



PROF. SIDDHESH HADKAR

QUALIFICATION:

MASTER OF COMMERCE (ADV. ACCOUNTANCY & TAXATION) –D.G.RUPAREL
CMA(A)- INSTITUTE OF COST ACCOUNTANTS OF INDIA
GDCA-Maharashtra State Government
DEXIM- L.N.WELINGKAR B'SCHOOL

CORPORATE EXPOSURE:

3+ YEARS IN BIG FOURS- AS STAT. AUDITOR
IN PANEL OF MAHARASHTRA GOVT. CO OPERATION & ACCOUNTANCY

TEACHING EXPOSURE:

2+ YEARS IN MANY EMINENT COLLEGES AS ASSIST. PROF as well as HSC BOARD CM
& MU-EXAMINER

B.Com. (Banking & Insurance) Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

F.Y.B.Com. (Banking & Insurance)

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1	Environment and Management of Financial Services.	03	1	Principles and Practices of Banking & Insurance	03
2	Principles of Management	03	2	Business Law	03
3	Financial Accounting - I	03	3	Financial Accounting - II	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Course (AECC)		2A	Ability Enhancement Compulsory Course (AECC)	
4	Business Communication-I	03	4	Business Communication-II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
5	Any one course from the following list of the courses	02	5	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
6	Business Economics-I	03	6	Organisational Behaviour	03
7	Quantitative Methods-I	03	7	Quantitative Methods-II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

Sl. No.	Modules / Units
1	Introduction to Management
	<ul style="list-style-type: none"> • Definition of Management • Management as a Profession • Traditional Vs Contemporary Management (Henry Fayol, F.W. Taylor, Peter Drucker) (C.K.Pralhad, Mr. Vijay Govindarajan)
2	Management Process
	<ul style="list-style-type: none"> • Management Process, Practices, Functions of Management related to Banking and Insurance companies
3	Organization Structure of Banking and Insurance companies
4	Business Leaders
	<ul style="list-style-type: none"> • Leaders in the Indian Industry (J.R.D Tata, Ratan Tata, Aditya Birla, Kumar Mangalam Birla, Mr Dhirubhai Ambani and Sons, Kiran Mazumdar Shaw, Verghese Kurien) • Leaders in the Banking and Insurance Industry <ul style="list-style-type: none"> ▪ Indian Leaders (Banking & Insurance: H.Shanbagh. Uday Kotak, K.V. Kamath Naina Kidwai, Deepak Parekh, Chanda Kochhar, Hinduja, Godrej, Aziz Premzi, Narayan Murthy, Anand Mahindra , Governor of RBI) ▪ International Leader President of World bank, President of Asian Development Bank, President of Fed Reserve, President of International Monetary Fund



PRINIPILES OF MANAGEMENT

All the basic guidelines for the manager which ensure smooth flow of business activities.

NATURE OF MANAGEMENT

Universal in nature - Everywhere, any organisation, all levels.



Sole Proprietorship



Non-profit organizations



Corporation



Limited Liability



General Partnership



NATURE OF MANAGEMENT

Guidelines : Tackle an issues of organisation & find solution

Learned by practice & experiments

Observable in nature

Behavioural in nature



NATURE OF MANAGEMENT

Effect relationship : Helps to find solution, Result Oriented

Eg :- I. Good remuneration > Higher efficiency & Productivity

II. Good marketing > Boost Sales



Principles are of equal Importance

IMPORTANCE OF MANAGEMENT

HELPS IN ARCHIEVING GROUP GOALS

OPTIMUM UTILIZATION OF RESOURCES

REDUCES COST

ESTABLISHES SOUND ORGANIZATION

ESTABLISHES EQUILIBRIUM

ESSENTIAL FOR PROSPERITY OF SOCIETY



**IMPORTANCE OF
MANAGEMENT**

MANAGEMENT AS A PROFESSION



SPECIALIZED KNOWLEDGE

FORMAL EDUCATION & TRAINING

SOCIAL OBLIGATION

CODE OF CONDUCT

REPRESENTATIVE ASSOCIATION

MANAGEMENT AS A SCIENCE

UNIVERSALLY ACCEPTED PRINCIPLES

EXPERIMENTATION & OBSERVATION

CAUSE & RELATIONSHIP

TEST OF VAIDITY & PREDICTABILITY



MANAGEMENT AS A ART

ACTIVITY

PERFECTION THROUGH PRACTICE

RESULT ORIENTED





PRINIPILES OF MANAGEMENT

- **DIVISION OF WORK**
- **AUTHORITY**
- **UNITY OF COMMAND**
- **UNITY OF DIRECTION**
- **DISCIPLINE**
- **REMUNERATION**

EQUITY

ESPRIT DE CORPS

CENTRALISATION

STABILITY OF TENURE

INITIATIVE

SCALAR CHAIN

ORDER

TRADITIONAL V/S CONTEMPORARY

traditional	contemporary
FAMILY MANAGEMENT	FORMAL EDUCATION
SENIORITY AS PROMOTION	MERIT BASE PROMOTION
PROFIT MOTIVE	PROFIT & SERVICE MOTIVE
CENTRALISED	DECENTRALISED
TRAINING	
ADDITIONAL TECH.	MODERN & AUTOMATION
AUTOCRATIC	SITUATIONAL

