



Smt. P. D. Hinduja Trust's

K. P. B. HINDUJA COLLEGE OF COMMERCE

- NAAC Re-accredited with "A+" Grade CGPA: 3.59 •

Autonomous Minority Institution
(Affiliated to University of Mumbai)

Sindhi Linguistic Minority Institution



REGISTERED ADDRESS:

315, New Charni Road, Charni Road East,
Opera House, Girgaon, Mumbai, Maharashtra 400004



CURRENT ADDRESS:

Sadhana House, 570 Pandurang Budhkar Marg,
Behind Mahindra Towers, Worli, Mumbai - 400018



CONTACT DETAILS:

Tel: 022-4098-9000 (100 Hunting lines)



EMAIL:

info@hindujacollege.com



WEBSITE:

www.hindujacollege.edu.in/

HANDBOOK

2026-2027





Founder Shri. Parmamand Deepchand Hinduja (1901 -1971)



Shri. Parmanand Deepchand Hinduja was a harmonious blend of philanthropy and mercantile activities. He believed in setting aside a portion of the profits from his businesses for charitable activities, especially in the fields of education and healthcare which he considered to be the fundamental right of every human being. His social consciousness, vision and magnanimity inspired the establishment of K.P.B. Hinduja College of Commerce in 1974.

We, at the College remain inspired by the great soul and commit ourselves to be steered
by his fundamentals :

Work to Give

A Word Is a Bond

Act Local, Think Global

Partnership for Growth

Advance Fearlessly



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Managing Trustees



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Chairman, Hinduja Group (Europe)



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Chairman, Hinduja Group of Companies
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President,
Alternative Energy and Sustainability,
Hinduja Group



Mr. Prashant Asher
Independent Director



Namrata Hinduja



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Director & Advisor Message



Dear Students,

Welcome to Hinduja College, where education goes beyond textbooks and nurtures innovation, creativity, and independent thinking. We believe every student has unique potential, and our aim is to help you discover, develop, and excel in your chosen path.

At Hinduja College, academic excellence is blended with professional learning in a dynamic environment. Through quality education, new initiatives, and emerging technologies, we prepare you for future opportunities with confidence.

Your growth and well-being remain central to our mission. With dedicated faculty, meaningful student-teacher interaction, and personalised guidance, we strive to create an enriching learning experience.

Our college is recognised for strong academic results and a legacy of excellence in Mumbai. Alongside academics, we encourage social responsibility, empathy, environmental awareness, and active citizenship.

Whether you aspire to become a leader, pursue a specialised career, or explore new possibilities, Hinduja College offers you the platform to achieve your goals.

We warmly welcome you to this transformative journey.

Dr. Minu Madlani



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Principal's Message



Dear Students,

It gives me immense pleasure to welcome you to K.P.B. Hinduja College of Commerce, an institution known for academic excellence, values-based education, and holistic development. As you begin this exciting new chapter, I warmly welcome you to a campus that nurtures talent, encourages innovation, and prepares students for a changing world.

Established in 1974, Hinduja College is guided by the inspiring philosophy of our founder, Shri Parmanand Deepchand Hinduja: "My Dharma is to work so that I can give." This spirit of service and dedication continues to shape our vision.

At Hinduja College, we are committed to creating a student-centric environment with strong industry connect and a global outlook. Along with academics, we encourage participation in leadership opportunities, cultural activities, sports, social outreach, and skill-building initiatives for all-round growth.

This brochure has been designed as a ready-reckoner for first-year students. It introduces you to the college's history, values, committees, student bodies, and important details about your programme. We hope it will guide you as you begin your college journey.

I encourage each one of you to dream big, remain curious, work hard, and make meaningful contributions to society. Your years at Hinduja College will be a journey of learning, friendships, self-discovery, and growth.

I wish you every success and a memorable student life ahead.

Prof (Dr.) Navin M. Punjabi



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Overview of The Student Handbook

Welcome to K.P.B. Hinduja College of Commerce – your gateway to a vibrant and enriching academic journey. This handbook serves as your comprehensive guide to understanding everything our institution has to offer.

Designed to help you make informed decisions, it provides valuable insights into our academic programs, core values, campus culture, and the wide range of opportunities available for your intellectual and personal growth.

It provides essential information on academics, and student life, helping you begin your journey with confidence. At Hinduja College, we believe informed and motivated students are key to a rewarding educational experience, and this guide is your first step toward a rewarding and successful educational experience with us.



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Motto, Vision & Mission of the College

MOTTO

Guided by its motto, "Character is Supreme," the College aligns all its activities toward holistic student development. It is committed to nurturing character and personality without discrimination, instilling secular values such as integrity, social justice, ethics, and reason, and fostering resilience to face life's challenges.

The College also prepares students for diverse careers in business by providing quality education, career direction, and a broad, humane outlook, enabling them to take on responsible roles in banking, finance, media, management, and industry.



To empower students not only to excel but also to outshine.

To inculcate the values of hard work, diligence and determination and above all, the will to succeed through a holistic and multi-pronged approach.



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K.P.B. Hinduja College of Commerce, established in 1974 by the visionary industrialist Late Shri Parmanand Deepchand Hinduja, reflects his philanthropic commitment to education and healthcare as fundamental human rights. Recognized as a premier institution in Mumbai, the College has received several accolades, including the University of Mumbai's 'Best College Award' (2010-11) and the UGC's 'College with Potential for Excellence' status (2016). It was re-accredited with an 'A+' Grade by NAAC in 2017 and granted autonomous status from 2022-23, with NEP 2020 implemented from 2023-24.

With over 6,000 students, 70 full-time and 45 visiting faculty, the College offers 15 academic programmes from junior college to postgraduate and doctoral levels. It is dedicated to preparing students for responsible careers in commerce, banking, insurance, and industry. To achieve its goals, the College emphasizes excellence in academics alongside industry-oriented skill development. It offers a range of value-added courses such as Diamond Cutting, Cyber Law, Stock Market Operations, CFP, Entrepreneurship, Digital Media Marketing, Event Management, ERP, CRM, and Computer Applications. Students are also exposed to the real world of commerce through guest lectures by industry experts, industrial visits, field trips, and internships.

Aligned with its motto, "Character is Supreme," the College fosters social responsibility through extension activities like NSS, NCC, DLLE, and the Nature Club, nurturing commitment, service, and responsible citizenship among students.

***"In the world of business, the only constant is change.
Embrace it, adapt to it, and thrive in it."***

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AUTONOMY & NEP



About Autonomy:

K.P.B. Hinduja College of Commerce was granted Autonomous Status by the UGC in July 2022, enabling it to design and update curricula in line with evolving industry and societal needs. The College actively promotes research among faculty and students, while also encouraging community service, extension activities, and socially relevant projects.

National Education Policy (NEP) 2020:

In line with directives from the Government of Maharashtra, the College implemented NEP 2020 from the academic year 2023–24, following UGC guidelines (12 December 2022) and the Government Resolution dated 20 April 2023.

Salient Features of NEP 2020

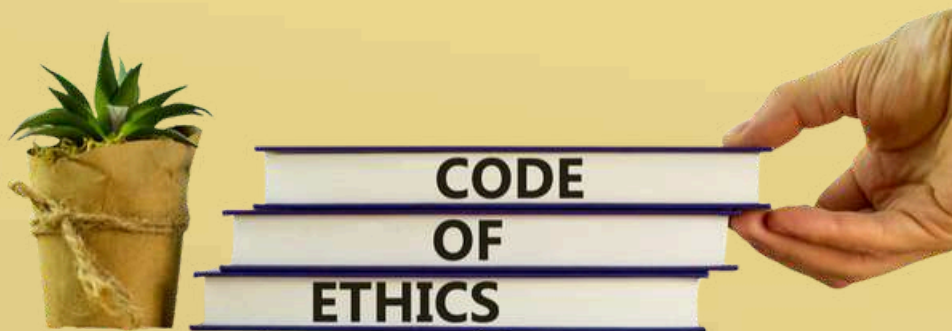
- **Multidisciplinary Learning:** Offers a flexible curriculum that enables students to choose subjects across disciplines, bridging arts, humanities, sciences, and commerce.
- **Critical Thinking Focus:** Emphasizes conceptual clarity and analytical skills over rote learning.
- **Skill & Vocational Development:** Integrates practical skills and vocational training to enhance employability and promote entrepreneurship.
- **Assessment Reforms:** Adopts continuous, competency-based evaluation for a more holistic assessment of student learning.
- **Inclusion and Equity:** Promotes equal access to quality education, addressing gender and social disparities and supporting marginalized groups, including students with disabilities.
- **Research and Innovation:** Encourages a strong research culture through dedicated centres and active student–faculty engagement in innovation.
- **Internationalization:** Enhances global exposure through academic collaborations, exchange programmes, and international partnerships.
- **Implementation:** NEP 2020 is being introduced in phases across institutions, including the University of Mumbai, laying the foundation for a more inclusive, flexible, and future-ready education system.

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Conduct and Ethics



Behavior

In our College, behavior and professionalism go hand in hand. We prioritize a culture of respect, integrity, and collaboration. Your behavior in the College is not only a reflection of yourself but also a representation of our collective commitment to excellence.

- Minimum 75% attendance in lectures in each subject is mandatory according to Ordinance No. 6086 of the University of Mumbai. Disciplinary action will be taken against students defaulting in attendance.
- Punctuality in attending lectures must be observed by students. Students must join the class within the first 05 minutes of the commencement of the lecture.
- A Notepad/Notebook and Pen must be carried by students to take down notes and instructions.
- Students are expected to be dressed appropriately during lectures.
- During offline lectures students must mute their mobile phones and during online lectures they must mute their microphones unless instructed otherwise by the faculty.
- Students must keep their camera on throughout an online class.
- In an online class, students may either type their queries in the 'Chat' window or use the option of the 'Raised Hand' feature.
- Any kind of indiscipline or use of improper language in the classroom is strictly prohibited and will warrant firm disciplinary action.

Together, let's create an environment where everyone feels valued, supported, and inspired to bring their best selves to the Institution each day.

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Conduct and Ethics

RAGGING FREE CAMPUS



Attendance

Students must attend all lectures, tutorials, and practicals as per University of Mumbai regulations, with a minimum of 75% attendance each semester. Failure to maintain the required attendance, including prolonged absence in any month, may lead to disciplinary action, including removal from the College Roll.

Discipline

Students must carry a valid Identity Card at all times; failure to do so may lead to denial of entry and loss of access to college facilities. In case of loss, a written request must be made to the Principal for a duplicate card.

Students are expected to maintain discipline, respect college property, and keep the परिसर clean. Unauthorized communication with the press regarding college matters is prohibited. Misconduct or indiscipline may result in strict action, including expulsion. Smoking, spitting, and the use of mobile phones on campus are strictly prohibited. Students must be neatly and modestly dressed, and adhere to all University rules.

ANTI – RAGGING

RAGGING IS AN OFFENCE WHICH WILL BE DEALT WITH FIRMLY, RAGGING IS PUNISHABLE UNDER THE 'MAHARASHTRA PREVENTION OF RAGGING ACT'.

The Prohibition of Ragging Act

Ragging is strictly prohibited as it violates fundamental rights and is punishable under law. As defined by the Hon'ble Supreme Court of India, ragging includes any form of verbal, written, or physical conduct that causes harassment, humiliation, psychological harm, or fear among junior students. It includes acts such as forcing juniors to perform tasks, do menial work, answer vulgar questions, view inappropriate content, or engage in activities causing physical or mental harm. Any such behavior will invite strict disciplinary action.

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Hinduja Foundation Prizes & Scholarships



- To enthuse students to excel in academics, sports and cultural activities and instill in them a spirit of healthy competition, as well as to inculcate habits of discipline and regularity, generous Prizes and Scholarships of Rs. 7.5 lakhs have been instituted by the Hinduja Foundation for every academic year. The prizes cover a broad spectrum of achievements which include:
 - Best Student of the Year Award (Female)
 - Best Student of the Year Award (Male)
 - Best Class Representative
 - Best Sportsman
 - Best Sports woman
 - Best Athlete of the College
 - Best N.S.S. Volunteer
 - Best DLLE Volunteer
 - Best N.C.C. Cadet
 - Best Student Organizer
 - Best Rotaractor
-
- Hinduja Academic Excellence Award for Consistent Performance throughout F.Y.B.Com., S.Y.B.Com., and T.Y.B.Com., and in the Self-Finance Courses; B.Com(Accounting and Finance), B.Com(Banking and Insurance), Bachelor of Management Studies, Bachelor of Mass Media, B.Sc.(Information Technology), B.Com(Financial Markets), B.Com(Transport Management) and B.Com(Investment Management)
 - The Highest Grade in Each Class
 - The Highest Marks in Each Subject
 - Outstanding Performance in Cultural Activities.



N.B.

- Repeaters and A.T.K.T. students are not eligible for scholarships and freeships.
- Only students whose attendance is satisfactory and good conduct are eligible for Hinduja Foundation Prizes and Scholarships.
- Students are eligible for the Hinduja Foundation Award provided they continue their studies in this college.
- Details of various freeships and scholarships instituted by the Government will be displayed on the college notice-board.



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STUDENT SUPPORT SERVICES



Ms. Asha Ambani
Counsellor



Office

The College Office functions from 9-30 a.m. to 4-30 p.m. on all working days.

Train & Bus Concession Forms

Students seeking train and bus concession forms are required to contact Ms. Yogita S. Humane in the College Office. Forms will be issued during office hours from 10:30 a.m. to 1:30 p.m. on all working days.

Academic Transcripts

Students requiring Academic Transcript should contact the respective staff. Forms will be issued during office hours from 10:30 a.m. to 4:30 p.m. on all working days.

Ms. Kiran S. Dikwalkar
Jr. Clerk
(Aided Section)

Ms. Yogita S. Humane
Jr. Clerk
(Self-Financing Section)

Mr. Sanjiv A. Nikam
Jr. Clerk
(Junior College)

Student Counselling Services

The College provides access to a qualified counsellor to support students' emotional well-being and personal development. Students are encouraged to seek guidance on academic, personal, or emotional concerns. All interactions are handled with strict confidentiality, ensuring a safe and supportive environment for every student. The counsellor is available on Mondays and Fridays from 11:30 a.m. to 2:30 p.m.



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INFRASTRUCTURE FACILITIES

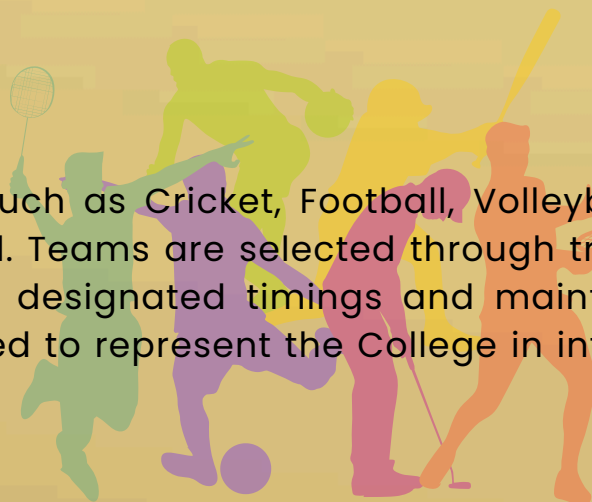


Library

The College Library is well-equipped with the latest publications in commerce, along with books of general interest, journals, periodicals, and newspapers. It is open from 7:00 a.m. to 6:00 p.m. on all working days, and access is permitted only with a valid ID card. Students must return issued books on time to avoid fines. Reference materials, question papers, periodicals, and newspapers are for reading within the library only. Maintaining silence and following library rules, as notified, is mandatory.

Gymkhana

The College provides facilities for sports such as Cricket, Football, Volleyball, Table Tennis, Chess, Carrom, and Throwball. Teams are selected through trials based on merit. Students must adhere to designated timings and maintain discipline. Selected students are encouraged to represent the College in inter-collegiate and external competitions.



Canteen

The College canteen offers hygienic food at reasonable prices.



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COLLEGE COMMITTEES



STATUTORY COMMITTEES

DLLE (Extension Work)	N.S.S.
Examinations Committee	Students' Council & Extra Curricular Activities
IQAC	Unfair Means Enquiry Committee
N.C.C	

NON- STATUTORY COMMITTEES

Academic Calendar	Marathi Mandal
Accountancy Association	Mentoring Committee
Add-on Courses	P.T.A.
Admission Committee	Placement Cell
Alumni Association	Planning and Evaluation Committee
Anti-Ragging Cell	Planning Forum
Attendance & Discipline	Prospectus
CAS Co-ordination Committee	Remedial Teaching (for Slow Learners)
CIC (College Internal Committee)	Research Cell
College Grievance Redressal Committee	Rotaract
Commerce Association	SC/ST Welfare
Counselling Centre	Selection & Prize Distribution
Faculty Welfare & Activities Co-Ordinator	Special Cell (For Students with Special Needs)
Gymkhana, Hiking And Nature Club	Student Welfare & Career Counselling
Library Committee	Study Circle (For Competitive Exams)
Literary & Debating Society	Time Table Committee
Magazine Committee	Women's Development Cell



