	CA-602 Software Testing
10/04/2024	9.00 to 10.00 am	CA-603 Advanced Java
	12.00 to 1.00 pm	CA- 604 Dot Net Framework OR Android Programming

Priya

**Prof. Priyanka Mali
Exam Coordinator**



Manisha

**Dr. Manisha Khaladkar
Principal**

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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination April-May 2023-24

FY B.Com Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	121 Compulsory English – II
	12.00 to 1.00 pm	122 Financial Accounting – II
10/04/2024	9.00 to 10.00 am	123 Business Economics – II
	12.00 to 1.00 pm	124 (A) – Business Mathematics and Statistics – II OR 124 (B) – Computer Concepts and Application – II
12/04/2024	9.00 to 10.00 am	125(A) Banking and finance – II
	12.00 to 1.00 pm	126(B) Marketing & Salesmanship – II
13/04/2024	9.00 to 10.00 am	127 Additional English – II OR 127 Marathi – II
	12.00 to 1.00 pm	Environmental awareness


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Dr. Manisha Khaladkar
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**Dnyansagar Arts and Commerce College
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Internal Examination April-May 2023-24

SY B.Com Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	241 Business Communication – II
	12.00 to 1.00 pm	242 Corporate Accounting– II
10/04/2024	9.00 to 10.00 am	243 Business Economics – II
	12.00 to 1.00 pm	244 Business Management – II
12/04/2024	9.00 to 10.00 am	245 Element of Company Law– II
	12.00 to 1.00 pm	246(B) Banking and Finance-I 246 (E) Cost and Works Accounting-I 246 (G) Business Entrepreneurship-I 246 (H) Marketing Management-I

Priya

**Prof. Priyanka Mali
Exam Coordinator**

Manisha

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**Dnyansagar Arts and Commerce College
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Internal Examination April-May 2023-24

TY B.Com Time-Table

Date	Time	Subject
08/04/2024	9.00 to 10.00 am	361 Business Regulatory Framework – II
	12.00 to 1.00 pm	362 Advanced Accounting – II
10/04/2024	9.00 to 10.00 am	363 Indian and Global Economic Development - II OR International Economics- II
	12.00 to 1.00 pm	364 Auditing & Taxation - II
12/04/2024	9.00 to 10.00 am	365 Special Course Paper – II 365 (B) Banking and Finance 365 (E) Cost and Works Accounting 365 (G) Business Entrepreneurship 365 (H) Marketing Management
	12.00 to 1.00 pm	366 Special Course Paper - III 366(B) Banking and Finance 366(E) Cost and Works Accounting 366(G) Business Entrepreneurship 366(H) Marketing Management

**Prof. Priyanka Mali
Exam Coordinator**




**Dr. Manisha Khaladkar
Principal**

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DNYANSAGAR ARTS & COMMERCE COLLEGE

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Assignments



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SY BBA Semester III
Principles of Human Resource Management
Course Code- GC - 301

Assignment No 1:

Date: 1/08/23

1. Assignment 1: Job Analysis and Design

- Explain the concept of job analysis and its importance in HRM.
- Describe the methods used for job analysis.
- Discuss the components of job design and their significance.

Last Date for submission of assignment is 6/08/2024





SY BBA Semester III

Principles of Human Resource Management

Course Code– GC – 301

Assignment No 2:

Date: 20/08/2023

2. Assignment 2: Recruitment and Selection (5 Marks)

- Define the recruitment process and its stages.
- Explain the selection techniques used in HRM.
- Discuss the importance of effective recruitment and selection in an organization.

Last date of submission of 15/08/2023.



S. J. K.

Principal

Dnyansagar Arts and Commerce College
Balewadi, Pune-41



SY BBA Semester III

Principles of Human Resource Management


Course Code– GC – 301

Assignment No 3:

Date:05/09/2023

Assignment 3: Training and Development

- Describe the training process and its objectives.
- Explain the difference between training and development.


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Balewadi, Pune-411045





SY BBA Semester III

Principles of Human Resource Management

Course Code– GC - 301

Assignment No 4:

Date: 29/09/2023

Assignment 4: Performance Appraisal

- Define performance appraisal and its purpose.
- Explain the various methods of performance appraisal.
- Discuss the challenges faced in the performance appraisal process

Last Date of submission Of Assignment is 5/10/2023

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Balewadi, Pune-411045.