CONTRIBUTION OF PETER DRUCKER



1. NATURE OF MANAGEMENT-DYNAMIC, PROFESSION,SKILLS,PERFORMANCE

2.BUSINESS OBJECTIVES

3.SOCIAL RESPONSIBLILTY

4.MBO

5.ORGANIZATION STRUCTURE-SMOOTH BUSINESS PERFORMANCE, MINI. LEVELS,TRAINING

6.DECISION MAKING- DEFINE PROB, ANALYZ PROB, DEVELOP ALT. SOLUTION,BEST SOLUTION,IMPLEMENTATION

MBO (MANAGEMENT BY OBJECTIVE)

1. FORMULATION OF GOAL

2. FORMULATION OF PLAN

3. EVALUATING THE ALTERNATIVES

4. SELECTION OF BEST PLAN

5. IMPLEMENTATION OF PLAN

6. MONITORING PERFORMANCE

ADVANTAGES

1.OPTIMUM UTILIZATION RESOURCES

2.AID IN PLANNING

3.DEVELOPMENT OF PERSONNEL

4.BETTER TEAM WORK

5.OBJECTIVE EVALUTION

6.RESULT ORIENTED

7.SOUND ORGANIZATIONAL STRUCTURE

DISADVANTAGES

1.TIME CONSUMING

2.PAPER WORK

3.GOAL SETTING ISSUE

4.REWARD MAY NOT BE MATCH WITH EFFORTS

5.DOMINANCE BY SUPERIOR

6.CLASH IN OBJECTIVES

TQM-PROCESS

WM REPRESENT CUSTOMER ORIENTED QUALITY FOCUSED MANAGEMENT PHILOSOPHY-PROF.KKC

QUALITY PROCESS

MANAGEMENT PROCESS

PEOPLE PROCESS

IMPORTANCE OF TQM

CUSTOMER SATISFACTION

LOWER REJECTION RATE

HELPS IN REDUCTION IN CUSTOMER COMPLAINTS

HELPS TO FACE COMPETITION

GOODWILL

HIGHLY MOTIVATED PERSONNEL

BETTER FACILITIES TO EMPLOYEES

EXPANSION & DIVERSIFICATION

INNOVATION

JOB SATISFACTION

CONTRIBUTION OF C.K.PRAHALAD



STRATEGIC INTENT-

IT INCLUDE V,M,G,O OF CO.

**SI IS NOTHING BUT A DREAM OR AN AIM THAT MOTIVATES & PROVIDES ENERGY TO THE ORGANIZATION
WARS SUCCESS**

SENSE OF DIRECTION

SENSE OF DISCOVERY

SENSE OF DESTINY

RE COMPETENCE

TTOM OF THE PYRAMID

)-CREATION

CUSTOMERS SHOULD BE INVOLVED IN EVERY STEP OF THE VALUE CHAIN OF PRODUCT OFFERED BY CO.

OGUE *ACCESS *RISK ASSESSMENT *TRANSPARENCY

TOP – MARKETING

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Tata rolls out water purifier for Rs 499

Source: PTI

July 01, 2010 20:47 IST

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Keeping an eye on the common man, Tata on Thursday launched two new variants of its water purifier 'Swach' in the North-Indian market, with the low-end version quoting a rock-bottom price of just Rs 499.

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REFRIGERATORS FROM GODREJ & BOYCE

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CHANGE INDIA

P Innovation: Godrej introduces 9 fridge for rural India

athosh Ramdoss | 4th Jan 2010

 0 CLAPS



ve seen many innovative products targeting [BOP](#) consumers in India over the last
ears. However, [Godrej &](#)

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Portable Refrigerator (Miniaturization)

Chottucool' by Godrej and Boyce'

- Designed for people of rural areas in India.
- Priced at \$69 (world's cheapest fridge)
- No compressor, Only Cooling chip and a fan run on batteries
- 20 Parts
- Involve villagers right from the design to selling of the product.



ARAYANA HRUDAYALAYA



LOW COST ATMS UNIQUE IDENTIFICATION OF GOVT. OF INDIA MICRO-CREDIT MARKET SPECIFIC PRODUCT MUSHIYON KI DOLI CAMPAIGN BY HUL



CONTRIBUTION OF VIJAY GOVINDARAJAN

G. ELE. 1ST CHIEF INNOVATION CONSULT.

I. RESERVE INNOVATION

2. THE 3 BOX SOLUTION

A. BOX 1 P

B. BOX 2 P

C. BOX 3 F

CHARACTERISTICS

PROBLEM SOLVING APPROACH

TOOL TO IMPROVE PROCESS CAPABILITY

CUSTOMER FOCUS

BASED ON FACTUAL DATA

FINANCIALLY DRIVEN APPROACH

TEAM BASED

ROLES OF TEAM MEMBERS

SIX SIGMA