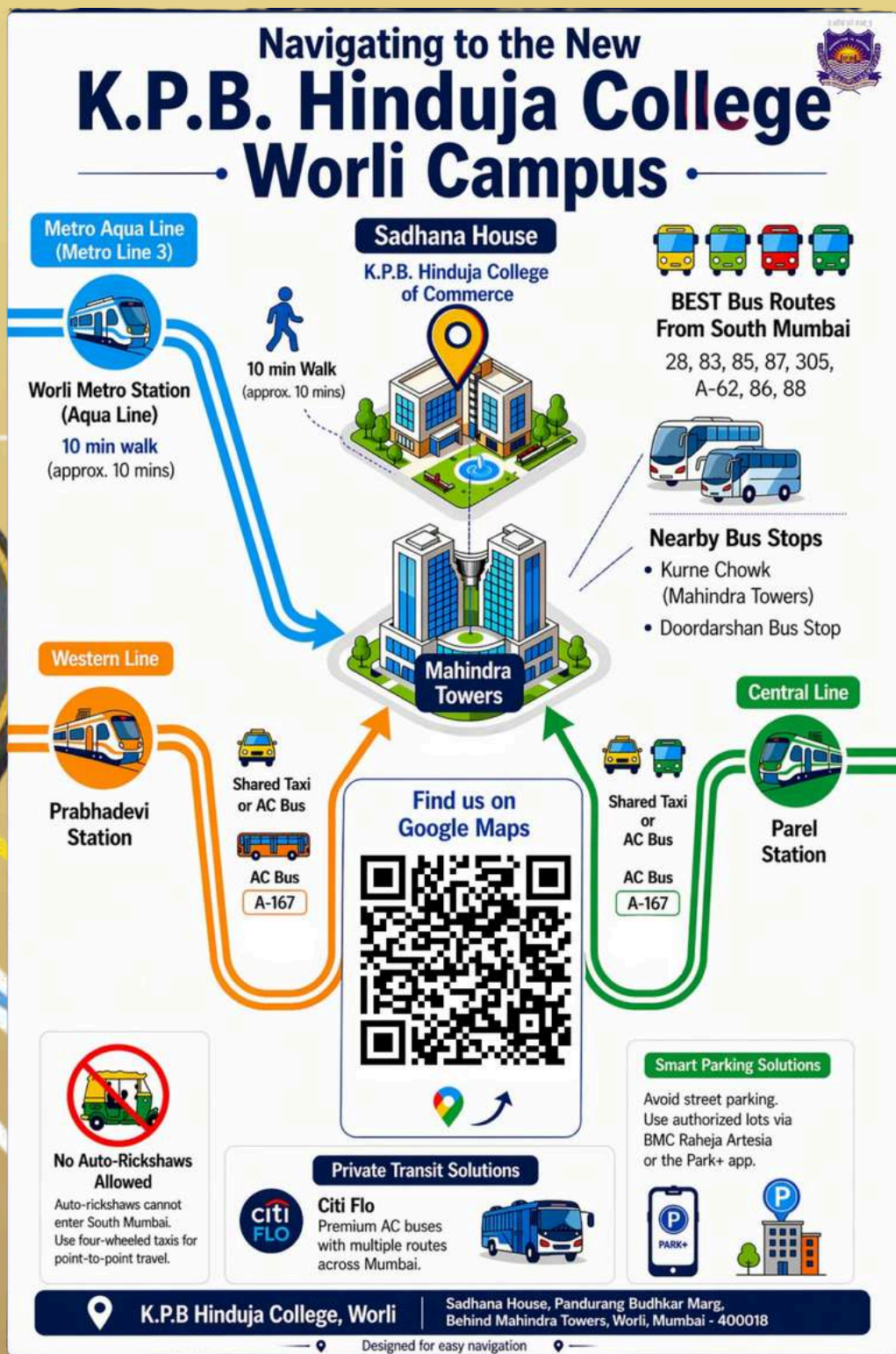
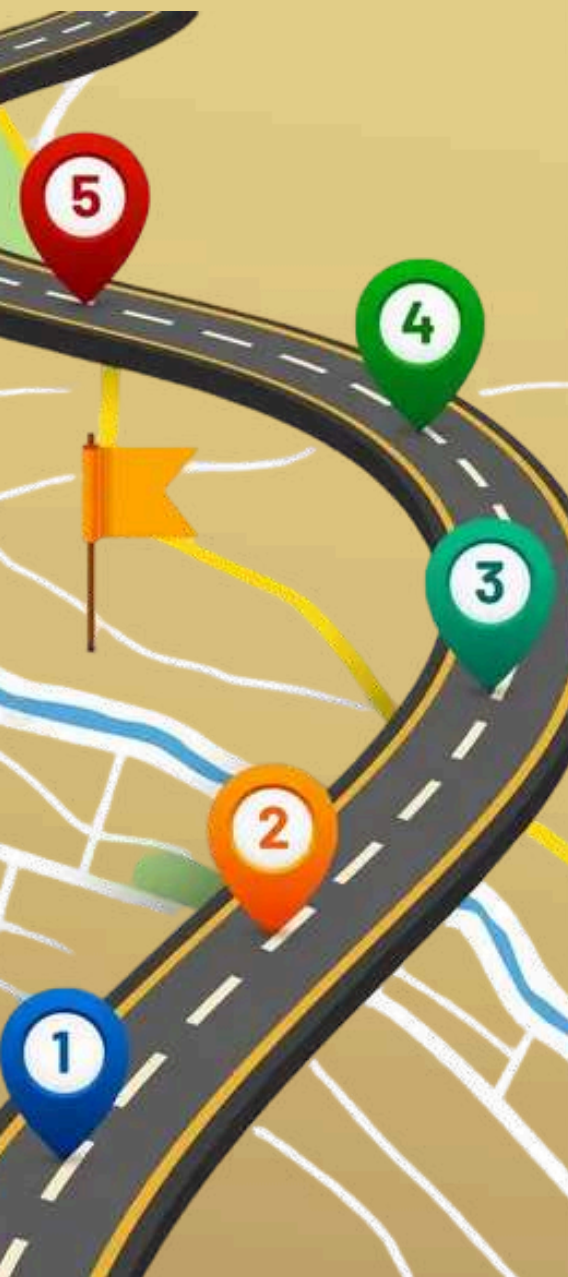
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CAMPUS LOCATION AND ACCESS

The new campus of K.P.B. Hinduja College of Commerce is located at Sadhana House, 570 Pandurang Budhkar Marg, behind Mahindra Towers, Worli, Mumbai – 400018. The campus is well-connected through multiple modes of public and private transport, ensuring convenient accessibility from different parts of Mumbai.



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BACHELORS OF COMMERCE IN LOGISTICS & SUPPLY CHAIN MANAGEMENT (BLSCM)



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KNOW YOUR PROGRAMME

B.L.S.C.M

BACHELOR OF COMMERCE IN LOGISTICS & SUPPLY CHAIN MANAGEMENT



ELIGIBILITY & PASSING CRITERIA

Candidates seeking admission to BLSCM must have passed Std. XII (or equivalent) from Arts, Science, & Commerce and Vocational Programs. All admitted students must register with the University of Mumbai.



PASSING STANDARD (NEP 2020)

Students must secure a minimum of 40% separately in both internal and external assessments to pass, with combined marks determining the final result.



CREDIT SYSTEM

The University of Mumbai has introduced the credit system in all the Central, State & Deemed learning centres in the country, under the Universities Five Year Plan.

PERFORMANCE GRADING SCALE

Marks range out of 100	Grade and Grade Description	Grade Points
90 TO 100	O: Outstanding	10
80 TO 89.99	A+ Excellent	9
70 TO 79.99	A: Very Good	8
60 TO 69.99	B+: Good	7
55 TO 59.99	B: Above Average	6
50 TO 54.99	C: Average	5
40 TO 49.99	P: Pass	4
39.99 OR BELOW	F: Fail	0

The performance grading shall be based on the aggregate performance of the Internal Assessment Test and the Semester End Examination.

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KNOW YOUR PROGRAMME

B.L.S.C.M **BACHELOR OF COMMERCE IN** **LOGISTICS AND SUPPLY CHAIN MANAGEMENT**

College examinations are compulsory for all students. No student will be granted any Scholarship, Freeship, Concession or any other similar facilities, unless among other conditions, he/she shows satisfactory performance at various examinations. Any Student found guilty of copying or using unfair means, directly or indirectly in an examination may be denied admission to any class again besides being liable for prosecution. FY/SY students will be promoted to SY/TY respectively after considering the passing standard prescribed as per the University guidelines received from time to time.

Scheme of Examination

1) Degree – Self Financed Programmes

Credit	Semester End Examinations	Internal Examinations
4	60 Marks	40 Marks
2	30 Marks	20 Marks

***NB: Internal Assessment includes tests, presentations, field-based assignments, projects , Practicals etc.

ATKT Examination: –

There will be ATKT / Repeaters examination for those who failed and Makeup Examination for those who remained Absent on Medical ground.

Revaluation & Verification: –

Rules & procedures for providing photocopies of answer books to the examinee and process of revaluation of the answer books of the examinee who apply for revaluation will be as per university circular from time to time.

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STRUCTURE OF THREE-YEAR B. COM COURSE: F.Y. BLSCM

The following tables provide details of the courses for the **Academic Year 2026-27**. Each semester, students are expected to earn a **total of 22 credits**, as per the guidelines of the Maharashtra State.

FYBLSCM					
Semester I			Semester II		
Category	Course Name	Credits	Category	Course Name	Credits
MAJOR 01	Logistics and Supply Chain Management	4	MAJOR 01	Shipping and Port Operations	4
MAJOR 02	Land and Multimodal Transport	2	MAJOR 02	Aviation Management	2
OPEN ELECTIVE 01	Business Economics	2	MINOR	Customer Service and Relationship Management	2
OPEN ELECTIVE 02	Business Mathematics	2	OPEN ELECTIVE 01	Indian Economy	2
VOCATIONAL SKILLS COURSES	Tourism Management	2	OPEN ELECTIVE 02	Business Statistics	2
SKILL ENHANCEMENT COURSE	Personality Development Skill	2	VOCATIONAL SKILLS COURSE	Facilities Management	2
ABILITY ENHANCEMENT COURSE	Effective Communication – I	2	SKILL ENHANCEMENT COURSE	Organizational Behavior and People Skills	2
VALUE EDUCATION COURSE	Sustainability and Disaster Management	2	ABILITY ENHANCEMENT COURSE	Effective Communication – II	2
INDIAN KNOWLEDGE SYSTEM	Management Lessons from Chanakya Neeti	2	VALUE EDUCATION COURSE	Ethics and CSR	2
Co-Curricular Courses	NSS/NCC/Sports/Cultural/Departmental Clubs/DLLE	2	Co-Curricular Courses	NSS/NCC/Sports/Cultural/Departmental Clubs/DLLE	2

Note:

As per the National Education Policy 2020, after completing the third year of undergraduate study, a student may opt to pursue the fourth year either as an Honours programme or as an Honours with Research specialization track, depending on their academic interests and career aspirations.

After completing the fourth year of undergraduate education, students can directly pursue a postgraduate degree by successfully completing two semesters (1 year) of advanced coursework, along with research projects in their domain of specialization.

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STRUCTURE OF THREE-YEAR B. COM COURSE: S.Y. BLSCM

SYBLSCM					
Semester III			Semester IV		
Category	Course Name	Credits	Category	Course Name	Credits
MAJOR 01	Production Procurement and Quality Management	4	MAJOR 01	Warehousing and Materials Management	4
MAJOR 02	Financial Accounting for Business Operations	4	MAJOR 02	Cost and Management Accounting	4
MINOR 01	Marketing Sales and Distribution Management	4	MINOR 01	Human Resource Management and Industrial Relations	4
Open Elective 01	Business Law and Legal Compliance	2	Open Elective 01	Customs Laws and Regulations	2
VOCATIONAL SKILL Course	Digital Tools and Technologies for Business	2	VOCATIONAL SKILL Course	Advanced Excel Techniques for Business	2
Ability Enhancement Course	Hindi - I/ Marathi - I	2	Ability Enhancement Course	Hindi - II/ Marathi - II	2
Skill enhancement course	Event Design and Management	2	Field project	Course related Industrial visits, field assignments, Experiential learning	2
Co-Curricular Courses		2	Co-Curricular Courses		2

Note:

As per the **National Education Policy 2020**, after completing the third year of undergraduate study, a student may opt to pursue the **fourth** year either as an **Honours programme** or as an **Honours with Research specialization track**, depending on their academic interests and career aspirations.

After completing the fourth year of undergraduate education, students can directly pursue a **postgraduate degree** by successfully completing **two semesters (1 year)** of advanced coursework, along with research projects in their domain of specialization.

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STRUCTURE OF THREE-YEAR B. COM COURSE: T.Y. BLSCM

The following table provide details of the courses for the Academic Year **2026-27**. Each semester, students are expected to earn a total of 22 credits, as per the guidelines of the Maharashtra State.

T.Y. BLSCM					
Semester V			Semester VI		
Category	Course Name	Credits	Category	Course Name	Credits
MAJOR 01	Fleet Operations Management	4	MAJOR 01	Supply Chain Analytics	4
MAJOR 02	Logistics Risk And Insurance Management	4	MAJOR 02	Export-Import Procedures and Documentation	4
MAJOR 03	Applied Operations Research and Project Management	4	MAJOR 03	Smart Supply Chains: AI, Automation and Digital Transformation	4
MINOR 01	Retailing and Digital Commerce	4	MINOR 01	Taxation and Personal Financial Planning	4
VOCATIONAL SKILLS COURSE	Entrepreneurship Innovation and Start-up Management	2	MINOR 02	International Business Management	2
FIELD PROJECT S (FP)	Course related Industrial visits, on field assignments etc	2	On-The-Job Training (OJT)	(Internships/family managed business etc)	4
COMMUNITY ENGAGEMENT PROJECT S (CEP)	NGO visit, serving communities, station adoption , road safety, etc	2			

Note:

As per the **National Education Policy 2020**, after completing the third year of undergraduate education, students can directly pursue a **postgraduate degree by successfully completing two semesters (1 year)** of advanced coursework, along with research projects in their domain of specialization.

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PROGRAMME DETAILS

A

Programme Overview

Name, Overview of the programme

Brief Introduction

B

Programme Details

Programme Outcomes (POs)

C

Faculty Profile

Name

Qualification Experience

Specialization Brief profile

D

Research and Publications

Areas of Research

Publications

Funded Research Projects

E

Faculty & Subject Details

BLSCM Subjects & Faculty Details

Syllabus

F

Best Practices & Future Plans

Unique initiatives of your Programme

Innovative teaching or research practices

Academic expansion

Research goals

Contact Details

- **DR.SHRADHA JAIN – Programme Coordinator**
- **shraddha.jain@hindujacollege.com**



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A. PROGRAMME OVERVIEW

About B.COM. LOGISTICS AND SUPPLY CHAIN MANAGEMENT

The three-year full-time B.Com. in Logistics and Supply Chain Management (BLSCM) programme, affiliated with the University of Mumbai, offers a comprehensive understanding of the dynamic and evolving logistics and supply chain industry. Structured across six semesters, the programme combines strong theoretical foundations with practical exposure, featuring a Major in Logistics and Supply Chain Management and a Minor in Business Management.*

Students are introduced to key areas including procurement, warehousing, inventory management, transportation, freight and fleet operations, export-import procedures, customs and trade compliance, supply chain analytics, e-commerce, and digital supply chains. The programme also integrates emerging technologies such as Artificial Intelligence, automation, and data-driven decision-making.

The teaching-learning methodology blends classroom instruction with industry interactions, expert sessions, workshops, field visits, case studies, internships, and hands-on projects, enabling students to develop practical, analytical, managerial, and problem-solving skills.*



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B. PROGRAMME DETAILS

B.L.S.C.M

Bachelor of COMMERCE in LOGISTICS and SUPPLY CHAIN MANAGEMENT

Programme Outcomes (POs)

- **PO1. Logistics and Supply Chain Knowledge:** Demonstrate comprehensive knowledge of logistics and supply chain management, including procurement, inventory, warehousing, transportation, distribution and end-to-end supply chain operations.
- **PO2. Business Management Knowledge:** Apply fundamental principles of business management, including marketing, finance, human resource management, organisational behaviour and business strategy, in diverse business situations.
- **PO3. Integrated Business and SCM Application:** Integrate logistics and supply chain concepts with business management principles to effectively plan, coordinate and manage business and supply chain activities.
- **PO4. Technology and Digital Competence:** Utilise digital technologies, data analytics, AI-enabled tools and automation to improve supply chain efficiency, decision-making and operational performance.
- **PO5. Global Trade and Compliance:** Apply knowledge of export-import procedures, customs, trade documentation, international logistics and regulatory requirements to facilitate compliant global business operations.
- **PO6. Analytical and Decision-Making Skills:** Analyse business and supply chain problems, interpret relevant data and develop effective, cost-efficient and sustainable solutions through critical thinking and managerial decision-making.
- **PO7. Professional and Leadership Skills:** Demonstrate effective communication, teamwork, negotiation, leadership and interpersonal skills required to work efficiently in logistics, supply chain and business environments.
- **PO8. Entrepreneurship and Innovation:** Develop entrepreneurial and innovative capabilities to identify business opportunities, create value and manage ventures in logistics, transportation, e-commerce, trading and related sectors.
- **PO9. Sustainable and Responsible Practices:** Apply principles of sustainability, ethical business practices and responsible resource management in logistics, supply chain and business operations.
- **PO10. Employability and Lifelong Learning:** Demonstrate professional competence and adaptability for careers in logistics, supply chain, operations and business management, while pursuing higher education, professional certifications and continuous learning.



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C. FACULTY PROFILE

**Name:**

Dr. Shradha B Jain

**Designation:**

Assistant Professor and Programme Coordinator

**Qualification:**

Ph.D, M.Phil, M.B.A (Marketing), M.Com (Accountancy), DEXIM(Gold medalist), UGC NET, SET

**Specialization**

Marketing, Entrepreneurship, Tourism and Management

**Experience:**

Over 17 years of experience in Higher Education

**Email:**

shradha.jain@hindujacollege.com



With a strong blend of academic leadership and teaching experience, Dr. Jain has made significant contributions to curriculum development, academic supervision, research, student mentoring, department administration and institutional quality initiatives. She has played an active role in conceptualising and launching several innovative academic and student-centric initiatives, including TEDx at HindujaCollege, Yuva Tourism Club, FinEco Society, and several other platforms that provide students with opportunities for experiential learning, leadership and professional development.

She has also been actively involved in organising national and international conferences, seminars, workshops, faculty development programmes and student-oriented academic initiatives, fostering a culture of continuous learning and industry-academia engagement.

A passionate researcher, Dr. Jain has 40+ research publications and presentations to her credit and has received recognition for her scholarly contributions, including Best Research Paper Awards, Best Presented Paper Award and the Best Researcher Award from K.P.B. Hinduja College of Commerce.

Her academic leadership extends across various institutional responsibilities. She has previously served as Coordinator and Assistant Coordinator for the BMS and BAMMC and BTM programmes and has contributed extensively to academic planning, programme development and institutional initiatives.

Dr. Jain believes in creating engaging, experiential and future-oriented learning environments that empower students to think critically, innovate fearlessly and translate knowledge into meaningful real-world outcomes. Her academic philosophy is rooted in the belief that education should go beyond the classroom to nurture curiosity, creativity, leadership and lifelong learning.

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C. FACULTY PROFILE

**Name:**

Dr. Karishma Mehta

**Designation:**

Academician/Commerce Professional Visiting Faculty

**Qualification:**

Ph.D., LL.B., M.COM, NET (Commerce), Qualified Company Secretary (CS), CA Final Group II cleared

**Specialization:**

Commerce, Finance, Taxation, Accounting, Law, and Mathematics

**Experience:**

12+ years of teaching experience

**Email:**

Krishmehta78@gmail.com



Dr. Karishma Mehta is a dedicated academician and commerce professional with over 12 years of teaching experience in Commerce, Finance, Taxation, Accounting, Law, and Mathematics. She holds a Ph.D., LL.B., M.Com, NET (Commerce), and is a qualified Company Secretary. She has also cleared CA Final Group II, demonstrating her strong academic and professional expertise.



With over 12 years of experience in teaching and academia, Dr. Mehta has been associated with reputed institutions including Hinduja College of Commerce & Economics, Bombay Stock Exchange, SIMSREE Institute, Wilson College, and Kishinchand Chellaram College. She has taught a wide range of undergraduate and postgraduate subjects, contributing significantly to the academic development of students.



Along with her academic expertise, she brings valuable practical industry exposure through her association with Chartered Accountant and Company Secretary firms. She has also gained corporate experience as a Compliance Officer, enabling her to connect theoretical knowledge with practical applications in the field of commerce and business.

Her strong academic background, research orientation, professional qualifications, and practical approach to teaching make her a valuable contributor to higher education and student development. She continues to contribute to the field through her teaching, academic knowledge, and professional experience.