Dnyansagar Arts and Commerce College

Internal Examination-April 2023-24

T.Y.B.B.A

Subject: Business Project Management

code: 603

Time:1 Hr

Maximum Marks: 30

Instructions to the candidates:

- 1) Total number of questions are 3.
- 2) Figures to the right indicate full marks

Q1 Fill in the blanks (Attempt any four):

[4x1=4]

- a) A ----- is a set of activities which are networked in an order and aimed towards achieving the goals of a project.
a) Project b) process c) project management d) project cycle
- b) Resource refers to -----
a) Manpower b) Machinery c) Materials d) All of the above
- c) Design phase consist of -----
a) Input received b) Output Received c) Both a and b d) none of the above
- d) _____ Capacity Planning ----- time.
a) Save time b) increase cost c) increase waste d) increase production
- e) The PERT in project management means program evaluation and-----
a) Resource b) reconciliation c) reconsideration d) review
- f) A horizontal bar chart that shows project takes against a calendar is called -----.
a) Milestone b) goal c) Gantt chart d) PERT Chart

Q 2) Write long answer of following questions (any two)

[8x2=16]

- a) What do you mean by Identifying and managing risks?
- b) Explain the types of Business project
- c) Define PERT State its advantages.



d) Explain Fishbone Diagram.

Q3) Write Short Notes (Attempt any two):

[5x2=10]

i) SIPOC

ii) Gantt Chart

iii) NPV

iv) Closing a project





Dnyansagar Arts and Commerce College

Internal Examination- 2023-24

S.Y.B.Com

Subject: Business communication - II

Code: 241

Time:1 Hr.

Maximum Marks: 30

Instructions to the candidates:

- 1) Total number of questions are 3.
- 2) Figures to the right indicate full marks

Q1) Fill in the blank with the most appropriate alternative (Any 4)

[4x1=4]

- 1) Which of these must be avoided in business letters?
a) Polite words
b) Formal words
c) Abbreviations
d) Clear details
- 2) Which of these are the most common type of business letter?
a) Letters of application
b) Letters of enquiry
c) Letters of order
d) Letters of adjustment
- 3) What does blog stand for?
a) Web big
b) Web log
c) Big log
d) Read web
- 4) The writer's address is placed at the top left corner.
a) True
b) False
- 5) The salutation is placed at the extreme left hand of the first page.
a) True
b) False

Q 2) Write long answer of following questions (any two)

[8x2=16]

- i) Define Report. Explain the structure of report.
- ii) Explain the need and importance of computer-based media of Business Communication.
- iii) What is Collection Letter? How will you draft a collection letter?
- iv) what do you mean by E-mail? State its advantage and disadvantages.

Q3) Write short notes. (Any two)

[5x2=10]

- i) What is Blog? State various types of Blog
- ii) Draft an enquiry letter to Akshay machine tools Ltd. Nashik - 20 on behalf of Amar watch company Bada bazar, Calcutta for purchasing watches.
- iii) Link den
- iv) Types of report





Dnyansagar Arts and Commerce College

Internal Examination- 2023-24

S.Y.B.Com

Subject: व्यवसायिक सवांद - II

Code: 241

Time:1 Hr.

Maximum Marks: 30

सूचना:

- 1) एकूण प्रश्नांची संख्या 3 आहे.
- 2) उजवीकडील आकडे पूर्ण गुण दर्शवतात

Q1) सर्वात योग्य पर्यायासह रिक्त जागा भरा (कोणताही 4)

[4x1=4]

1) व्यावसायिक पत्रांमध्ये यापैकी कोणते टाळले पाहिजे?

- a) विनम्र शब्द
- b) औपचारिक शब्द
- c) संक्षेप
- d) तपशील साफ करा

2) यापैकी कोणते व्यावसायिक पत्र सर्वात सामान्य प्रकारचे आहेत?

- a) अर्जाची पत्रे
- b) चौकशीची पत्रे
- c) ऑर्डरची पत्रे
- d) समायोजनाची पत्रे

3) ब्लॉग म्हणजे काय?

- a) वेब मोठा
- b) वेब लॉग
- c) मोठा लॉग
- d) वेब वाचा

4) लेखकाचा पत्ता वरच्या डाव्या कोपर्यात ठेवला आहे.

- a) खरे
- b) खोटे

५) नमस्कार पहिल्या पानाच्या अगदी डाव्या हाताला केला जातो.

- a) खरे
- b) खोट

प्रश्न २) खालील प्रश्नांची दीर्घ उत्तरे लिहा (कोणत्याही दोन)

[8x2=16]

- i) अहवाल परिभाषित करा. अहवालाची रचना स्पष्ट करा.
- ii) बिझनेस कम्युनिकेशनच्या संगणक-आधारित माध्यमाची गरज आणि महत्त्व स्पष्ट करा.
- iii) संकलन पत्र म्हणजे काय? आपण संकलन पत्र कसे तयार कराल?
- iv) ई-मेल म्हणजे काय? त्याचे फायदे आणि तोटे सांगा.

Q3) लहान नोट्स लिहा. (कोणतेही दोन)

[5x2=10]

- i) ब्लॉग म्हणजे काय? ब्लॉगचे विविध प्रकार सांगा
- ii) घड्याळे खरेदीसाठी अमर घड्याळ कंपनी बडा बाजार, कलकत्ता यांच्या वतीने अक्षय मशीन टूल्स लिमिटेड नाशिक - 20 यांना चौकशी पत्र तयार करा.
- iii) लिंक डेन
- iv) अहवालाचे प्रकार





**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Internal Examination- March 2023-24

FY BBA (2019 PATTERN)

Subject: Principles of Marketing

Subject code: 204

Time:1Hr

Maximum Marks:30

Q1. Choose the most appropriate option for each of the following: [4]

1) The 3rd stage of product life cycle is

- a) Growth
- b) Introduction
- c) Decline
- 4) Maturity

2) Services cannot be

- a) Used
- b) Stored
- c) Marketed
- d) Distributed

3) One of the internal factor affecting pricing decision is

- a) Changing external environment
- b) Competition
- c) Costs
- d) Nature of Market

4) ____ is the study of human population

- a) Geography
- b) Demography
- c) Marketing
- d) sociology

Q2. Long questions (any2)

[16]

- 1) Explain the facilitating Functions of Marketing in detail
- 2) Explain in detail external and task specific marketing environment of organization.
- 3) Role of advertising in Modern business. Discuss about Limitations of advertising too.






**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**


Q3. Write as short note on any two:

[10]

- 1) 4 elements Marketing Mix
- 2) Short note on Service Marketing
- 3) Bases of Segmentation



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**Dnyansagar Arts and Commerce College
(B.com,BBA,BCA)**

Date: 24 March 2024

NOTICE

All Students are hereby informed that internal exams has scheduled on 8th April 2024 onwards.



Time-Table of the exam is attached here.

- Note-1.**Uniform with I-card is compulsory.
2. Attendance is compulsory.

Prof. Priyanka Mali
CEO

Dr. Manisha Khaldakar
Principal

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(AISHE Code: C- 41459)



Result Analysis

S. J. K.

Principal

Dnyansagar Arts and Commerce College
Lalewadi, Pune-41



DNYANSAGAR ARTS & COMMERCE COLLEGE

I Affiliated to Savitribai Phule Pune University I
(AISHE Code: C- 41459)