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C. FACULTY PROFILE

**Name:**

Prof. Rahul Prakash Kadam

**Subjects taught:**

Retailing & Digital Commerce

**Educational qualifications:**

MBA in Marketing – SIMSREE (2026)

BMS Graduation – MPES College, Mumbai University (2010)

**Years of experience:**

10+ Years in Product & Sales Training (Samsung, Sony, Panasonic, Haier, Sharp, Infinite Myriads) 14+ Years of Overall Industry Experience in Sales, Marketing & Distribution

**Email:**

Rahul.kdm3@gmail.com



Prof. Rahul Prakash Kadam is a dynamic and results-oriented sales and training professional with over 14 years of multi-sector expertise across Consumer Durables and Electronics. Currently serving as Area Sales Manager at Haier India, he brings a proven track record of managing high-performing teams, key distribution accounts, and large-scale product training programs across major retail channels.

**Specialisations & Areas of Expertise**

Sales Strategy, Key Account Management, Channel Distribution & Retail Partner Training

**Key Achievement**

Successfully served as Master Trainer managing training operations across 6 branches in Maharashtra & Goa, and leading event leadership roles including Chairperson for college events at SIMSREE.

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C. FACULTY PROFILE

**Name:**

Prof. Janvi Advani

**Subjects Taught:**

Marketing, Sales and Distribution Management

**Educational Qualifications:**

Chartered Account (ICAI)

**Years of Experience:**

10+ Years in Industry

**Area of Specialization:**

Taxation- Mergers and Acquisitions

**Email:**

janviadvani@gmail.com



Prof. Janvi Advani is a seasoned Tax professional specialising in Mergers and Acquisitions Advisory. She has been actively involved in advisory for large conglomerates for corporate restructuring, consolidation, demergers, overseas jurisdiction analysis, etc. She is a qualified Chartered Accountant (ICAI) with over 10 years of industry experience and has developed strong expertise in Taxation and Mergers & Acquisitions.



With extensive professional experience, Prof. Advani has been involved in various complex advisory assignments, providing strategic insights on corporate restructuring and business transactions. Her industry exposure enables her to connect theoretical knowledge with practical applications in taxation, business and corporate management.



She currently serves as a Visiting Faculty at Hinduja College, where she teaches Marketing, Sales and Distribution Management. Her strong professional background, specialised knowledge and practical approach make her a valuable contributor to student learning and academic development, bringing relevant industry insights into the classroom.

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C. FACULTY PROFILE

**Name:**

Mr. Shadmaan A Shaikh

**Subjects taught:**

Sustainability & Disaster Management

**Educational qualifications:**

M.com, M.Phil, Mah-Set, Ph.D

**Years of experience:**

8 + years of experience

**Area of specialization:**

Accountancy & Finance

**Email:**

phd.shadmaan@gmail.com



Shadmaan A. Shaikh is a dedicated and accomplished Assistant Professor with expertise in Accountancy and Finance. He possesses strong academic credentials, including an M.Com, M.Phil, qualification in MAH-SET, and a Ph.D., demonstrating his commitment to higher education and research.



With over 8 years of teaching experience, he has developed a solid foundation in delivering quality education, mentoring students, and contributing to the academic growth of his institution. His areas of interest include financial management, accounting practices, and research-oriented studies, making him a valuable asset to the commerce and finance discipline.



He is known for his dedication, subject expertise, and ability to engage students effectively, fostering both academic and professional development.

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C. FACULTY PROFILE

**Name:**

Mr. Farhan Fayyaz Shaikh

**Subjects Taught:**

Anchoring & Public Speaking, Event Management

**Educational Qualification:**

PGDM in Marketing

**Experience:**

15 Years (Industry) Teaching (3 Years)

**Area of Specialization:**

Marketing & Communication

**Key Achievement:**

Youngest Radio Jockey

**Email:**

anchor.farhan19@gmail.com



Mr. Farhan Fayyaz Shaikh is a seasoned anchor, trainer, and entrepreneur with over 15 years of industry experience. Since 2011, he has been actively involved in hosting, training, and mentoring, bringing practical insights and high-energy engagement to the classroom.

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C. FACULTY PROFILE

**Name:**

Prof.Chiraj Jain

**Subjects taught:**

Law|Management| Communication & Public Speaking | Indirect Taxation

**Educational qualifications:**

MCOM LLB(Specialisation Taxation & IBC Laws)

**Years of experience:**

8+ Years in Teaching and 4+ Years in Industry

Area of specialization:

Legal aptitude, Communication & Public Speaking & Counselling

**Email:**

chjain12@gmail.com



Prof. Chirag Jain is an enthusiast, who with more than 8+ years in teaching has always tried to help students not only academically but also through tough emotional times or when they have a career block or are depressed in any matters of life.

Being fond of Art & Culture he relays on artistic ways of teaching by inculcating poems & philosophy to enhance Abstract & Creative Thinking.

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C. FACULTY PROFILE

**Name:**

Dr.Preeti Salecha

**Subjects taught:**

Land & Multimodal
Transport

**Educational qualifications:**

B. com in Financial
Markets
M.com in Management

**Years of experience:**

10+ years of experience

**Area of Specialization:**

Transport
Management, Financial
Markets, Marketing &
Business Management

**Email:**

preeti_salecha1990@yahoo.co.in



Dr. Preeti Salecha is an experienced Lecturer and Visiting Faculty in the Commerce stream, with teaching experience across prominent colleges in Mumbai. She has taught undergraduate and postgraduate students and has been associated with several institutions during her academic career.



She has cleared the UGC-CSIR NET examination in 2015, qualifying as an Assistant Professor. She also holds a CFP certification from FPSB India, adding to her academic and professional credentials.



Along with teaching, she has contributed to academic research through publications in UGC CARE-listed and peer-reviewed journals. She has also co-authored books, reflecting her involvement in research and academic development.

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C. FACULTY PROFILE

**Name:**

Manjula Kamath

**Subjects taught:**

Logistic & Supply chain management

**Years of experience:**

11 + Years of industry experience

**Area of Specialization:**

Logistics, Supply Chain Management, Sales, Marketing & Operations

**Email:**

mnkamath@gmail.com



With over 11 years of industry experience, Manjula Kamath has worked with reputed organizations across the logistics and wellness industries in sales, marketing, operations, and managerial roles. Her experience has helped her develop strong expertise in logistics, supply chain management, and business operations.



At TNT India Pvt. Ltd., she handled client relationships, team management, sales targets, and new business acquisition. She later worked as a Center Head at Marico's Kaya Life, managing branch operations, staff, clients, promotions, and revenue targets.



She further worked as Pan India Manager – Weight Loss Vertical at Gold's Gym, where she managed teams, launched new branches, handled promotions, streamlined operations, and drove business growth across multiple locations. Her extensive industry exposure enables her to bring valuable practical insights into logistics and supply chain management.

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C. FACULTY PROFILE



Name:

Munawar Patankar



Subjects taught:

Information Technology, Computer Applications, MIS, E-Commerce, Web Designing, Advanced Excel, Multimedia, Digital Marketing, Database Management, and Management-related IT Subjects.



Educational qualifications:

- MCA – Sikkim Manipal University
- ACEP – Aptech Certified E-commerce Programmer
- CCNA -- Cisco Certified Network Associate
- Diploma in Computer Programming



Years of experience:

Over 25+ years



Area of Specialization:

Expertise in practical and conceptual IT education with strong industry-oriented teaching methods.

- University of Mumbai Paper Chairman & Paper Setter for BMS, BTM, and BIM programs.
- Developed Online Examination Software for FYJC



Email:

munawarpats35@gmail.com



Munawar Patankar is an accomplished academic professional with over 25 years of experience in Information Technology and Computer Applications education, teaching at undergraduate and postgraduate levels



He is known for his strong conceptual approach, practical technical knowledge, and industry-oriented teaching methods across IT, management, commerce, media, and computer application program



His extensive experience as a University of Mumbai Paper Chairman and Paper Setter, along with his development of Online Examination Software for FYJC IT, reflects his significant contribution to academic excellence and modern IT education.

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C. FACULTY PROFILE

**Name:**

Prof. Ritik Jain

**Subjects taught:**

Product Quality and Procurement Management
Logistics in Insurance and Risk Management

**Educational qualifications:**

PhD Scholar (Commerce)
UGC-NET Qualified (Commerce)
– Twice

**Years of experience:**

1+ Year in Teaching
4+ Years in Industry

**Area of Specialization:**

Financial Markets, business finance &
Risk Management

**Email:**

ritik470@gmail.com



Prof. Ritik Jain is a lecturer in the world of Commerce and a portfolio management professional with expertise in financial markets, investment analysis, and risk management. He combines industry experience with academic excellence to deliver practical, research-driven, and application-oriented learning

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C. FACULTY PROFILE



Name:

Prof. Bhavin Thakkar



Subjects taught:

Corporate Finance, Financial Markets, Technical Analysis & Career Development



Educational qualifications:

Bachelor of Commerce (B.Com)| L.L.B | LL.M | Mutual Fund Distributor (ARN Certified)



Years of experience:

10+ Yeats in Teaching
8+ Years in Financial Services, Legal Research & Business Consulting



Area of Specialization:

Corporate Finance, Financial Markets, Technical Analysis, Real Estate Advisory, Legal Research & AI Applications



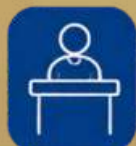
Email:

bhavinthakker95@gmail.com



Key Achievement :

Mentor to Students more than 20,000 students Across Finance and Professional Development Programs



Profile Summary:

Prof. Bhavin Thakkar is a practicing advocate at the Bombay High Court, entrepreneur, and educator with experience across law, finance, taxation, and business consulting.

As the founder of Taxfincare, he combines industry expertise with academic excellence to deliver practical, application-oriented learning. His interests include Corporate Finance, Legal Research, Artificial Intelligence, and entrepreneurship

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D. RESEARCH AND PUBLICATIONS



Research Publications

Dr. Shradha B. Jain has made significant contributions to academic research, with 40+ research papers presented and published at national and international conferences and in reputed journals, including publications with impact factors. Her research interests encompass Tourism, Marketing, Management, Education and Social Sciences, reflecting her multidisciplinary academic orientation.

She has received various Best Research Paper Awards and Best Research Paper Presenter/Best Presented Paper Awards in recognition of her research contributions. Her scholarly work also includes the conceptualisation and development of innovative research models and frameworks in areas such as Sustainable Tourism, the Indian Knowledge System and the Tourism Industry, among other contemporary themes.

Dr. Jain has authored and contributed to books and academic publications across diverse domains, including Tourism Management, Event Management, Sports Management, Entrepreneurship Management, Project Management, E-Commerce & Digital Marketing, Service Marketing, Sales & Distribution Management, Ethics and Corporate Social Responsibility (CSR), among others.

She has also successfully completed two Minor Research Projects focusing on contemporary consumer and tourism-related issues:

- Consumer Behaviour towards Organic Food
- Preferences and Factors Influencing Youngsters towards Adventure Tourism

Her research endeavours reflect her commitment to innovative, interdisciplinary and application-oriented research, with a focus on generating knowledge that is relevant to contemporary academic, social and industry needs.



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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M

BACHELOR OF COMMERCE

LOGISTICS AND SUPPLY CHAIN MANAGEMENT

FYBLSCM- SEMESTER I				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Logistics and Supply Chain Management	4	100	Ms. Manjula Kamath
MAJOR 02	Land and Multimodal Transport	2	50	Dr. Preeti Salecha
OPEN ELECTIVE 01	Business Economics	2	50	Dr Mrunaini Shringare
OPEN ELECTIVE 02	Business Mathematics	2	50	Dr. Karishma Mehta
VOCATIONAL SKILLS COURSE	Tourism Management	2	50	Dr. Shradha B Jain
SKILL ENHANCEMENT COURSE	Personality Development Skill	2	50	Ms. Seema Narendran
ABILITY ENHANCEMENT COURSE	Effective Communication I	2	50	Dr Nitin Bharaskar
VALUE EDUCATION COURSE	Sustainability and Disaster Management	2	50	Dr Shadmaan Shaikh
INDIAN KNOWLEDGE SYSTEM	Management Lessons from Chanakya Neeti	2	50	Mr. Chirag Jain
CO- CURRICULAR COURSES	Co- Curricular Courses	2	50	Dr. Shradha B Jain

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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M BACHELOR OF COMMERCE LOGISTICS AND SUPPLY CHAIN MANAGEMENT

FYBLSCM- SEMESTER II				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Shipping and Port Operations	4	100	Dr. Preeti Salecha
MAJOR 02	Aviation Management	2	50	Visiting Faculty
MINOR	Customer Service and Relationship Management	2	50	Dr. Shradha B Jain
OPEN ELECTIVE 01	Indian Economy	2	50	Dr Mrunaini Shringare
OPEN ELECTIVE 02	Business Statistics	2	50	Dr. Karishma Mehta
VOCATIONAL SKILLS COURSE	Facilities Management	2	50	Mr. Chirag Jain
SKILL ENHANCEMENT COURSE	Organizational Behavior and People Skills	2	50	Ms. Seema Narendran
ABILITY ENHANCEMENT COURSE	Effective Communication – II	2	50	Dr. Nitin Bharaskar
VALUE EDUCATION COURSE	Ethics and CSR	2	50	Visiting Faculty
CO- CURRICULAR COURSE	Co- Curricular Course (CC)	2	50	Dr. Shradha B Jain

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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M BACHELOR OF COMMERCE LOGISTICS AND SUPPLY CHAIN MANAGEMENT

SYBLSCM- SEMESTER III				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Production Procurement and Quality Management	4	100	Mr. Ritik Jain
MAJOR 02	Financial Accounting for Business Operations	4	100	Dr. Shehnaaz Nazkani
MINOR 01	Marketing Sales and Distribution Management	4	100	Dr. Shradha Jain CA Janvi Advani
OPEN ELECTIVE 01	Business Law and Legal Compliance	2	50	Mr Bhavin Thakkar
VOCATIONAL SKILLS COURSE	Digital Tools and Technologies for Business	2	50	Mr. Munawar Patankar
SKILL ENHANCEMENT COURSE	Event Design and Management	2	50	Mr. Farhan Sheikh
ABILITY ENHANCEMENT COURSES	Hindi-I/ Marathi-I	2	50	Ms. Jyoti Bharati
CO- CURRICULAR COURSE	Co- Curricular Course (CC)	2	50	Dr Shradha Jain

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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M BACHELOR OF COMMERCE LOGISTICS AND SUPPLY CHAIN MANAGEMENT

SYBLSCM – Semester IV				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Warehousing and Materials Management	4	100	Visiting Faculty
MAJOR 02	Cost and Management Accounting	4	100	Dr.Shehnaaz Nazkani
MINOR 01	Human Resource Management and Industrial Relations	4	50	Dr Shradha Jain
OPEN ELECTIVE 01	Customs Laws and Regulations	2	50	Mr Bhavin Thakkar
VOCATIONAL SKILLS COURSE	Advanced Excel Techniques for Business	2	50	Mr. Munawar Patankar
ABILITY ENHANCEMENT COURSE	Hindi- II /Marathi-II	2	50	Ms. Jyoti Bharati
FIELD PROJECTS	Field Project	2	50	Dr Shradha Jain
CO- CURRICULAR COURSES	Co-Curricular Course (CC)	2	50	Dr Shradha Jain

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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M BACHELOR OF COMMERCE LOGISTICS AND SUPPLY CHAIN MANAGEMENT

SYBLSCM – SEMESTER V				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Fleet Operations Management	4	100	Dr. Preeti Salecha
MAJOR 02	Logistics Risk And Insurance Management	4	100	Mr Ritik Jain
MAJOR 03	Applied Operations Research and Project Management	4	100	Dr. Karishma Mehta
MINOR	Retailing and Digital Commerce	4	100	Mr. Rahul Kadam
VOCATIONAL SKILLS COURSE	Entrepreneurship Innovation and Start-up Management	2	50	Dr Shradha Jain
FIELD PROJECTS (FP)	Field Project	2	50	Dr Shradha Jain
COMMUNITY ENGAGEMENT PROJECTS (CEP)	Community Engagement Project	2	50	Dr Shradha Jain

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E. FACULTY & SUBJECT DETAILS

B.L.S.C.M BACHELOR OF COMMERCE LOGISTICS AND SUPPLY CHAIN MANAGEMENT

TYBLSCM – SEMESTER VI				
Category	Course Name	Credits	Marks	Subject Teacher
MAJOR 01	Supply Chain Analytics	4	100	Visiting Faculty
MAJOR 02	Export-Import Procedures and Documentation	4	100	Visiting Faculty
MAJOR 03	Smart Supply Chains: AI, Automation and Digital Transformation	4	100	Visiting Faculty
MINOR 01	Taxation and Personal Financial Planning	4	100	Dr. Karishma Mehta
MINOR 02	International Business Management	2	50	Dr Shradha B Jain
On-The-Job Training (OJT)	On-The-Job Training (Internship)	4	100	Dr Shradha B Jain

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)



Syllabus

Smt. P. D. Hinduja Trust's
K. P. B. Hinduja College of Commerce, Mumbai
(Autonomous)

Re-accredited 'A+' Grade by NAAC



Affiliated to
The University of Mumbai

Syllabus for B.Com.
(Logistics and Supply Chain Management)
Semester I & II under NEP 2020

Programme Code: HUBLSCM



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: I		
Course/Subject: Business Economics			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Evaluation (Project and Viva Voce)
2	NA	NA	2	40 marks	60 marks
Learning Objectives: 1.To acquaint the learners with the concepts of micro-economics and understand the behaviour of consumers and producers. 2.To understand the economic principles and explore the cost structure, pricing, forecasting, demand and market analysis.					
Course Outcomes: After completion of the course, learners would be able to: CO1: To employs skills of economic theory to evaluate how time, risk, opportunity costs, and information can create incentives or disincentives for a particular decision. CO2: The learners will be equipped with the analytical tools will help the learners to analyse the real-world logistics decision making.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules		Module Title	Credits/ Lectures
1	1.1	Introduction to Microeconomics & Resource Allocation	15
		• Meaning, Scope, and Uses of Microeconomics • Limitations of Microeconomic Theory in Business • Price Mechanism and Resource Allocation • Basic Economic Problems (scarcity and resource allocation) and the Role of Logistics • Scarcity and Opportunity Cost • Production Possibility Curve (PPC) as a Decision-Making Tool	
	1.2	Demand and Elasticity Analysis	
		• Demand: Meaning and Factors Influencing Demand • Elasticity of Demand: • Price, Income, Cross, Promotional, and Service Elasticity • Managerial Use of Elasticity in Logistics Pricing & Forecasting • Practical Applications in Freight, Transport & 3PL Sectors	
2	2.1	Demand Forecasting and Cost Analysis	15
		• Demand Forecasting: Importance & Techniques (e.g., Moving Average, Trend Analysis) • Types of Costs: Fixed, Variable, Total, Marginal, Opportunity • Revenue Concepts: Total Revenue, Average Revenue, Marginal Revenue • Economies of Scale and Cost Efficiency in Large-Scale Logistics Operations	
	2.2	Market Structures and Logistics Strategy	
		• Features of Major Market Structures: - o Perfect Competition, Monopoly, Duopoly, Oligopoly • Pricing and Output Decisions in Different Structures • Competitive Behavior in the Logistics Industry (e.g., courier, shipping, warehousing sectors) • Government Regulation and Role in Ensuring Competitive Logistics Markets	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books:

1. Duffie, D., Dynamic Asset Pricing Theory, Princeton: Princeton University Press.
2. Bjork, T., Arbitrage Theory in Continuous Time, Oxford: Oxford University Press.
3. Kreps, David (1992), A Course in Microeconomic Theory, Eastern Economy Edition, Prentice Hall of India.
4. Mas Collé "Microeconomics Theory".
5. H.L. Ahuja, "Principles of Micro-Economics", S. Chand Publication.
6. M.L. Jhingan, Advanced Economic Theory, 14th edition.
7. Robert Pindyck, "MicroEconomics", 8th edition, Pearson.
8. Geoffrey "Advanced Micro-Economics", 3rd edition, Prentice Hall.
9. "The Handbook of Logistics and Distribution Management : Understanding the Supply Chain", Alan Rushton, Phil Croucher and Dr. Peter Baker, 7th Edition.
10. D. M. Mithani – Managerial Economics
11. Dominick Salvatore – Microeconomics: Theory and Applications
12. H.L. Ahuja – Advanced Economic Theory (Microeconomic Analysis)
13. Geetika, Piyali Ghosh, Purba Roy – Managerial Economics
14. Koutsoyiannis – Modern Microeconomics
15. Case Studies from Indian logistics firms (online reports, business newspapers, NITI Aayog logistics reports)





SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: I		
Course/Subject: Business Mathematics			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 hours(30 lectures)	NA	NA	2	20 marks	30 marks

Learning Objectives:

By the end of this course, students will be able to apply fundamental mathematical concepts and techniques to solve practical business problems. They will understand and use basic arithmetic operations, percentages, and ratios in various business contexts, analyze and interpret financial statements, apply principles of interest calculations, and utilize linear equations and inequalities for cost, revenue, and profit analysis. This course aims to equip students with the mathematical foundations necessary for their future studies and careers in business, enhancing their analytical and problem-solving skills.

Course Outcomes:

CO1: Students will demonstrate proficiency in basic arithmetic operations, percentages, and ratios, applying these skills accurately in various business scenarios.

CO2: Students will apply principles of simple and compound interest to evaluate different financial scenarios, understanding the impact of interest rates on business finances.

CO3: Students will use linear equations and inequalities to model and solve business problems related to cost, revenue, and profit analysis, enhancing their ability to make data-driven decisions..

CO4: Students will formulate and solve linear programming problems to optimize business resources and operations, demonstrating the ability to identify and implement the best strategies for maximizing efficiency and profitability.

CO5: Students will effectively communicate quantitative findings through reports

CO6: To equip students with the mathematical foundations necessary for their future studies and careers in business, enhancing their analytical and problem-solving skills.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Unit 1: Fundamentals of Ratios, Proportions, Commissions, and Brokerage	20
	1.1	Ratios and Proportions • Definition and properties of ratios • Simplifying ratios • Direct and inverse proportions • Applications of ratios and proportions in business scenarios	
	1.2	Commissions and Brokerage • Understanding commission: Definition and types • Calculating commission in sales transactions • Brokerage: Definition and types • Calculating brokerage in various contexts Real-world applications and case studies	
2		Interest Calculations ,Profit & Loss and Linear Equations	10
	2.1	• Simple Interest- Definition and formula for simple interest,Calculating interest and amount for different time periods and rates,Applications in loans and savings • Compound Interest-Definition and formula for compound interest,Calculating compound interest for different compounding periods. • Profit and Loss- Basic concepts of cost price, selling price, and marked price,Calculating profit and loss,Percentage profit and loss,Discount calculations	
	2.2	Linear Equations • Introduction to linear equations • Solving single-variable linear equations • Applications in business scenarios (e.g., break-even analysis, cost-revenue models) • Graphical representation of linear equations	

Reference Books:

- Verma, Rajesh. Business Mathematics and Statistics. New Delhi: Ane Books Pvt. Ltd.
- Sancheti, D.C., and Kapoor, V.K. Business Mathematics. New Delhi: Sultan Chand & Sons.
- Mizrahi, Abe, and Sullivan, Michael. Mathematics for Business and Social Sciences. Hoboken, NJ: Wiley.
- Thukral, J.K. Business Mathematics. New Delhi: Taxmann Publications Pvt. Ltd.
- Singh, J.K. Business Mathematics. Mumbai: Himalaya Publishing House.
- Budnick, Frank S. Applied Mathematics for Business, Economics and the Social Sciences. New York: McGraw-Hill Education.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: I		
Course/Subject: Effective Communication-I			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2	NA	NA	2	20 marks	30 marks
Learning Objectives: • To enhance language proficiency by providing adequate exposure to written language; literary, scientific, technical writing, journalism, management, commerce, psychology, blogs. • To orient the learners towards reading, writing and other functional aspects of language • To provide the building blocks in order to increase the range of grammar, lexical resource, cohesive devices and through a variety of exercises. • To develop the skills of diplomacy through the ability to communicate effectively and independently in English.					
Course Outcomes: CO1: Learners will possess the proficiency to understand and interpret written language from different perspectives CO2: Enhanced proficiency of learners in reading for identifying functional aspects of interpretation and expression and of language. CO3: Learners will have acquired a higher level of proficiency in the nuanced skills of reading and writing that will help them be effective communicators. CO4: Learners will have developed the skill diplomacy through good reading and writing skills of communication in the English language.					



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Communication	8
	1.1	The Concept of Communication: Definition, Process, Feedback, The Impact of Technological Advancements on Communication, Communication as a Key Concept in Corporate and Global Communication	
	1.2	Barriers to Communication: Physical, Semantic, Language, Socio-cultural, Psychological Barriers Ways to Overcome Barriers to Communication	
	1.3	Methods and Modes of Communication: 1.3.1 Verbal and Non-Verbal Communication 1.3.2 Characteristics of Verbal Communication 1.3.3 Characteristics of Non-Verbal Communication (Body Language)	
	1.4	Channels and Objectives: 1.4.1 Formal, Informal 1.4.2 Vertical, Horizontal, Diagonal, Grapevine 1.4.3 Information, Advice, Orders, Instructions, Persuasion, Motivation, Educational, Warnings	
2		Writing Competencies	14
	2.1	Letters (Emails)	
		2.1.1 Letters of Inquiry, Invitation and Thank you Letters, Letters of Complaint 2.1.2 Application for information under RTI	
	2.2	Essay and Paragraph Writing (Grammar/Editing)	
		2.2.1 Samples through reading comprehension 2.2.2 Developing an idea using appropriate devices of coherence and cohesion 2.2.3 Basic Language: Vocabulary and Grammar 2.2.4 Self-Editing: First draft, Revision, Proofreading (Using spell checker/Grammarly or similar software)	

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Reference Books:

1. Communication Skills" by Sanjay Kumar and Pushp Lata.
2. Communication Skills for Professionals" by Konar N.
3. Communication Skills" by Peter Simon.
4. Ashley, A (1992) A Handbook of Commercial Correspondence, Oxford University Press.
5. Bahl, J.C. and Nagamia, S.M. (1974) Modern Business Correspondence and Minute Writing.
6. Balan, K.R. and Rayudu C.S. (1996) Effective Communication, Beacon New Delhi.



Communication Skills



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: I		
Course/Subject: Land and Multimodal Transport			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2 lectures/ 60 mins each	NA	NA	2	20 marks	30 marks

Learning Objectives:

This course aims to equip students with an understanding of India's land transport systems—road, rail, and multimodal—and their critical role in national logistics. Students will explore the structure, operations, regulatory framework, modernization initiatives, and intermodal integration strategies that facilitate seamless cargo and passenger movement.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Classify and evaluate India's road and rail infrastructure in terms of design, classification, and management.

CO2: Analyze challenges, modernization efforts, and regulatory aspects of rail and road transport.

CO3: Understand and apply the principles of multimodal transport, including containerization, documentation, and intermodal integration.

CO4: Examine the legal, economic, and logistical impact of multimodal systems on trade and logistics in India.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1	1.1	Road Transport- Infrastructure and Management	9
		• Indian Road Network: History, classification (National Highways, State Highways, Rural Roads), Key stakeholders. • Golden Quadrilateral, North-South and East-West Corridors: Major routes and strategic relevance. • Infrastructure Development: Construction methods, maintenance practices, funding mechanisms, public-private partnerships (PPP), challenges. • Traffic Management: Principles of road engineering, congestion management, Motor Vehicles Act, Intelligent Transport Systems (ITS). • Road Safety: Accident causes, safety measures, role of design and enforcement. • Policy and Regulation: Overview of key regulatory bodies and their role in infrastructure planning and implementation	
	1.2	Railway Transportation	
		• History and Structure: Evolution of Indian Railways, zone classification, network structure, key stakeholders (Ministry of Railways, IRCTC, RPF). • Infrastructure and Operations: Track types, signalling system, rolling stock (locomotives, wagons), station classification and management, special trains, station facilities and services. • Railway Services and Regulation: Passenger and freight services, pricing/tariff structures, safety and operational guidelines. • Challenges and Modernization: Overcapacity, aging infrastructure, high-speed rail initiatives, station redevelopment. • Future Trends: Innovations like smart ticketing, hyperloop potential, maglev trains, modernization plans.	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

2	Multimodal Transport	
	• Concept and Importance: Definition and advantages of multimodal over single-mode transport; its strategic importance for India. • Components of Multimodal Transport: Role of roads, rail, inland waterways, coastal shipping, air, and pipeline systems in cargo movement. • Logistics and Intermodality: • Role of Inland Container Depots (ICDs), Container Freight Stations (CFS), RORO, and intermodal terminals. • Containerization: Standardized containers, types, benefits. • Regulatory Framework and Documentation: • Overview of the Multimodal Transportation of Goods Act (1993). • Role and liability of Multimodal Transport Operators (MTOs). • Multimodal Transport Document (MTD), Electronic Data Interchange (EDI). • Impact and Integration: Contribution to trade facilitation, industrial growth, and integrated logistics planning.	



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Reference Books:

- 1.S.L. Bhandari – Transport Infrastructure in India
- 2.K.N. Jena – Transport Management
- 3.G.R. Deshpande – Railway and Road Transport Management
- 4.L.C. Sharma – Multimodal Transport System
- 5.Khanna & Justo – Highway Engineering
- 6.Raghuram G. & Rekha Jain – Infrastructure and Logistics: An Introduction
- 7.Sople V.V. – Logistics Management: The Supply Chain Imperative
- 8.Indian Railways Yearbook / Ministry of Road Transport Reports
- 9.Government Publications:
- 10.Multimodal Transportation of Goods Act, 1993
- 11.National Logistics Policy (GoI, 2022)
- 12.Bharatmala & Sagarmala Project Reports

Online Resources:

- 1.MoRTH (Ministry of Road Transport and Highways): <https://morth.nic.in>
- 2.Indian Railways Portal: <https://indianrailways.gov.in>
- 3.National Logistics Portal: <https://logistics.gov.in>
- 4.NITI Aayog Logistics Reports
- 5.Research from TERI, RITES, and IRT





SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: I		
Course/Subject: Logistics and Supply Chain Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures/60 mins each	NA	NA	3	40 marks	60 marks
Learning Objectives: 1. Understand the fundamental concepts of logistics and supply chain management (LSCM). 2. Apply various logistics functions, including warehousing, transportation to real-world scenarios. 3. Align strategies with business objectives, optimize logistical networks, and manage inventory effectively. 4. Identify risks, apply sustainable practices, and manage global supply chains effectively.					
Course Outcomes: After completion of the course, learners would be able to: CO1: Possess a comprehensive understanding of LSCM principles and practices. CO2: Develop effective strategies for improving supply chain efficiency and responsiveness. CO3: Contribute to the development and implementation of sustainable supply chain practices. CO4: Evaluate the challenges and opportunities associated with managing global supply chains, including cross-border logistics.					

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DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Logistics and Supply Chain Management	15
	• The World of Logistics: Definition, objectives, scope, importance and functions of Logistics and Supply Chain Management (SCM) in the global economy. • Evolution of Logistics and Supply Chain Management: Evolution of logistics, comparison between Logistics and SCM, logistics value chain. • Logistics Service Providers: Introduction to 3PL, 4PL, 5PL and Reverse Logistics. • Components of a Supply Chain: Roles of suppliers, manufacturers, distributors, retailers and customers in the flow of materials, information and finances; concept of Extended Enterprise and Bullwhip Effect. • Types of Supply Chains: Lean, Agile and Hybrid Supply Chains (Introductory Concepts).	
2	Supply Chain Design and Planning	15
	• Supply Chain Strategy: Aligning supply chain strategy with business objectives, competitive strategies, and supply chain drivers (Facilities, Inventory, Transportation, Information, Sourcing and Pricing). • Supply Chain Network Design: Logistics network, importance and objectives of network design, network analysis, transportation network options and facility location decisions. • Demand Forecasting: Meaning, importance, qualitative and quantitative forecasting methods. • Inventory Management: Meaning, objectives, inventory costs, inventory control techniques, Economic Order Quantity (EOQ), Reorder Level and Safety Stock (basic concepts and numerical problems). • Supplier Relationship Management (SRM): Retailer-supplier partnership, vendor selection, vendor evaluation and vendor management.	
3	Supply Chain Execution and Control	
	• Warehousing: Meaning, objectives, functions, types of warehouses, warehouse layout (basic concepts) and fulfilment centres. • Transportation Management: Principles and participants in transportation, functions of transportation, modes of transport, intermodal transportation, transportation planning, transportation documentation (basic introduction), optimization strategies and factors influencing transportation decisions. • Digital Technologies in Logistics and SCM: Role of Information Technology in SCM, Enterprise Resource Planning (ERP), Internet of Things (IoT), Artificial Intelligence (AI), Automation and Blockchain in Supply Chain Management.	

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DETAILED SYLLABUS

4	Advanced Topics and Future Trends	15
	• Supply Chain Risk Management: Meaning, sources and types of risks, risk identification, assessment, mitigation strategies and case studies of supply chain disruptions. • Sustainability in Logistics and SCM: Environmental impact of supply chain operations, Sustainable Supply Chain Management, Green Logistics and Circular Economy concepts. • Global Supply Chain Management: Challenges and opportunities in global supply chains, cross-border logistics, and an introduction to Incoterms. • Supply Chain Performance Measurement: Introduction to Key Performance Indicators (KPIs), inventory turnover, fill rate, on-time delivery and perfect order concept. • Contemporary Trends and Case Studies: Emerging trends in Logistics and Supply Chain Management with industry case studies.	

Reference Books:

1. Chopra, Sunil, and Meindl, Peter. Supply Chain Management: Strategy, Planning, and Operation. Pearson Education.
2. Bowersox, Donald J., Closs, David J., Cooper, M. Bixby, and Bowersox, John C. Supply Chain Logistics Management. McGraw Hill Education.
3. Christopher, Martin. Logistics and Supply Chain Management. Pearson Education.
4. Rushton, Alan, Croucher, Phil, and Baker, Peter. The Handbook of Logistics and Distribution Management. Kogan Page.
5. Sople, Vinod V. Logistics Management: The Supply Chain Imperative. Pearson Education.
6. Ballou, Ronald H. Business Logistics and Supply Chain Management. Pearson Education.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>		SEMESTER: I Management Lessons from Chanakya Neeti			
Course/Subject: Management Lessons from Chanakya Neeti		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 hours (30 lectures)	NA	NA	2	20 marks	30 marks

Learning Objectives: This course delves into the timeless wisdom of Chanakya, an ancient Indian philosopher, economist, and royal advisor, whose teachings are compiled in the "Chanakya Neeti." The course aims to provide an in-depth understanding of Chanakya's principles and their application in various aspects of life, including governance, ethics, personal development, and leadership.

1. Gain a comprehensive understanding of Chanakya's life, works, and philosophy.
2. Analyze the key principles and teachings of Chanakya Neeti.
3. Apply Chanakya's strategies to contemporary issues in governance, management, and personal development.
4. Develop critical thinking skills and ethical decision-making abilities based on ancient wisdom.

Course Outcomes:

CO1: Understand and Articulate Core Principles of Chanakya

CO2: Integrate Chanakya's teachings on ethics, governance, leadership, strategy, and decision-making into modern management practices and make informed decisions.

CO3: Develop Holistic Management Skills: Exhibit proficiency in wealth creation, resource management, social organization, and personal development, applying Chanakya's principles to achieve a balanced approach to professional and personal life.

CO4: Utilize Chanakya's strategic planning, risk management, and problem-solving frameworks to analyze and resolve real-world business challenges, fostering innovative solutions and sustainable practices.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	MUnits	Module Title	Credits/ Lectures
1	1.1	• Introduction to Chanakya Neeti- Overview of Chanakya's life and work, Historical context and Significance, Key Principles of Chanakya Neeti • Ethics, Governance and Statecraft- Principles of good Governance, duties and responsibilities of ruler, Administration and policy making, Chanakya's teaching on ethics and governance, balancing personal gain with social good, Chanakya's view on dharma(duty) and karma(action)	15
	1.2	• Leadership and Power Dynamics- Qualities of an effective leader, Ethical leadership and integrity, Chanakya's view on leadership and power, Building and maintaining relationships. • Strategy and Tactics- Strategic Planning, long term v/s short term planning, risk management and contingency planning, Lessons from historical battles and conflicts, Chanakya's approach to strategy and tactics, Applying Chanakya's principles to modern scenarios (case study)	
2	2.1	• Decision Making and Problem solving- Chanakya's decision making framework, effective communication and negotiation tactics, Building alliances and partnerships, Moral and Ethical consideration in decision making. • Wealth Creation- Principles of wealth creation and management, Budgeting and resource allocation, Financial prudence and investment strategies	15
	2.2	• Social Structure- Chanakya's view on social hierarchy and organization, Principles of family management and relationships, Role of women and gender dynamics • Personal Development and Legacy- Chanakya's insight on health and wealth, balance between physical, mental and spiritual health, practices for a healthy balanced life, Chanakya's wisdom on personal growth and legacy, Applying Chanakya's principles to personal life.	