Index

Sr.No	Title
1.	Result analysis

S. J. K.

Principal
Dnyansagar Arts and Commerce College
Balewadi, Pune-411004



DNYANSAGAR ARTS & COMMERCE COLLEGE

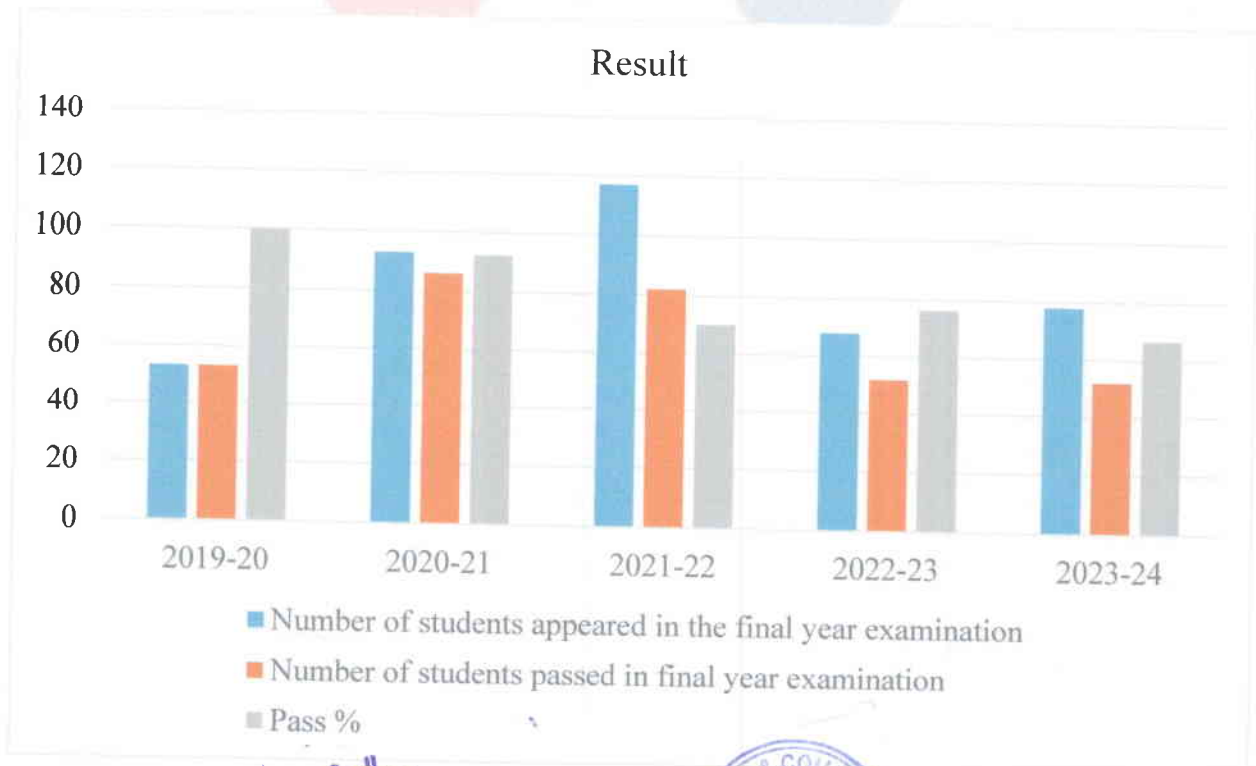
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(AISHE Code: C- 41459)



Year	Number of students appeared in the final year examination	Number of students passed in final year examination	Pass percentage (%)
2019-20	53	53	100
2020-21	93	86	92.47
2021-22	117	82	70.08
2022-23	68	52	76.47
2023-24	78	52	66.66

Result Analysis



S. Jadhav
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Balewadi, Pune-411004



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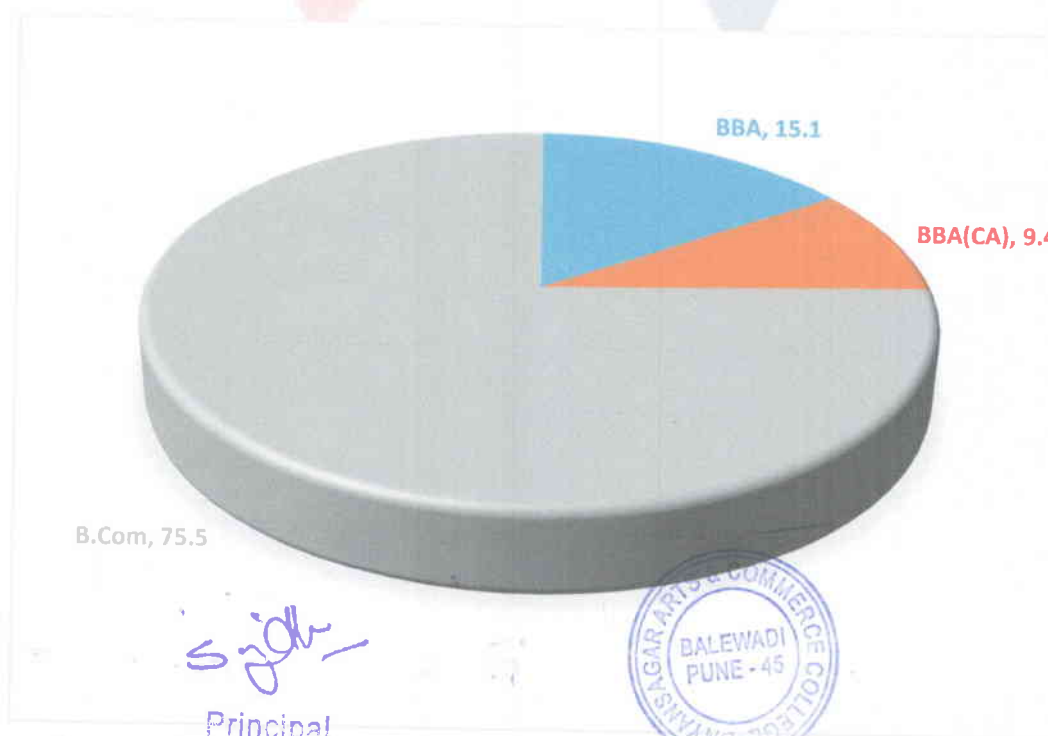
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(AISHE Code: C- 41459)



Academic Year 2019-20

Program Name	No.of Students appeared for Exam	No.of Students passed the university Examination	Pass %
BBA	8	8	15.1
BBA(CA)	5	5	9.4
B.Com	40	40	75.5

Result Analysis



S. Jadhav

Principal

Dnyansagar Arts and Commerce College
Balewadi, Pune - 411045



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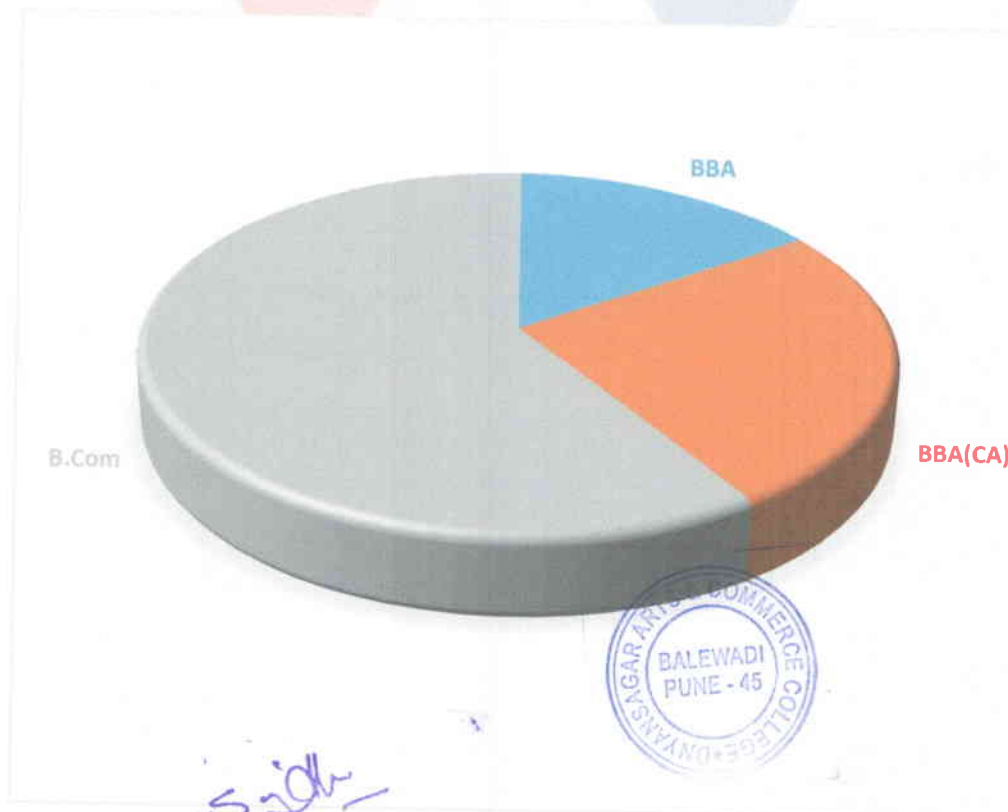
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Academic Year 2020-21

Program Name	No.of Students appeared for university Examination	No.of Students passed the university Examination	Pass %
BBA	20	13	15.1
BBA(CA)	22	22	25.6
B.Com	51	51	59.3