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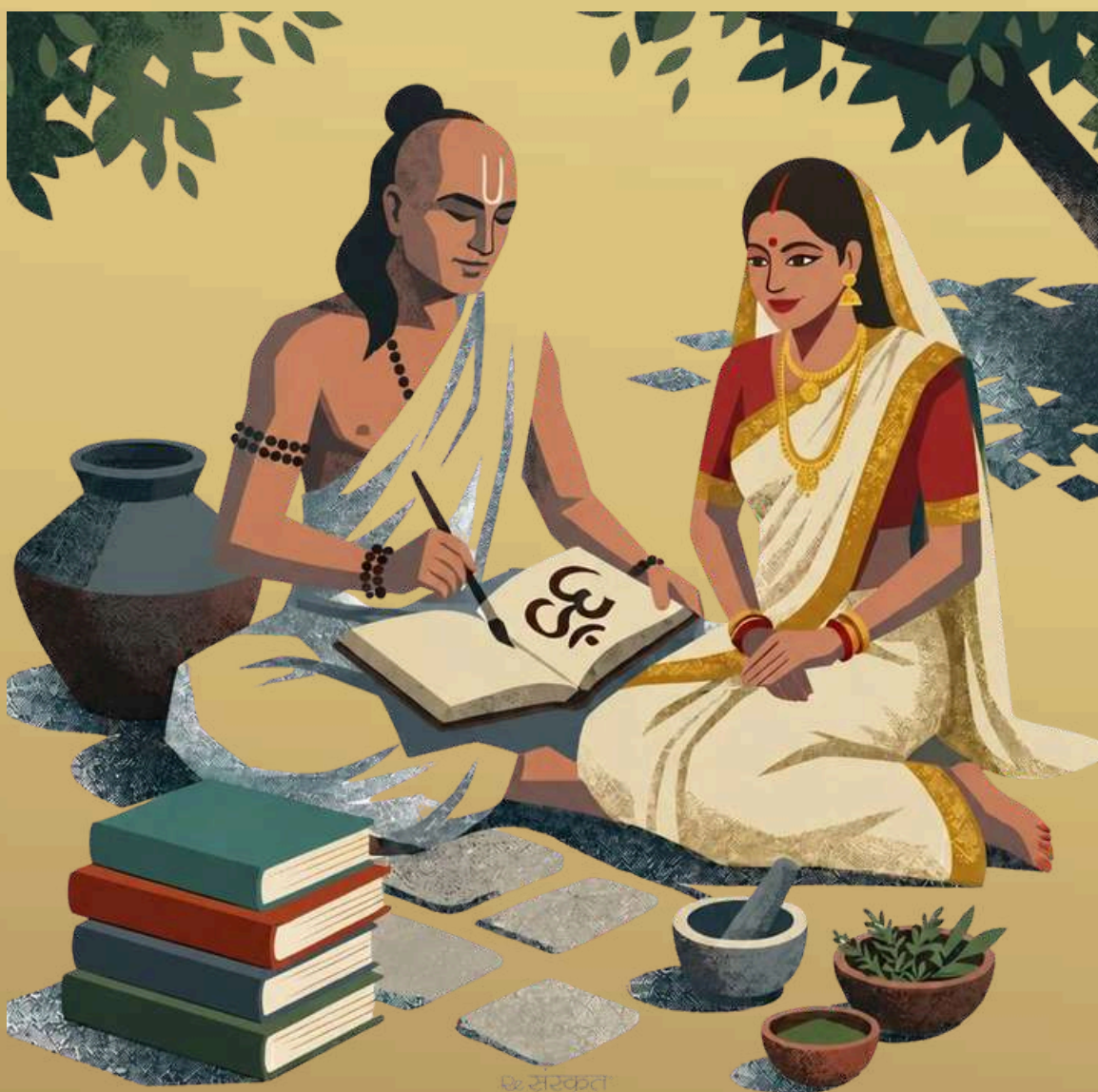
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. "Chanakya: The Master Statesman" by Deepa Agarwal
2. "Chanakya Neeti" by B.K. Chaturvedi
3. "Chanakya's 7 Secrets of Leadership" by D.Sivanandhan and Radhakrishnan Pillai –
4. "Chanakya's Chant" by Ashwin Sanghi
5. "Chanakya in You" by Radhakrishnan Pillai
6. Complete Chanakya Neeti by R.P. Jain: A Comprehensive Guide to Chanakya's Teachings
7. Corporate Chanakya, Radhakrishnan Pillai
8. Complete Chanakya Neeti, Acharya Sharma



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: I		
Course/Subject: Personality Development Skills			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 mins	NA	NA	2	20 marks	30 marks
Learning Objectives: This course aims to develop students' self-awareness, interpersonal competence, and professional skills required for personal and career success. It focuses on enhancing emotional intelligence, critical thinking, communication, leadership, and time management while fostering resilience, ethical behaviour, and lifelong learning. The course also prepares students to build a strong professional identity and confidently navigate academic, workplace, and digital environments.					
Course Outcomes: CO1: Develop self-awareness, emotional intelligence, and a positive mindset for personal and professional growth. CO2: Apply critical thinking, problem-solving, communication, and leadership skills in diverse situations. CO3: Demonstrate effective time management, resilience, goal-setting, and continuous self-improvement practices. CO4: Build career readiness through digital literacy, professional networking, résumé preparation, and interview skills.					



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1	1.1	- Understanding Yourself- The concept of personality and its components, Concept of Johari Window, Self-awareness and self-esteem, Discovering personal values and strengths (SWOT Analysis), Overcoming limiting beliefs - Health and Well-Being- Importance of Physical and Mental Health, Developing Healthy Habits. - Emotional Intelligence- Components of Emotional Intelligence, Understanding and managing emotions, Strategies to Improve Emotional Intelligence,	15
	1.2	- Critical Thinking and Problem Solving- Elements of Critical Thinking, Identifying and analyzing problems , Problem-Solving Strategies, Decision-Making Processes, Creative thinking and brainstorming - Effective Communication Skills- Verbal and non-verbal communication, Active listening techniques, Professional writing skills Presentation Skills - Preparing and delivering presentations- Visual aids and public speaking tips - Leadership Skills- Different leadership styles, Developing leadership qualities, Leading by example	
2	2.1	- Time Management and Productivity- Time management techniques and tools, Prioritization and goal setting, Overcoming procrastination, Balancing personal and professional life - Stress Management and Resilience- Identifying Sources of Stress, Stress Management Techniques, Building Resilience and Coping Mechanisms - Goal Setting and Motivation- Setting SMART Goals, Intrinsic vs. Extrinsic Motivation, Developing a Personal Vision and Mission Statement and professional goals	15
	2.2	- Reflection and Continuous Improvement- Reflective Practices, Lifelong Learning and Continuous Improvement, Developing a Personal Development Plan - Digital Literacy and Professional Online Presence- Navigating Digital Spaces Safely, Building a Professional Online Profile, Building profile on Professional Platforms (e.g., LinkedIn, etc) - Career Planning and Development- Exploring career paths in logistics and SCM, Resume writing and interview skills, Internship and Job Search Strategies, Professional development resources	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books :

1. RLussier, R. N. (2019). Management Fundamentals: Concepts, Applications, and Skill Development. SAGE Publications.
2. Dessler, G. (2018). Human Resource Management. Pearson.
3. Greenberg, J., & Baron, R. A. (2019). Behavior in Organizations: Global Edition. Pearson.
4. "Organizational Behavior" by Stephen P. Robbins and Timothy A. Judge
5. "Organizational Behavior: Improving Performance and Commitment in the Workplace" by Jason A. Colquitt, Jeffery A. LePine, and Michael J. Wesson

ORGANIZATIONAL BEHAVIOR



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.LS.C.M		SEMESTER: I Tourism Management			
Course/Subject: Tourism Management		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 hours (30 lectures)	NA	NA	2	20 marks	30 marks

Learning Objectives:

The course aims to provide students with a foundational understanding of tourism and its significance in the global economy. It introduces the key concepts, components, and stakeholders of the tourism industry while familiarizing learners with India's tourism potential, sustainable practices, and emerging industry trends. The course also develops practical skills in destination analysis, itinerary planning, and tourism marketing.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Demonstrate an understanding of the concepts, scope, significance, and key components of tourism, including the roles of major stakeholders in the tourism industry.

CO2: Analyze India's tourism potential, government initiatives, emerging trends, sustainable tourism practices, and the influence of technology on tourism development.

CO3: Evaluate tourist destinations using the 4A's framework and design travel itineraries to meet the needs of different tourist segments.

CO4: Apply tourism marketing principles to develop promotional strategies for tourism products and destinations, integrating digital tools to enhance the overall tourist experience

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1	1.1	Introduction to Tourism & Tourist Behavior Definition, Evolution, Features, Scope, Importance Classification & Types of Tourism, Purposes of Travel Impacts of Tourism (Positive & Negative) Key Stakeholders and their Roles Types of Tourists, Tourist Typologies (Cohen, Plog) Travel Motivation (Push-Pull Theory), Tourism Demand and Supply Factors Influencing Travel Behavior, Changing Travel Trends in India	15
	1.2	Components of Tourism – The 4 A's • Attraction: Meaning, Types, Criteria for Effective Management, Innovations • Accommodation: Types & Classification, Booking Systems, Trends • Accessibility: Transport Systems, Contribution of Indian Railways • Amenities & Activities: Activities and Facilities, Role in Destination Experience	
2	2.1	India as a Tourism Destination • Major Tourist Circuits in India (e.g., Golden Triangle, Buddhist Circuit) • Government Campaigns: Incredible India, Dekho Apna Desh etc • Role of Tourism Organizations: Ministry of Tourism, ITDC, IATO, State Boards • Challenges & Opportunities in Indian Tourism • Case studies of successful destinations (e.g., Kerala, Rajasthan, Goa)	15
	2.2	Tourism Marketing & Distribution Tourism Marketing Mix (7Ps) Destination Image, Tourism Product ·Tourism Destination Lifecycle, Destination Management Strategies, ·Itinerary- Meaning, Types, Designing Itinerary for Tourist STP (Segmentation, Targeting, Positioning) in Tourism Tour Operators & Travel Agents: Types, Roles & Functions Travel Formalities and Documentation	
	2.3	Sustainable Tourism, Technology & Emerging Trends ·Sustainable Tourism: Triple Bottom Line, Sustainable Practices ·Crisis Management in Tourism: Types, Risk Management Strategies, Case study ·Role of Technology: – impact on tourism operations and customer experience OTAs, Travel Apps, Virtual Tours, , emerging new technology in tourism ·New Trends: Experiential Tourism, Heritage Walks, Smart Tourism Future of Tourism: Innovation, Careers, Digital Transformation	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

- 1. "Travel and Tourism: An Introduction" by Gary K. V. and Mike M.
- 2. "Tourism Management: An Introduction" by Clare Weeden and Michael M. Smith
- 3. "Marketing for Tourism" by Philip T. Kotler and John T. Bowen
- 4. "Tourism: Principles, Practices, Philosophies" by Charles R. Goeldner and J. R. Brent Ritchie
- 5. "Tourism: An Introduction" by David Weaver and Laura Lawton



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – I

PROGRAM(s): F.Y.B.LS.C.M		SEMESTER: I Sustainability and Disaster Management			
Course/Subject: Sustainability and Disaster Management		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 hours (30 lectures)	NA	NA	2	20 marks	30 marks

Learning Objectives:

This course provides an in-depth understanding of environmental management, focusing on the interaction between business activities and the environment. It covers essential topics such as ecosystem concepts, resource management, environmental degradation, regulatory frameworks, sustainability, and disaster management. The course aims to equip students with the knowledge and skills necessary to develop sustainable business practices and manage environmental impacts effectively.

Course Outcomes:

- CO1-** Students will understand the fundamental concepts of the environment, enabling them to appreciate the complexity and interdependence of natural systems.
- CO2-** Students will be able to classify different types of resources, assess their importance, and apply principles of resource conservation and management in various contexts.
- CO3-** Analyze Environmental Degradation and Regulatory Compliance, ensuring business compliance with environmental laws.
- CO4-** To develop and implement sustainable development goals and corporate sustainability management strategies in business practices.
- CO5-** Understand disaster management phases, preparedness, and recovery.
- CO6-** Apply sustainable supply chain practices and evaluate case studies of successful sustainable business models.

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DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Environment Management	15
	1.1	• Environment and Ecosystem • Natural Resources- Importance, Classification/types, Resource conservation, Resource Management. • Environmental Degradation- Meaning, Causes, Types, Effects, Impact of business activities on Environment, Remedies and Suggestions	
	1.2	• Regulatory Framework and Compliance- Climate Change, Carbon Emission, Carbon Credit, Environmental Regulations and Standard for business, Role of Government and International Bodies, Environment (Protection) Act, 1986, ESG • Environmental Audit-Meaning, scope, benefits, Process of environmental audit, methods of assessing environmental impact	
2	2.1	• Sustainability- meaning, Importance, four pillars, five P's of sustainability, Triple Bottom Line • Sustainability Development and Management- Meaning, Components of sustainability development, Sustainable Development Goals, future opportunities and challenges of sustainability, Corporate Sustainability Management, Sustainable practices in business • Waste Management, 3 R's of Waste Management, Green business model and Strategies, Circular Economy	
	2.2	• Disaster Management- Meaning, Types(Natural and Manmade), Impact, Importance of disaster management, phases of disaster management, Disaster Preparedness, Disaster Recovery. • Innovation and Future Trend- Emerging technology in sustainable management, future trends and challenges, Sustainable supply chain practices, Green Logistics, Case studies	

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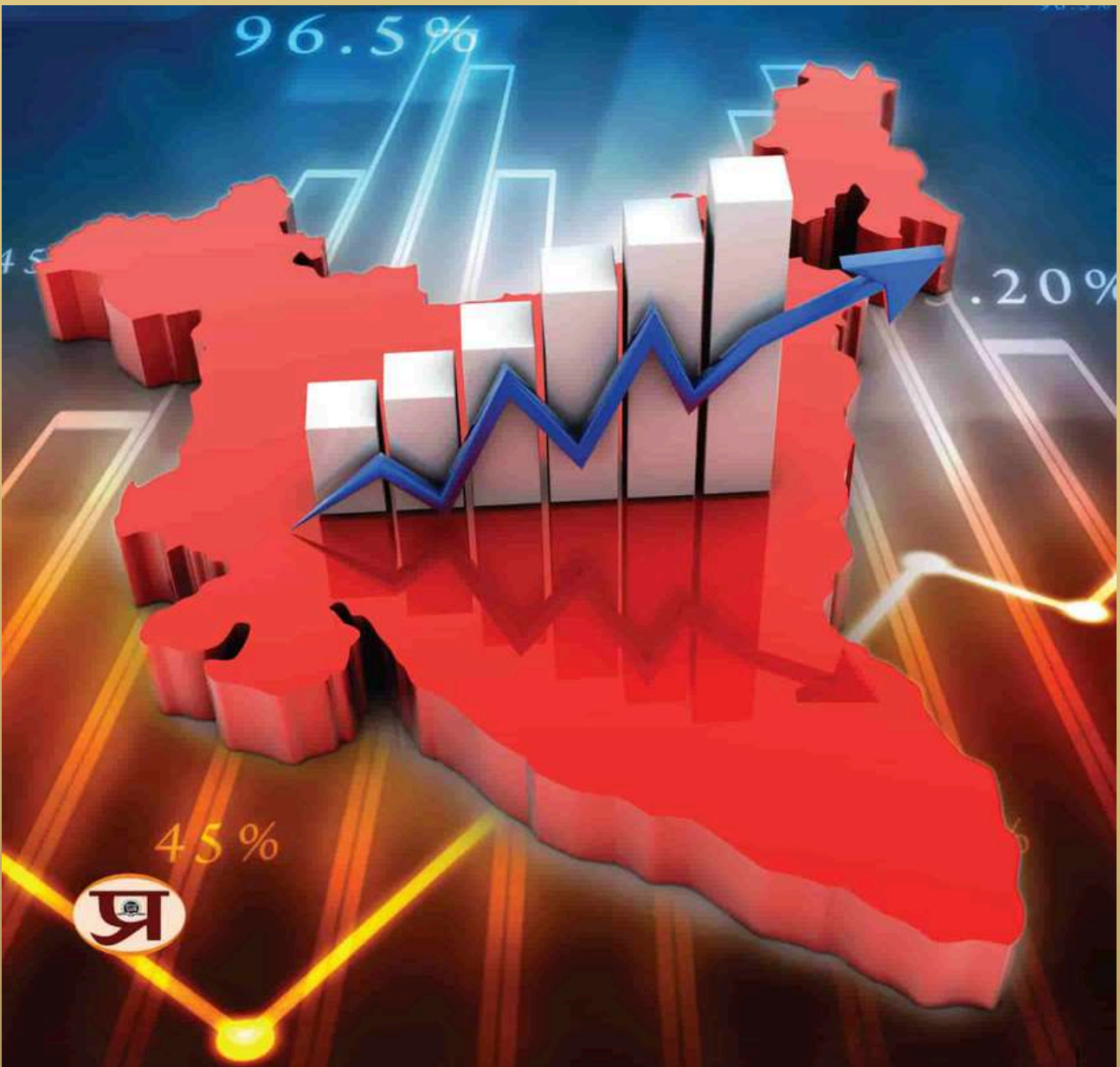
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books:

1. Rajagopalan, R. Environmental Studies: From Crisis to Cure. Oxford University Press.
2. Kaushik, Anubha, and Kaushik, C.P. Perspectives in Environmental Studies. New Age International Publishers.
3. Rao, P.K. Sustainable Development: Economics and Policy. Wiley India Pvt. Ltd.
4. Gilbert, Michael J. Environmental Management. Pearson Education.
5. Sharma, P.D. Ecology and Environment. Rastogi Publications.
6. Uberoi, N.K. Environmental Management. Excel Books.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: II		
Course: Indian Economy			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2	NA	NA	2	20	30
Learning Objectives: 1.Learners will explore a comprehensive framework for understanding the interaction between agriculture, industry, service and logistics aspects within the Indian economy. 2.Learners will understand the role, challenges and government initiatives of key sectors, thereby focusing on theoretical foundations as well as practical applications.					
Course Outcomes: After the end of the course, the learner will be able to: CO1: To evaluate the impact of population and various sectors contribution in growth and development by applying economic concepts to analyse current issues and policy debates relevant to the Indian economy. CO2: To enhance the learners' ability to interpret economic data, analyse policy measures, and assess their impact.					

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DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Overview of Indian Economy:	
	1.1	Introduction: Demographic features, poverty: causes and anti-poverty alleviation programmes, income inequality: causes and measures and urbanization: meaning and effects, key sectors of the economy: primary, secondary, tertiary, quinary and quaternary.	15
	1.2	Agricultural sector: role of agricultural sector in economic development, agricultural pricing: need and structure of pricing policy, agricultural finance: sources and agricultural policies: National Agricultural Policy (2000) and National Policy for farmers (2007), the role of logistics in connecting agricultural producers with markets.	
2		Industrial and service sector:	
	2.1	Industrial Sector: Importance of infrastructure in logistics: roads, railways, ports and airports, role of micro, small and medium enterprises and development of large-scale industries, problems of small-scale industries and government initiatives, New Industrial Policies 1991: features and evaluation. Recent policies for industrial growth: Make in India, Start-up India, Skill India, National Infrastructure Pipeline, Digital India, National Logistics Policy and PM Gati Shakti Yojana.	15
	2.2	Service Sector: Role and scope of service sector, Trends in banking industry, tourism industry and insurance industry, role of Information Technology and Artificial Intelligence in logistics industry.	