Result Analysis



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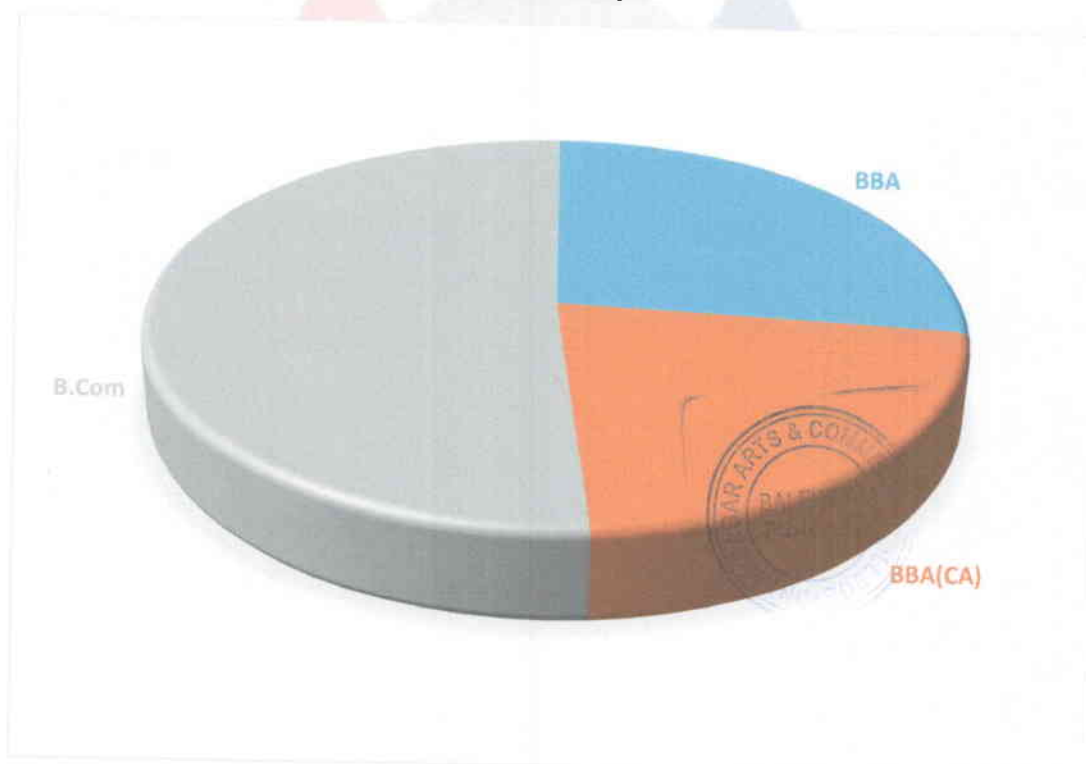
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Academic Year 2021-22

Program Name	No.of Students appeared for university Examination	No.of Students passed the university Examination	Pass %
BBA	32	22	26.8
BBA(CA)	23	18	22.0
B.Com	48	42	51.2

Result Analysis



DNYANSAGAR ARTS & COMMERCE COLLEGE

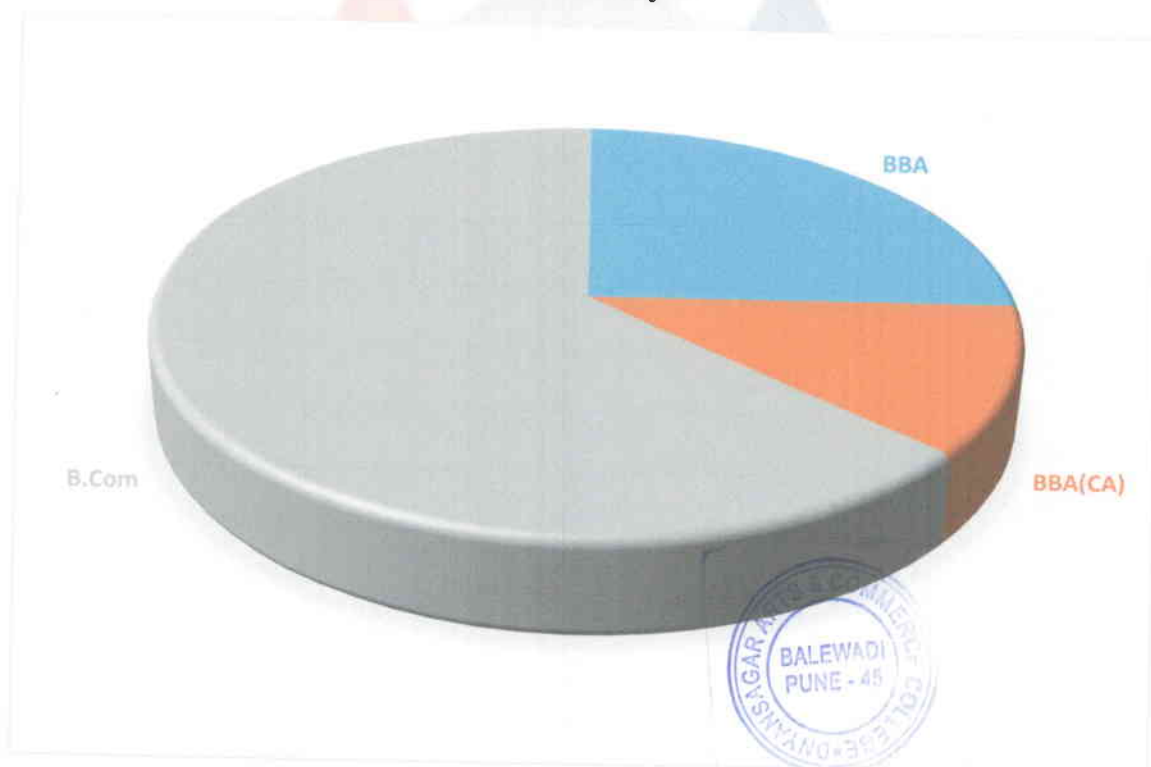
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Academic Year 2022-23