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References Books:

1. Bimal Jalan, (2019) "India's Economy: Performance and Challenges", HarperCollins Publication, New Delhi.
2. Debraj Ray (2019), "Development Economics", 2nd edition, Princeton University Press.
3. Dutta and Sundaram (2022), "Indian Economy", McGraw Hill Education, New Delhi.
4. Economic Survey of India, Annual Publication, Ministry of Finance, Government of India, latest edition.
5. Guarav Agrawal (2016), "Indian Economy", 2nd edition, Pearson publication, Noida India.
6. Nitin Singhania, (2022) "Indian Economy", McGraw Hill Education, 3rd edition, New Delhi.
7. Ramesh Singh (2021), "Indian Economy" 16th edition, McGraw publication, New Delhi.
8. S.K. Mishra and V.K. Puri (2016), "Indian Economy: Problems and Prospects, 2nd edition, Himalaya Publication House, Mumbai, India.
9. Shankarganesh Karuppiyah, (2021), "Indian Economy, Key Concepts". McGraw Hill Education, 5th edition, New Delhi.
10. Uma Kapila, (2022), "Indian Economy: Performance and Policies ", 11th edition, Academic Foundation, 2022, New Delhi.





SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: II		
Course: Effective Communication– II			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2	NA	NA	2	20	30
Learning Objectives: 1.To enhance language proficiency by providing adequate exposure to written and spoken language. 2.To orient the learners towards the skill of metacognition through the processes of note making and summarization. 3.To increase the range of grammar, lexical resource, cohesive devices and nuances of pronunciation through a variety of speaking and listening exercises. 4.To develop higher order skills of application, analysis, creativity, innovation and problem solving.					
Course Outcomes: CO1: Learners will possess the proficiency to understand and interpret written and spoken language from different perspectives CO2: Proficiency of learners in listening to, reading and identifying errors of language will be enhanced. CO3: Learners will have acquired a higher level of proficiency in the nuanced skills of listening, speaking, reading and writing that will help them be effective communicators. CO4: Learners will have developed the higher order skills of application, analysis, creativity, innovation and problem solving.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Advanced Interpersonal Communication Skills	15
	1.1 - Listening Skills and Note-taking: 1.1.1 Significance of Effective Listening in Communication and Methods to Enhance Listening Skills 1.1.2 Effective Note-taking Techniques 1.2 - Small Talk and Elevator Pitches 1.2.1 Understanding Small Talk and its Role in Communication 1.2.2 Elevator Pitches- Creating and Delivering effective Elevator Pitches 1.3 - Interviews and Group Discussion Techniques 1.3.1 Types of Interviews, Understanding the Interview Process 1.3.2 Participating and leading group discussions 1.4 - Online Communication 1.4.1 Etiquette 1.4.2 Data Management/Sharing 1.4.3 Managing multiple windows in online settings	
2	Advanced Writing and Presentation Skills	15
	2.1 Resume and Application Writing Resume, Online Application Writing, Request for Letter of Recommendation, Drafting a Statement of Purpose 2.2 Designing Brochures, Flyers, etc 2.2.1 Principles of Design in Communication 2.2.2 Creating Effective Brochures, Flyers, etc. 2.3 Presentation Skills 2.3.1 Building a Presentation: From Draft to Delivery 2.3.2 Visual Representation of data using pie chart, bar graph, line graph, tables, summarization of data using Excel and Pivot Tables etc., 2.4. Report Writing 2.4.1 Writing General Reports 2.4.2 Recording Minutes of Meeting 2.4.3 Writing a Feasibility Report 2.4.4 Investigative Report	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. Agarwal, Anju D (1989) A Practical Handbook for Consumers, IBH.
2. Alien, R.K. (1970) Organizational Management through Communication.
3. Ashley, A (1992) A Handbook of Commercial Correspondence, Oxford University Press.
4. Aswalthapa, K (1991) Organizational Behaviour, Himalayan Publication, Mumbai.
5. Atreya N and Guha (1994) Effective Credit Management, MMC School of Management, Mumbai.
6. Bahl, J.C. and Nagamia, S.M. (1974) Modern Business Correspondence and Minute Writing.
7. Balan, K.R. and Rayudu C.S. (1996) Effective Communication, Beacon New Delhi.
8. Bangh, LSue, Fryar, Maridell and Thomas David A. (1998) How to Write First Class Business Correspondence, N.T.C. Publishing Group USA.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: II		
Course/Subject: Business statistics			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 hours(30 lectures)	NA	NA	2	20 marks	30 marks

Learning Objectives:

By the end of this statistics syllabus, students will gain a comprehensive understanding of foundational concepts crucial for data analysis in commerce. They will be able to define and explain the importance and scope of statistics, differentiate between types of data, and effectively collect and classify information. Students will develop skills to present data using various tabular and graphical methods, enhancing their ability to communicate data insights visually. They will also learn to calculate and interpret measures of central tendency, such as mean, median, and mode, to summarize data sets effectively. Additionally, students will understand the basic principles of probability theory, including probability rules and theorems, to analyze events and make informed decisions in uncertain business scenarios.

Course Outcomes:

- CO1-** Understand and articulate the importance, scope, and foundational concepts of statistics and its relevance to commerce and business decision-making.
- CO2-** Identify, classify, and collect different types of data, distinguishing between primary and secondary data sources for informed analysis.
- CO3-** Create and interpret various forms of data presentation, such as tables, histograms, bar charts, and pie charts, to visually represent information accurately.
- CO4-** Calculate and interpret mean, median, and mode to summarize and draw meaningful conclusions from data sets.
- CO5-** Understand and apply measures of dispersion, such as range and standard deviation, to assess data variability.
- CO6-** Demonstrate knowledge of probability concepts and rules, including basic probability theorems, to analyze events and support decision-making in uncertain situations.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Statistics & Data presentation	15
	1.1	Introduction to Statistics • Definition, importance, and scope of statistics in commerce • Types of data: Qualitative and quantitative • Collection and classification of data • Primary and secondary data sources	
	1.2	Data Presentation • Tabulation of data • Frequency distribution • Graphical representation: Histograms, bar charts, pie charts, line graphs	
2		Measures of Central Tendency & probability theory	
	2.1	Measures of Central Tendency • Mean: Arithmetic mean, weighted mean • Median • Mode • Properties and applications of central tendency measures	
	2.2	Probability Theory • Basic concepts of probability • Rules of probability: Addition and multiplication theorems • Conditional probability and independence • Bayes' theorem	

Reference Books:

1. Levin, R. I., Rubin, D. S., Siddiqui, M. H., & Rastogi, S. Statistics for Management, 8th Edition, Pearson Education.
2. Anderson, D. R., Sweeney, D. J., Williams, T. A., Camm, J. D., Cochran, J. J., Fry, M. J., & Ohlmann, J. W. Statistics for Business & Economics, 15th Edition
3. Levine, D. M., Stephan, D. F., & Szabat, K. A. Statistics for Managers Using Microsoft Excel, Pearson.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: II		
Course/Subject: Shipping and Port Operations			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
60 Teaching Hours	NA	NA	4	40 marks	60 marks

Learning Objectives

The course aims to provide students with a comprehensive understanding of shipping operations, maritime transport systems, and port management. It familiarizes learners with different types of ships, shipping processes, port infrastructure, and operational stakeholders. The course also develops an understanding of maritime regulations, safety, security, and environmental frameworks. Students will gain awareness of Indian and global maritime practices and emerging developments in the shipping and port sector.

Course Outcomes:

After successful completion of the course, students will be able to:

- 1.Explain the fundamentals of maritime transport, shipping systems, ship types, navigation, and major global shipping routes.
- 2.Understand and describe shipping operations, ship management practices, and the roles of key stakeholders involved in maritime trade.
- 3.Analyse port infrastructure, terminal operations, cargo-handling processes, port services, performance indicators, and port competitiveness.
- 4.Apply knowledge of Indian and international maritime regulations, safety, security, customs, and environmental practices in shipping and port operations.
- 5.Evaluate the role of government initiatives, maritime authorities, international organizations, and emerging developments in strengthening India's shipping and port ecosystem.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Fundamentals of Shipping and Transport Systems	15
	1.1	Introduction to Water Transport Systems Comparison of transport modes: Road, rail, air, pipeline, and water, Types of water transport: Inland, coastal, and high seas, Multimodal transport systems and their applications, Relevance of Multimodal Transport Systems in Water Transportations, Role of Containerization in Water Transportation	
	1.2	History and Evolution of Shipping Maritime history of India: Indus Valley to modern shipping, Milestones in global shipping, Growth and challenges of shipping in a globalized economy.	
	1.3	Overview of Global and Indian Shipping Industries Global shipping hubs and their importance, Overview of the Indian shipping sector: Key players and challenges, Current trends in maritime trade.	
	1.4	Introduction to Maritime Navigation Basic principles of navigation and its importance, Load lines, zones, and their operational relevance, Introduction to maritime charts and aids to navigation, Nature and types of Navigations Aids.	
2		Ship Types and Shipping Operations (15 Hours)	15
	2.1	Types of Ships Cargo ships: General cargo, bulk carriers, container vessels, Specialized vessels: Tankers, LNG/LPG carriers, fishing boats, and cable-laying ships, Passenger vessels: Ferries and cruise ships, Features and operational roles of each ship type.	
	2.2	Ship Structure and Components Main parts of a ship: Hull, machinery, deck, and superstructure, Propulsion and navigation systems: Diesel engines and modern technologies, Importance of ship safety equipment.	
	2.3	Shipping Operations and Stakeholders Types of shipping operations: Liner, tramp, bulk, and passenger services, Key stakeholders: Shipowners, shippers, charterers, freight forwarders, and agents, Interaction between various stakeholders in shipping operations.	
	2.4	Shipping Routes and Ship Crew Management Major global shipping routes and their importance, Key trade lanes: Asia-Europe, Transpacific, and Middle East-Europe, Impact of natural chokepoints like the Suez Canal and Panama Canal. Overview of ship management: Technical, crew, and commercial operations, Roles and responsibilities of ship crew members: Captain, engineers, deckhands, Challenges of crew management: Training, compliance, and welfare.	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3		Ports and Port Operations (15 Hours)	15
	3.1	Introduction to Ports Types of ports: Inland, coastal, transshipment hubs, Functions of ports: Cargo handling, warehousing, and customs clearance, Overview of major Indian and global ports, Key factors influencing port efficiency: Location, infrastructure, policies.	
	3.2	Port Layout and Infrastructure Components of port infrastructure: Berths, terminals, warehouses, cranes, and storage yards, Port design for efficiency: Factors affecting the layout (e.g., terminal types, cargo flow), Importance of connectivity: Linkages to road, rail, and air transport.	
	3.3	Port Services Key facilities: Docks, terminals, transit sheds, and warehouses, Cargo handling equipment: Cranes, forklifts, conveyors, Maintenance: Dredging and port infrastructure development, Port Congestion, Terminal operations management: Scheduling, resource allocation, and optimization.	
	3.4	Port Finance, Performance and Marketing Understanding port charges, tariffs, and surcharges, Importance of financial management in ports, Key performance indicators: Throughput, berth occupancy, and turnaround time, Factors influencing port competitiveness, Port marketing and connectivity to hinterlands.	
4		Regulatory Framework and Governance in Shipping and Ports (15 Hours)	15
	4.1	Indian Maritime Authorities Directorate General of Shipping: Objectives and responsibilities, Flag state and port state control: Meaning and implementation, Land & Port Authorities Act,	
	4.2	Legal and Security Aspects in Shipping and Ports Introduction to the ISPS Code and its significance, Legal regulations for dock workers and environmental protection, Handling hazardous materials and customs procedures at ports.	
	4.3	Government Initiatives in Maritime Development Sagarmala project: Objectives and current progress, National Maritime Development Program (NMDP): Key features, Role of IWAI in promoting inland water transport.	
	4.4	International Organizations and Collaborations Role of IMO and its conventions, Key roles of BIMCO, INTERCARGO, FIATA, and INTERTANKO, India's partnerships with global shipping leaders, Influence of global trade agreements on shipping policies..	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. Shipping and Logistics Management – Y. V. Srinivasan, Oxford University Press
2. Port Management and Operations – Patrick Alderton, Informa Law / Lloyd's Practical Shipping Guides
3. Maritime Economics – Martin Stopford, Routledge
4. Shipping Operations Management – N. K. Singh, Himalaya Publishing House
5. Port Management – Maria G. Burns, Routledge



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y.B.L.S.C.M		SEMESTER: II			
Course/Subject: Organizational Behaviour & People Skills		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Evaluation (Project and Viva Voce)
2HRS PER WEEK	NA	NA	2	20 marks	30 marks

Learning Objectives:

Organizational Behavior (OB) examines the behavior of individuals, groups, and organizations within the context of the workplace. This course explores theories, concepts, and practical applications of OB to understand factors influencing employee behavior, motivation, communication, leadership, team dynamics, organizational culture, and change management. Students will analyze case studies, engage in discussions, and develop skills to enhance organizational effectiveness and employee well-being.

- Understand fundamental theories and models of organizational behavior.
- Analyze individual and group behavior within organizations.
- Evaluate the impact of organizational culture and structure on behavior and performance.
- Apply motivational theories to enhance employee engagement and productivity.
- Develop leadership skills to effectively manage teams and influence organizational outcomes.
- Apply communication and conflict resolution strategies to improve organizational effectiveness.
- Examine ethical issues and their implications for organizational behavior.
- Critically assess case studies and real-world examples to solve organizational challenges.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Demonstrate a comprehensive understanding of key concepts and theories in organizational behavior.

CO2: Apply theoretical knowledge to analyze and propose solutions for organizational challenges related to behavior, motivation, leadership, and culture.

CO3: Effectively communicate and collaborate within teams, demonstrating awareness of group dynamics and interpersonal relationships.

CO4: Evaluate the impact of organizational structures, processes, and environments on employee behavior and organizational outcomes.

CO5: Exhibit critical thinking skills by analyzing ethical dilemmas and proposing ethical solutions in organizational contexts.

CO6: Develop strategies for managing and facilitating organizational change effectively.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to OB	15
	1.1	• Introduction to OB: Nature, Importance, Scope, Challenges and Opportunities of OB, Levels of Analysis in OB, Emerging Trends in OB • Personality: types, traits of a good personality • Perception: Importance, Components, Effects on Work • Attitudes and Values- characteristics, sources, types, importance	
	1.2	Motivation: Meaning, techniques, theories (Maslow, Theory x and y, Herzberg) Leadership: Qualities, Skills, and Leadership Styles Group: types, stages, advantages and disadvantages, Group Dynamics Teams: Types, Roles, Effectiveness, and Team Building Techniques	
2		Organisation Design, Change and Culture	15
	2.1	• Organisational Design and Structure: Meaning, features, types • Organizational Culture: Meaning, Features, Types, Building Strong Culture • Organizational Conflicts: Sources, Effects, and Conflict Management Techniques • Organizational Change: Need, approaches, challenges, Managing change effectively, Overcoming resistance to change	
	2.2	• Organizational Communication: Verbal and Non-Verbal Communication, Barriers, and Cross-Cultural Communication • Power: Meaning, Sources, Types, and Power Tactics • Politics: Techniques and Controlling Political Behavior • Employee wellbeing and work-life balance • Workplace Ethics: Ethical and Unethical Practices at workplace	

Reference books:

1. Lussier, R. N. (2019). Management Fundamentals: Concepts, Applications, and Skill Development. SAGE Publications.
2. Dessler, G. (2018). Human Resource Management. Pearson.
3. Greenberg, J., & Baron, R. A. (2019). Behavior in Organizations: Global Edition. Pearson.
4. "Organizational Behavior" by Stephen P. Robbins and Timothy A. Judge
5. "Organizational Behavior: Improving Performance and Commitment in the Workplace" by Jason A. Colquitt, Jeffery A. LePine, and Michael J. Wesson -

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): <u>F.Y.B.L.S.C.M</u>			SEMESTER: II		
Course/Subject: Facilities Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 Mins	NA	NA	2	20 marks	30 marks
Learning Objectives: This course introduces students to the fundamentals of Facility Management (FM), focusing on the role of a facility manager, key operations such as space allocation, maintenance, energy management, and security. The course also explores outsourcing vs. insourcing, financial aspects, and the communication skills necessary for effective FM.					
Course Outcomes: After completion of the course ,learners would be able to: CO1: Comprehend the key functions and responsibilities of a Facility Manager in various business environments. CO2: Make informed decisions regarding outsourcing and insourcing facility management services based on organizational needs. CO3: Demonstrate a practical understanding of the six stages of the facility management process, including maintenance, space allocation, and risk management. CO4: Communicate effectively within the context of facility management through professional reports and email correspondence. CO5: Apply the principles of customer service, energy management, and disaster recovery planning to ensure business continuity and efficiency in facility operations.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Facility Management	15
	1.1	• Meaning and Importance: Meaning and Definition, Need and Importance, scope, and business impact of FM. • Key Functions: Health and safety, fire safety, security, Maintenance, Repairs and cleaning, Tendering and procurement for facilities management, Space management, space allocation, and changes • Facility Management 3Ps: People, Process, Place- Balancing people (employees, stakeholders), processes (operational efficiency), and place (work environment) • 4 Pillars of FM • Role of a Facility Manager- Job Description: Key responsibilities and required skills (technical, managerial, communication etc). • Outsourcing vs. Insourcing: Advantages, disadvantages, Suitability and decision-making.	
	1.2	Facility Management Processes • FM Stages: Planning, operations, space & asset management, energy management, risk management, and disaster recovery. • FM Models: Centralized, decentralized, and hybrid organizational models. • Facility Budgeting and Financial management- Cost control and ROI analysis	
2		Key Aspects and Communication	15
	2.1	Key Aspects of Facility Management • Core vs. Non-Core Facilities: Importance in business operations. • Benchmarking: Facility Management Standards, Measuring FM performance against standards, Best Practices • Ergonomics: Workplace design and safety. • Energy Management: Sustainability, Green Building Certification and Standards, cost reduction strategies. • Technology and Facility Management	
	2.2	Communication in Facility Management Types of Communication: Verbal, written (reports, emails), internal vs. external. Effective Writing: Best practices for report and email writing. Customer Service and Disaster Recovery Customer Service: Meeting stakeholder needs through facility management. Disaster Recovery: Business continuity and facility-related emergency planning, Crisis management and communication	

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Reference Books:

1. "The Facility Management Handbook" by Kathy Roper and Richard Payant
2. "Total Facility Management" by Brian Atkin and Adrian Brooks
3. "Facility Management: A Strategic Approach" by Edward P. Davis
4. Facility Design and Management Handbook- Eric Teicholz



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: II		
Course/Subject: Ethics and CSR			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 Mins	NA	NA	2	20 marks	30 marks

Learning Objectives:

The course aims to provide students with a comprehensive understanding of business ethics, corporate governance, and corporate social responsibility (CSR). It will enable students to define key ethical concepts and apply them to real-world business scenarios, particularly in areas like marketing, finance, HR, and supply chain management. Students will learn to identify and resolve ethical dilemmas, develop codes of ethics. The course will also focus on CSR principles, and how businesses integrate CSR to address stakeholder needs and environmental concerns. Finally, students will gain insights into career opportunities in CSR, with a focus on sustainable business practices and community engagement.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Define key ethical terms and apply them to real-world business scenarios and develop and evaluate a code of ethics for an organization.

CO2: Recognize ethical dilemmas in business and apply ethical decision-making frameworks to resolve them.

CO3: Identify and critically assess ethical and unethical issues in different business functions, such as marketing, finance, HR, and supply chain.