Program Name	No.of Students appeared for university Examination	No.of Students passed the university Examination	Pass %
BBA	13	13	25
BBA(CA)	14	6	11.5
B.Com	41	33	63.5

Result Analysis



DNYANSAGAR ARTS & COMMERCE COLLEGE

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(AISHE Code: C- 41459)



Academic Year 2023-24

Program Name	No.of Students appeared for university Examination	No.of Students passed the university Examination	Pass %
BBA	22	17	32.7
BBA(CA)	16	5	9.6
B.Com	40	30	57.7

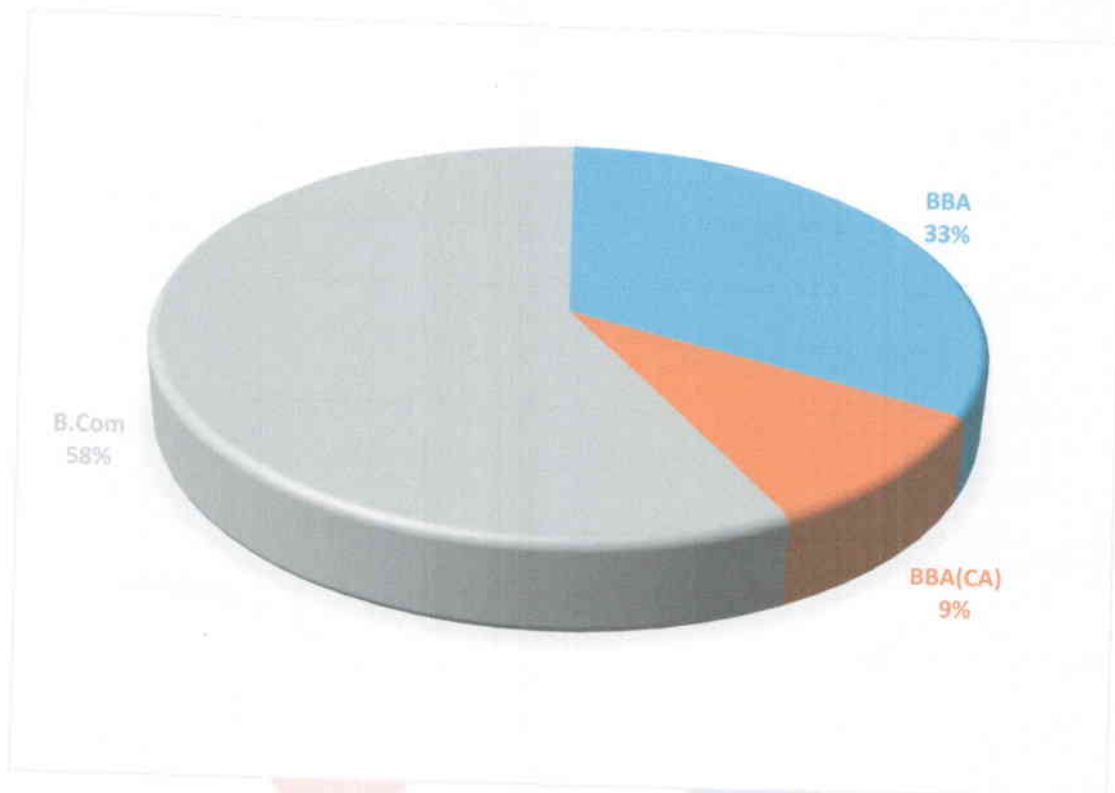
Result Analysis



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Feedback Form

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Dnyansagar Arts & Commerce College