CO4: Identify and critically assess ethical and unethical issues in different business functions, such as marketing, finance, HR, and supply chain.

CO5: Understand how CSR contributes to environmental sustainability and the broader social good.

CO6: Understand global CSR standards and their relevance in different business environments.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Ethics and Corporate Governance	15
	1.1	- Ethics- meaning, features, ethics and values - Business Ethics- Meaning, Need and Importance, Features, Sources of Ethics, Indian ethos and work Ethos - Code of ethics- Guidelines for developing code, Ethics Committee, Ethics management program	
	1.2	- Ethical dilemma in Business, Ethical decision making modes, - Ethical and Unethical issues - Marketing and Advertising, Finance, Production, Human Resource, Finance, Information Technology, Supply chain Management, Copyrights, Patents etc - Corporate Governance- Concept, Need, Elements of good corporate governance, failure and consequences	
2		Corporate Social Responsibility	15
		- CSR- concept, need and importance, Importance of CSR in contemporary society, - CSR Framework- Carolls Pyramid, Triple Bottom Line etc - CSR towards different stakeholders-(employees, government, shareholders, investors, consumers, suppliers, society, competitors, etc), Integrating CSR into Business, CSR and Corporate Reputation, CSR and Indian Corporations	
		- CSR Policy- Factors influencing CSR Policy, Steps in designing CSR Policy - CSR and Environmental Concerns, CSR and Sustainable developments - Corporate Philanthropy and Community Engagements, - International CSR Standards- ISO, UN, Global Compact - CSR in developed v/s developing countries, Contemporary Issues in ethics and CSR - Career in CSR- Skills and Qualifications	

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Reference Books:

1. Business Ethics: An Indian Perspective by A.C. Fernando, PEARSON INDIA
2. Business Ethics Foundation For Corporate Social Responsibility And Governance by P Kamatchi, Wiley India
3. Business Ethics and Values With Case Studies, By Neeru Vasishth, Namita Rajput
4. Corporate Social Responsibility by Kamal Garg, Edition: 4th Edition, 2023
5. "Business Ethics: Ethical Decision Making & Cases" by O. C. Ferrell, John Fraedrich, and Linda Ferrell



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y.B.L.S.C.M			SEMESTER: II		
Course/Subject: Customer Service and Relationship Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 Mins	NA	NA	2	20 marks	30 marks
Learning Objectives: 1. Develop an understanding of customer service, customer experience and service quality and their significance in contemporary business. 2. Develop the ability to manage customer interactions, complaints, conflicts and service recovery effectively. 3. Introduce learners to CRM, digital customer service, customer retention and loyalty strategies for creating sustainable customer relationships. 4. Foster a customer-centric and professional approach to service delivery, ethical practices and business growth.					
Course Outcomes: After completion of the course, learners would be able to: CO1: Explain and apply the principles of customer service, customer experience and service quality in diverse business contexts. CO2: Demonstrate effective communication, complaint handling, conflict resolution and service recovery skills in customer-facing situations. CO3: Apply CRM, digital customer service, retention and loyalty strategies to develop and strengthen customer relationships. CO4: Evaluate customer-centric practices and recommend appropriate strategies for customer satisfaction, loyalty and sustainable business growth.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		MODULE I: CUSTOMER SERVICE & CUSTOMER EXPERIENCE	15
		1. Fundamentals of Customer Service- Meaning, Scope and Importance of Customer Service, Characteristics of Excellent Customer Service, Customer Types, Needs and Expectations , Customer Service Roles across Industries 2. Customer Service Process- Customer Service Cycle: Pre-Service, During-Service and Post-Service, Customer Perceptions and Customer Value, Communication and Interpersonal Skills in Customer Service, Handling Difficult Customers 3. Service Quality and Customer Satisfaction- Dimensions of Service Quality, Measuring Customer Satisfaction: Feedback, Surveys and Reviews, Service Recovery and Complaint Resolution,Benchmarking and Continuous Improvement 4. Digital and Omnichannel Customer Service-Digital Customer Service Platforms, CRM-enabled Service, AI and Chatbots in Customer Service, Social Media and Omnichannel Customer Service, Integrating Online and Offline Customer Touchpoints	
2		MODULE II: CUSTOMER RELATIONSHIP MANAGEMENT & RETENTION	
		1. Customer Relationship Management- Meaning, Principles and Importance of CRM, CRM Process and Customer Lifecycle,CRM Tools and Applications, Building Trust, Rapport and Customer Engagement 2. Customer Retention and Loyalty- Customer Retention Strategies, Personalization and Customization, Loyalty Programmes and Incentives, Relationship Marketing, Customer Lifetime Value – Basic Concept 3. Complaints, Conflict and Service Recovery- Types and Causes of Customer Complaints, Complaint Handling Process, Conflict Resolution and De-escalation, Turning Complaints into Customer Retention Opportunities 4. Customer-Centricity, Ethics and Professionalism- Creating a Customer-Centric Culture, Employee Role in Service Excellence, Professionalism and Service Standards, Ethical Issues and Customer Data Privacy, Customer Service and Brand Differentiation 5. Integrating Customer Service with Sales- Customer Service and Sales Relationship, Identifying Customer Needs, Upselling and Cross-Selling, Customer Service as a Tool for Retention and Business Growth	

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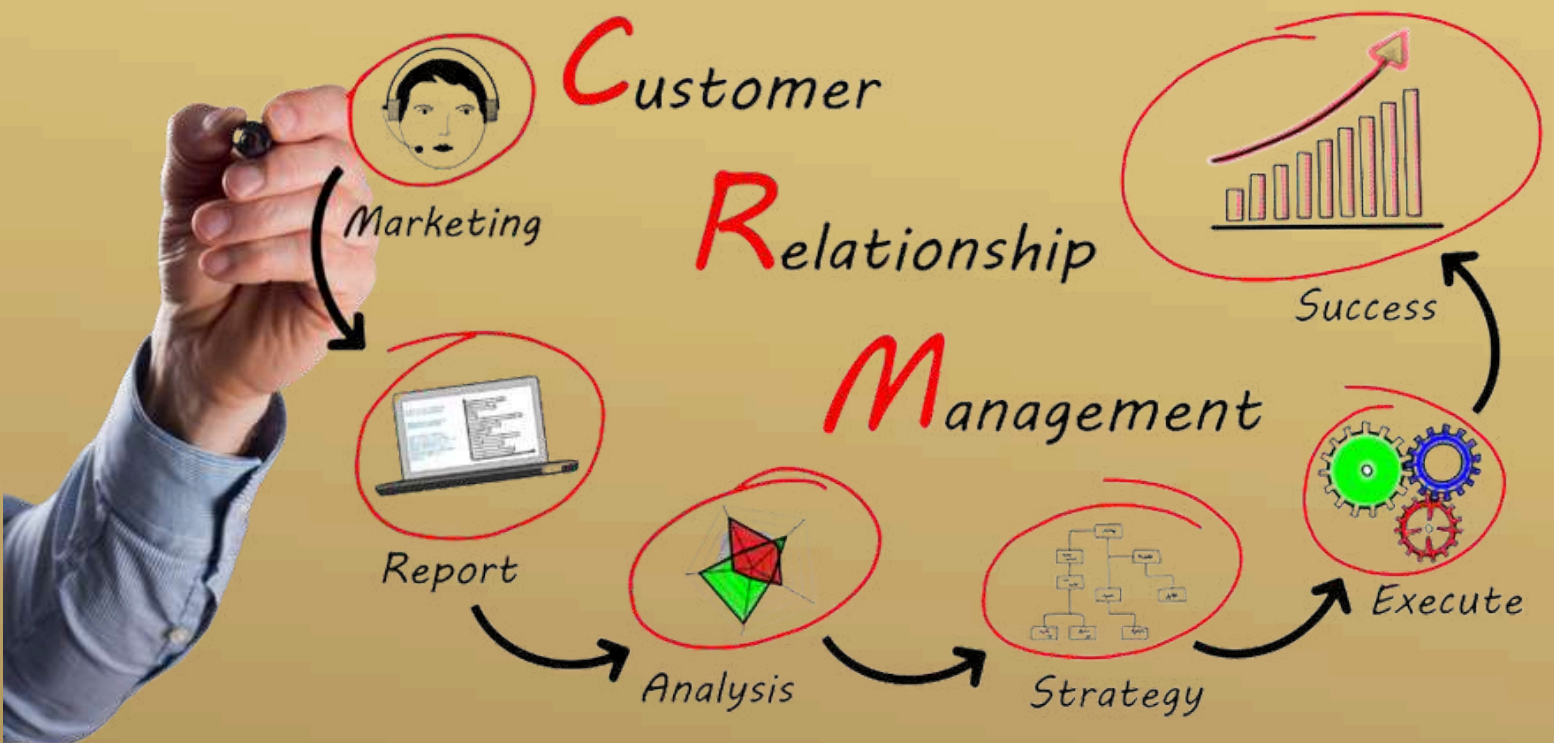
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books:

1. Prior, D. D., Buttle, F., & Maklan, S. (2024). Customer Relationship Management: Concepts, Applications and Technologies (5th ed.)
2. Buttle, F., & Maklan, S. (2019). Customer Relationship Management: Concepts and Technologies (4th ed.).
3. Kumar, V., & Reinartz, W. Customer Relationship Management: Concept, Strategy and Tools. Springer
4. Baran, R. J., & Galka, R. J. Customer Relationship Management: The Foundation of Contemporary Marketing Strategy.
5. Kotler, P., Keller, K. L., Chernev, A., et al. Marketing Management. Pearson.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – II

PROGRAM(s): F.Y. <u>B.L.S.C.M</u>			SEMESTER: II		
Course/Subject: Aviation Management			Course Code: HUBAMMC/II/AEC 01		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2 lectures/1 hour each	NA	NA	2	20 marks	30 marks
Learning Objectives: 1. Develop an understanding of the aviation industry, its evolution, structure and regulatory framework in India and globally. 2. Familiarize learners with airline, airport, passenger and cargo operations and their role in the aviation ecosystem. 3. Develop an understanding of airline economics, performance measures, ground handling and emerging operational practices					
Course Outcomes: After completion of the course, learners would be able to: CO1: Explain the structure, regulatory framework and key operational aspects of the aviation, airline and airport industry. CO2: Apply basic concepts of airline economics, passenger services, airport and ground handling operations in practical aviation scenarios. CO3: Analyse air cargo, freight, baggage and logistics operations, including documentation, safety and handling practices.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Module	Course / Module Title	Credits/ Lectures
1	AVIATION INDUSTRY, AIRLINE & AIRPORT MANAGEMENT	15
	1. Aviation Industry and Regulatory Framework- History and Evolution of Aviation, Growth of Air Transportation in India, Civil Aviation Structure in India , Role of ICAO, IATA and DGCA, International Aviation Framework 2. Airline and Airport Operations- Types of Airline Operations, Types and Performance of Aircraft, Route Networks and Hub-and-Spoke Systems, Functions of Airports, Airport Capacity and Basic Terminal Functions 3. Airline Marketing and Economics- Airline Marketing Mix, Airline Marketing Strategies, Airline Costs and Pricing, Passenger Fares and Air Freight Rates, Factors Affecting Air Freight Rates 4. Aviation Performance Management-Passenger and Cargo Throughput, Aircraft Movements and Runway Capacity, Aircraft Utilization and Productivity, ASK and RPK, Basic Airline Performance Indicators	
2	PASSENGER, CARGO & GROUND HANDLING OPERATIONS	15
	Passenger Operations- Ticketing and Reservation Systems, Seat Inventory Management, Check-in and Passenger Processing, Passenger Facilities and Services, Passenger Relations and Disruptive Situations 2. Airport Terminal Operations- Terminal Functions and Passenger Flow, Transfer and Transit Operations, Holding Lounges, Air Bridges and Passenger Transport, Passenger Service and Operational Functions 3. Baggage Operations- Bag Drop and Baggage Screening, Baggage Storage and Flight Build-up, Aircraft Loading, Arrival Reclaim and Transfer Baggage , Inter-terminal Baggage Transfers 4. Air Cargo and Freight Operations-Air Cargo Logistics and Freight Handling, Cargo Documentation and Procedures , Air Cargo Security, Air Cargo Containerisation, Responsibilities of Stakeholders in Cargo Operations 5. Ground Handling and Safety- Passenger and Ramp Handling, Aircraft Ramp Servicing , Departure Control, Hazardous Cargo Handling, Liability and Safety Practices	

Reference Books:

1. Wilma Davidson – The Essential Guide to Writing for the Media
2. Christopher Scanlan – Writing for Print and Digital Media
3. Shrivastava, K.M. – News Reporting and Editing
4. David Meerman Scott – The New Rules of Marketing and PR
5. Dennis L. Wilcox – Media Writing: Print, Broadcast, and Public Relations



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)



Syllabus

Smt. P. D. Hinduja Trust's
K. P. B. Hinduja College of Commerce, Mumbai
(Autonomous)

Re-accredited 'A+' Grade by NAAC



Affiliated to
The University of Mumbai

Syllabus for B.Com
(Logistics & Supply Chain Management)
Semester III & IV under NEP 2020

Programme Code: HUBLSCM



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): S.Y.BLSCM		SEMESTER: III			
Course/Subject: Business Law and legal compliance		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
30 Lectures/ 180 hours each	NA	NA	2	20 marks	30 marks

Learning Objective:

The objective of syllabus is to equip students with a fundamental understanding of the legal principles governing business transactions, with a particular focus on contracts and laws impacting logistics operations. By exploring the essentials of contract law, sale of goods, partnership agreements, and regulations related to transport, warehousing, and international trade, students will gain the knowledge needed to navigate the legal aspects of business operations. This will enable them to understand the significance of legal compliance in logistics, enhance their decision-making skills, and prepare them for handling business-related legal issues in their careers

Course Outcomes:

CO1-Demonstrate understanding of key business law concepts and their relevance to logistics operations.

CO2-Apply contract law principles to logistics-related contracts and agreements.

CO3-Comprehend and assess the impact of business legislation, including GST and consumer protection laws, on logistics.

CO4-Handle legal documentation and ensure compliance with business law in logistics.

CO5-Critically evaluate legal issues in logistics businesses and propose solutions based on legal principles.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Unit 1: LAW RELATED TO INDIAN CONTRACTS & PARTNERSHIPS	15
	1.1	The Indian Contract Act, 1872 • Definition and essentials of a contract • Types of contracts (simple, formal, bilateral, unilateral) • Offer, acceptance, and consideration • Capacity to contract • Free consent and coercion • Performance and discharge of contracts • Breach of contract and remedies	
	1.2	The Indian Partnership Act, 1932 • Definition and formation of partnerships • Rights and duties of partners in business transactions • Dissolution of partnership	
2		Unit 2: Laws Related to Business Transactions in Logistics	15
	2.1	The Sale of Goods Act, 1930 • Formation of a contract of sale • Conditions and warranties • Transfer of property and risk • Rights of the Buyer & Seller	
	2.2	Consumer Protection Act, 2019 • Introduction to the Consumer Protection Act, 2019 • Rights of Consumers • Consumer Disputes Redressal Forums • Consumer Rights in the Logistics Sector • Liabilities and remedies for defective goods and services	

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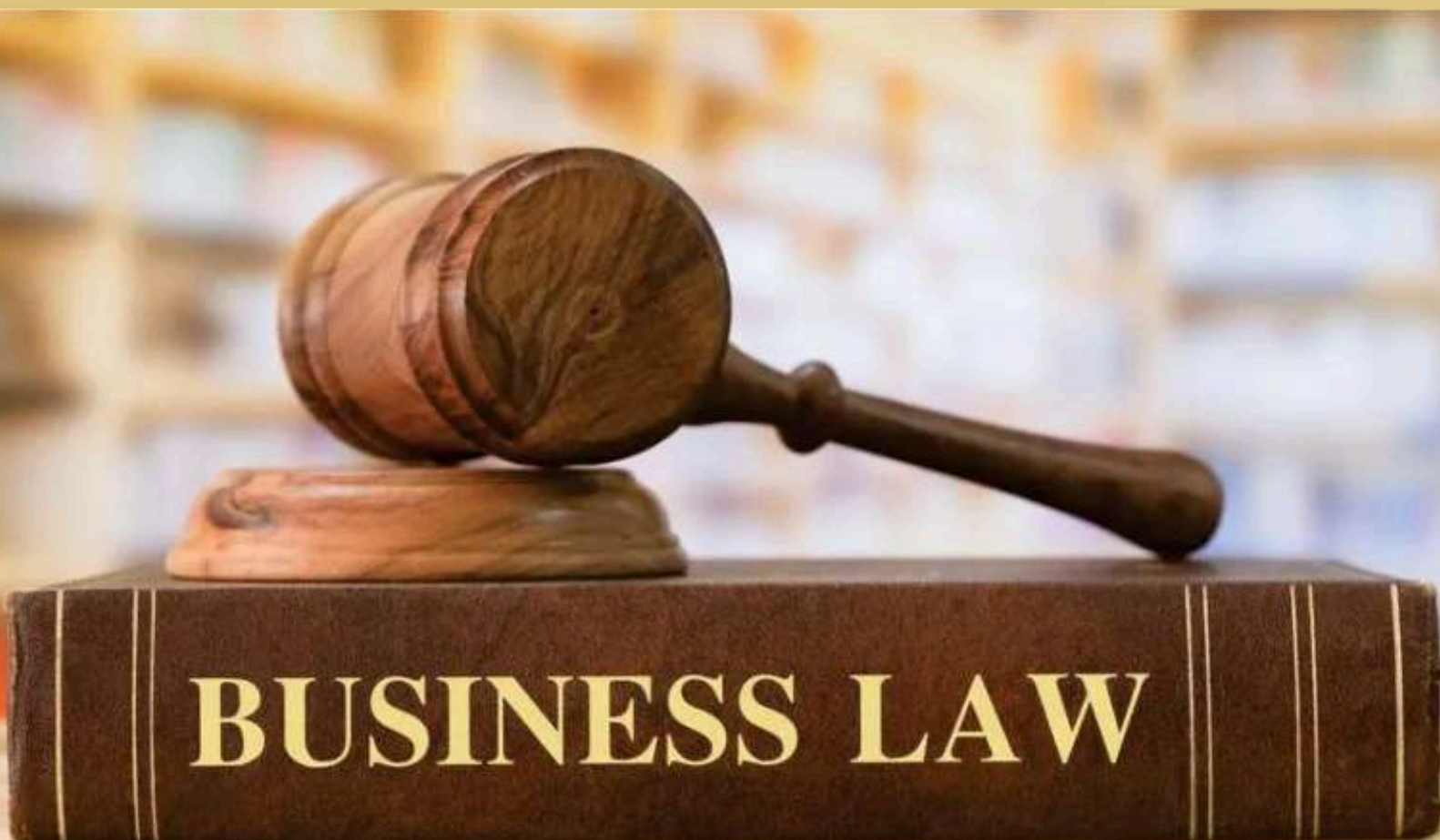
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Reference Books

1. Kapoor, N.D. Elements of Mercantile Law. New Delhi: Sultan Chand & Sons.
2. Kuchhal, M.C., and Kuchhal, Vivek. Business Law. New Delhi: Vikas Publishing House Pvt. Ltd.
3. Tulsian, P.C., and Tulsian, Bharat. Business Law. New Delhi: McGraw Hill Education.
4. Gulshan, S.S., and Kapoor, G.K. Business Law Including Company Law. New Delhi: New Age International Publishers.
5. Singh, Avtar. Mercantile Law. Lucknow: Eastern Book Company.
6. Bulchandani, K.R. Business Law for Management. Mumbai: Himalaya Publishing House.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): S.Y.BLSCM			SEMESTER: III		
Course/Subject: Digital Tools and Technologies in Business			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
30 Lectures/ 180 hours each	NA	NA	2	20 marks	30 marks

Learning Objectives:

- Demonstrate proficiency in office productivity tools by effectively creating, formatting, editing, and managing documents and spreadsheets using MS Word and MS Excel.
- Understand the core concepts of Information Technology, including computer hardware, software, networking, data communication, and their applications in fields like transport management.
- Navigate and use internet technologies proficiently, including web browsers, online safety practices, electronic data exchange, and search engine tools. Communicate and operate effectively in a tech-enabled work environment, using modern IT tools to support productivity, collaboration, and informed decision-making.