Teachers Feedback Form

Academic Year 2023 – 24

Semester: II / IV / VI

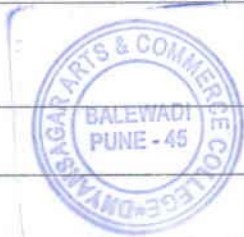
Name of the Faculty:

Name of the Department:

Enter your response by using tick mark (√). Rating Scale is 1- Strongly Agree, 2- Agree, 3- Neutral, 4 - Disagree, 5- Strongly Disagree

Sr. No.	Particular	1	2	3	4	5
1	Teaching aids are made available by college					
2	I am given enough freedom to contribute my ideas on curriculum design and development.					
3	Atmosphere in college is assuring.					
4	Representation from the corporate / Industry sector in BOS is helpful in designing and improving the courses.					
5	Employability & Cross-cutting issues (Professional Ethics, Gender, Human Values Environment and Sustainability) are reflected in the curriculum					
6	Adequate Infrastructure is available in the University for the Curriculum transactions in different modes (face to face/blended/online).					
7	Faculty Orientations programs for the introduction of the new Syllabus is organised.					
8	The books/journals etc. Prescribed/ listed as reference materials in the new syllabus are available in the library.					
9	Freedom is given in adopting new techniques/ strategies of testing and assessment of students.					

Suggestions:



S. J. K.
Principal
Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.

Signature:

Date:



Dnyansagar Arts & Commerce College

Student Feedback Form

Academic Year 2023-24

Semester: II / IV / VI

Name of the Student:

Name of Course:

Enter your response by using tick mark (√). Rating Scale is 1- Strongly Agree, 2- Agree, 3- Neutral, 4 - Disagree, 5- Strongly Disagree

Sr. No.	Particular	1	2	3	4	5
1	The curriculum and syllabus are well organized and easy to follow.					
2	Syllabus provides sufficient choices in selecting courses (Elective Subjects).					
3	Syllabus helps to create knowledge base.					
4	Is college providing sufficient infrastructure. Classroom/ library/ washroom etc.					
5	Clean Drinking water is available at college campus.					
6	Prescribed books available in library					
7	Are college staffs co-operative / helpful?					
8	Information Communication Technology use during teaching.					
9	Campus has good canteen facility.					

Suggestions:



S. J. K.
Principal

Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.

Signature:

Date:



Dnyansagar Arts & Commerce College

Alumni Feedback Form

Academic Year 2023– 24

Name of the Student:

Name of Course:

Pass out Year:

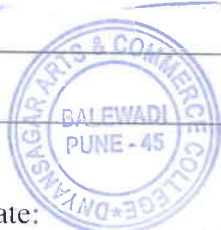
Enter your response by using tick mark (√). Rating Scale is 1- Strongly Agree, 2- Agree, 3- Neutral, 4 - Disagree, 5- Strongly Disagree

Q. No.	Particular	1	2	3	4	5
1	Curriculum contains more relevant and interesting subjects.					
2	The curriculum is better suited for achieving employment					
3	Research and internships help in enriching knowledge and skills that can be applicable in the job/ profession					
4	College try to bridge the gap between academics and industry.					
5	I feel that college taught me some valuable lessons in character building.					
6	Extra-curricular activities gave me opportunity develop my personality.					
7	Campus is clean and green and eco-friendly					

Suggestions:

Signature:

Date:



S. J. K.

Principal

Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.



Dnyansagar Arts & Commerce College

Employer Feedback Form

Academic Year 2023-24

Dear Employer

We are extremely thankful for creating employment opportunities for candidates of Dnyansagar Arts and Commerce College, Balewadi. We request to fill in this feedback form to enable us to keep improvising on different parameters and fulfil the requirement of the industry. Your cooperation is highly appreciated.

Name of the Organization:

Company Representative Name:

Designation:

Enter your response by using tick mark (√). Rating Scale is 1- Strongly Agree, 2- Agree, 3- Neutral, 4 - Disagree, 5- Strongly Disagree

Q. No.	Particular	1	2	3	4	5
1	Theoretical knowledge					
2	Application of knowledge					
3	Ability to work in team					
4	Willingness to learn new skill					
5	Sincerity					
6	Integrity					

Suggestions:

Signature:

Date:



S. J. K.
Principal

Dnyansagar Arts and Commerce College
Balewadi, Pune-411045.