Course Outcomes:

After the end of the course, the learner will be able to:

CO1: Integrate IT skills in real-world scenarios, particularly in transport management or business environments, to enhance productivity, efficiency, and digital communication.

CO2: Create and manage professional documents using Microsoft Word, incorporating advanced formatting, tables, images, and automated features like mail merge and macros.

CO3: Demonstrate a strong understanding of Information Technology fundamentals, including hardware, software, networking, and data communication systems.

CO4: Effectively use internet technologies and web tools for information retrieval, online communication, and secure browsing practices.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

1		Digital Productivity with MS Office	15
	1.1	MS Word Creating, formatting, and editing professional documents Inserting tables, images, hyperlinks, and section breaks Using editing and proofing tools (spelling, grammar, thesaurus) Performing mail merge for bulk communication Introduction to Macros: Concept and simple recording Saving and converting documents to PDF Page layout and print settings	
	1.2	MS Excel • Data entry and formatting of worksheets • Basic and advanced formulas, use of functions (SUM, IF, VLOOKUP, etc.) • Logical operators and conditional formatting • Creating and customizing charts for data visualization • Pivot Tables and Data Analysis • Introduction to using AI tools (Excel Copilot, formula suggestions) Preparing data reports and print setup	
	1.3	MS PowerPoint Creating professional presentations Slide design, themes, and templates Inserting charts, SmartArt, images, and multimedia Presentation delivery and slideshow tools AI-assisted presentation design and content generation	

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DETAILED SYLLABUS

2		IT & Business Applications	15
	2.1	IT & Business Applications Overview of Information Technology and its role in transport and logistics Introduction to computer hardware, software, and types of networks Data communication and internet protocols Cloud storage and collaboration tools (Google Drive, OneDrive, SharePoint) Mobile productivity apps: Trello, Google Docs, Notion Online collaboration platforms: Microsoft Teams, Google Meet, Zoom Overview of Enterprise Software: ERP, CRM basics Introduction to Generative AI tools for business productivity and communication Responsible and ethical use of AI tools	
	2.2	Internet, E-Commerce, and Cybersecurity Internet technologies and web browsers Introduction to Search Engines and Search Engine Optimization (SEO) Online Safety and Cybersecurity: Passwords, phishing, malware, safe browsing Data backup and recovery practices Digital privacy and protection of personal information Components of the Internet: EDI, Intranet, Extranet Digital Payment Systems: UPI, net banking, mobile wallets, payment gateways Introduction to e-commerce platforms and online business transactions	

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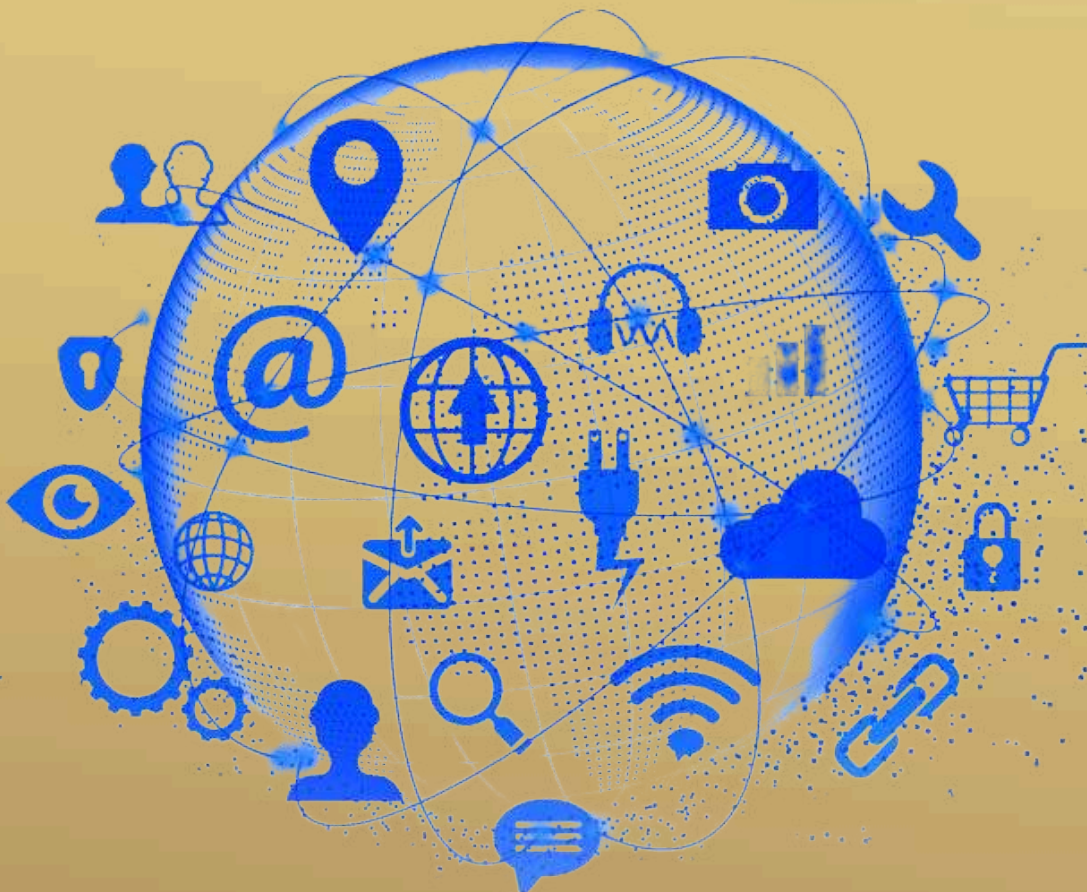
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

- 1.1. Sinha, P.K., and Sinha, Priti. Computer Fundamentals. New Delhi: BPB Publications.
2. Saxena, Sanjay. A First Course in Computers. New Delhi: Vikas Publishing House Pvt. Ltd.
3. Lambert, Joan, and Lambert, Curtis Frye. Microsoft Office 365 Step by Step. Redmond, WA: Microsoft Press.
4. Vermaat, Misty E., Sebok, Susan L., Freund, Steven M., Campbell, Jennifer T., and Frydenberg, Mark. Discovering Computers: Digital Technology, Data, and Devices. Boston: Cengage Learning.
5. Shelly, Gary B., and Vermaat, Misty E. Microsoft Office 365 & Office 2021: Introductory. Boston: Cengage Learning.
6. Rajaraman, V. Fundamentals of Computers. New Delhi: PHI Learning Pvt. Ltd.
7. Kumar, P.K. Information Technology for Management. Mumbai: Himalaya Publishing House.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): S.Y.BLSCM			SEMESTER: III		
Course/Subject: Event design and Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures/ 60 min each	NA	NA	4	20 marks	30 marks
Learning Objectives: To provide students with a comprehensive understanding of the event management industry, including the conceptualization, planning, execution, and evaluation of events. This course will also develop professional, communication, and technical skills essential for managing diverse events across logistics, marketing, HR, and public relations sectors.					
Course Outcomes: After completion of the course, learners would be able to: CO1: Understand and explain the structure, scope, and significance of the event management industry. CO2: Apply event planning techniques such as budgeting, sponsorship management, venue logistics, and vendor coordination to design and organize small to medium-scale events. CO3: Develop effective marketing, promotion, and communication strategies for events. CO4: Evaluate post-event performance using KPIs and stakeholder feedback					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Event Planning and Management	15
		Introduction to Event Management and Event Planning Definition, meaning, scope, and importance of event management Overview of the event industry in India 5 C's of Events and stages of the event management process, elements of event design Event stakeholders: clients, sponsors, vendors, participants, media, and government authorities Categories and types of events: corporate, social, cultural, sports, academic, and community events Applications of event management in logistics, marketing, HR, and public relations Event objectives and target audience identification Event theme development and creative concepts Preparation of event proposals and concept notes Budget development, resource allocation, and cost management Event sponsorship: types, sponsor identification, and partnership management Preparation of event schedules, task lists, and team responsibilities	
		Event Logistics and Vendor Management Venue selection criteria and layout planning Event logistics: catering, transportation, audio-visual arrangements, décor, security, permits, and seating Vendor selection, contracts, negotiations, and service management Event checklists and Standard Operating Procedures (SOPs) Risk assessment, contingency planning, and crisis preparedness Health, safety, and legal compliance in event management	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
2		Event Marketing, Execution and Communication	15
		Event Marketing and Event Execution Event marketing and promotion strategies Digital and traditional promotional tools Social media campaigns, event communication materials, and influencer marketing Media relations and publicity management Registration and ticketing management Guest hospitality and attendee engagement Event technology tools: registration platforms, QR-code check-ins, and event management software Coordination of event setup and on-site operations Hybrid and virtual events: planning and management Real-time problem-solving and crisis handling during events	
		Communication, Sustainability, and Event Evaluation Public speaking, anchoring, and presentation skills Storytelling, handling Q&A sessions, and audience engagement Client interaction, stakeholder communication, and feedback collection Sustainable and green event management practices Waste reduction, energy conservation, and environmentally responsible event planning Post-event evaluation and reporting Measuring event KPIs, stakeholder satisfaction, and Return on Event (ROE) Best practices and emerging trends in event management	

Reference Books:

1. Event Management & Planning – Sita Ram Singh
2. Successful Event Management – Anton Shone & Bryn Parry
3. The Business of Event Planning – Judy Allen
4. Sustainable Event Management – Meegan Jones
5. Virtual Events Management – Ben Chodor
6. "Event Planning" – Lynn Jackson
7. "The Event Manager's Bible" – D.G. Conway
8. YouTube Channels: Event Planning Blueprint, Bizzabo
9. Free Tools: Canva (design), Trello (task management), Google Sheets (budgeting)



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): <u>S.Y.B.L.S.C.M</u>			SEMESTER: III		
Course/Subject: Financial Accounting For Business Operations			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 mins/2 lectures	1	NA	2	20 marks	30 marks

Learning Objectives:

1. To acquaint the students with the principles of accounting, Basics of Accounting Standards and International Financial Reporting Standards (IFRS).
2. To enable the students to understand the various methods of measurement and valuation of stock.
3. To enable the students to compare and contrast the concept of Capital and Revenue and classify the financial transactions accordingly.
4. To enable the students to record basic accounting transactions and prepare annual financial statements of Manufacturing concern.
5. To acquaint the students with the process of computation of loss of stock due to fire and calculate the amount of claim as per Insurance Policy.

Course Outcomes:

After the end of the course, the learner will be able to:

CO1: Develop skills in understanding the process of accountancy, Concept of Accounting Standards and IFRS.

CO2: Prepare stock ledgers using FIFO and weighted average methods.

CO3: Understand concepts of Capital Expenditure, Revenue Expenditure, Capital Receipts, and Revenue Receipts, identify and classify different types of transactions as capital or revenue.

CO4: Prepare the financial statements of a sole proprietary manufacturing concern.

Compute loss of stock due to fire and computation of claim as per policy amount.

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DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Accounting Meaning and Scope of Accounting: Need and development, Definition: Book Keeping and accounting, Persons interested in accounting, Branches of accounting, Objectives of accounting Accounting principles: Introductions to Concepts and conventions. Introduction to Accounting Standards: Meaning and Scope International Financial Reporting Standards (IFRS): Introduction to IFRS, IAS-1: Presentation of Financial Statements (Introductory Knowledge) IAS-2: Inventories (Introductory Knowledge) Accounting in Computerized Environment: Introduction, Features and application in various areas of accounting Accounting Transactions: Accounting cycle, Journal, Relationship between Journal & ledger: Rules regarding posting: Trial balance Practical Problems based on Journal and ledger	15
2		IND AS 2- Inventory Valuation Meaning of Inventories Cost for Inventory Valuation Inventory Systems: Periodic Inventory System and Perpetual Inventory System Valuation: Meaning and Importance Methods of Stock Valuation as per AS – 2: FIFO and Weighted Average Method Computation of Valuation of Inventory as on Balance Sheet Date: If Inventory is taken on a Date After the Balance Sheet or Before the Balance Sheet	15
3		Final Accounts Expenditure: Classification of Expenditure- Capital, revenue and Deferred Revenue expenditure unusual expenses. Receipts: Capital receipt, Revenue receipt, distinction between capital receipts and revenue receipts. Profit or Loss: Revenue profit or loss, capital profit or loss. Adjustments and Closing Entries Final Accounts of Manufacturing Concerns (Proprietary Firm)	15
4		Fire Insurance Claims Computation of Loss of Stock by Fire Ascertainment of Claim as per the Insurance Policy Exclude: Loss of Profit and Consequential Loss	15

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References Books:

- 1.Introduction to Accountancy by T.S. Grewal, S. Chand and Company (P) Ltd., New Delhi
- 2.Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi
- 3.Advanced Accountancy by R.L Gupta and M. Radhaswamy, S. Chand and Company (P) Ltd., New Delhi
- 4.Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- 5.Financial Accounting by Lesile Chandwichk, Pentice Hall of India Adin Bakley (P) Ltd., New Delhi
- 6.Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai
- 7.Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi
- 8.Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc
- 9.Financial Accounting by Monga, J.R. Ahuja, Girish Ahuja and Ashok Shehgal, Mayur Paper Back, Noida
- 10.Financial Accounting by Williams, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- 11.Financial Accounting by V. Rajasekaran, Pearson Publications, New Delhi
- 12.Introduction to Financial Accounting by Horngren, Pearson Publications, New Delhi
- 13.Financial Accounting by M. Mukherjee and M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi
- 14.Financial Accounting a Managerial Perspective, Varadraj B. Bapat, Mehul Raithatha, Tata McGraw Hill Education Pvt. Ltd., New Delhi



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): <u>S.Y.B.L.S.C.M</u>			SEMESTER: III		
Course/Subject: Marketing Sales and Distribution Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 mins/2 lectures	1	NA	2	20 marks	30 marks
Learning Objectives: To equip students with in-depth knowledge of marketing principles, sales strategies, and distribution systems, while integrating ethical practices and emerging trends. The course emphasizes practical applications, digital transformation, and strategic decision-making in today's dynamic business environment.					
Course Outcomes: After completion of the course, learners would be able to: CO1: Apply core marketing, sales, and distribution concepts in real-world scenarios. CO2: Analyze consumer behavior, design effective marketing strategies, and manage sales operations. CO3: Evaluate and develop distribution channel strategies using traditional and digital tools. CO4: Incorporate ethical considerations and adapt to emerging trends like e-commerce, social selling, and sustainable logistics.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Module 1: Fundamentals of Marketing	15
		Introduction: Definition, Meaning, Features, Scope Importance and Advantages of Marketing Types of Products and Services (Consumer, Industrial, Digital, Experiential) Marketing Orientations – Product, Production, Selling, Marketing, Societal Marketing Mix – 4P's, 4C's, 7P's Marketing Environment – Micro and Macro Environment Consumer Behavior – Meaning, Influencing Factors (Psychological, Personal, Social, Cultural) Marketing Research – Meaning, Types Marketing Information System (MIS) – Meaning, Components, Importance STP (Segmentation, Targeting and Positioning)- Bases and Strategies Emerging Trends: Green marketing, Purpose-driven marketing, Personalization, AI-driven segmentation	
2		Module 2: Product, Branding & Promotion Strategy	15
		· Product – Meaning, Product Mix, Product Line, Levels of Product · New Product Development – Process, Innovation Diffusion, Reasons for Failure · Branding – Meaning, Importance, Types (Manufacturer, Private Label, Co-Branding, Digital Branding) · Packaging and Labelling – Functions, Innovations (Smart Packaging, Eco-friendly Packaging) · Pricing – Objectives, Factors Influencing Pricing, Strategies (Penetration, Skimming, Dynamic Pricing) · Promotion Mix – Elements: Advertising, PR, Sales Promotion, Personal Selling, Digital Promotion · Digital Marketing Fundamentals (SEO, SEM, Social Media Marketing) · New Age Tools: Influencer marketing, Content marketing, Performance marketing, AR/VR in advertising · Marketing Analytics -Customer Data Platforms (CDP), Predictive Marketing AI Applications in Marketing · Ethical Issues in Marketing – Misleading ads, Consumer privacy, Data ethics	

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DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
3		Module 3: Sales Management	15
		· Sales Management – Definition, Role of Sales Department · Qualities of a Sales Manager, Challenges in modern sales · Structure of Sales Organization – Geographic, Product-based, Customer-based · Sales Forecasting – Meaning, Need, Types, Methods (Trend, Regression, CRM-based forecasting) · Sales Quotas – Meaning, Types, Factors Determining Quotas · Sales Territory Management – Allocation, Realignment · Selling Process – Prospecting, Approach, Presentation, Handling Objections, Closing, Follow-up · Methods of Closing Sales, Reasons for Unsuccessful Closures · Selling Skills & Strategies – SPIN Selling, Consultative Selling, Digital Selling · Selling to Stakeholders – Dealers, Suppliers, Vendors, Superiors, Subordinates, Peers · Selling to Customers – B2B, B2C, C2C, Services, Intangibles, Projects · Emerging Trends: CRM, Social Selling, Automation in Sales, Chatbots, AI-Driven Sales Support	
4		Module 4: Distribution & Channel Management	15
		Distribution Management – Meaning, Importance, Role in Value Creation Types of Distribution Channels – Direct, Indirect, Dual, Omni-channel etc Channel Partners – Wholesalers, Retailers, Distributors, Dealers – Roles and Functions Channel Design Decisions – Length, Intensity, Control, Flexibility Choice of Distribution System – Types of distribution system, Factors Influencing Choice Channel Conflicts – Types, Conflict Resolution Strategies Motivating Channel Members – Incentives, Recognition, Support Channel Control Mechanisms – Agreements, Audits, Supervision Channel Evaluation – Criteria, KPIs, Monitoring Tools Distribution KPI's- Fill Rate, Order Cycle Time, On Time delivery, perfect order rate etc Ethics in Distribution – Fair Trade, Anti-competition Practices Contemporary Trends: E-commerce & Last-Mile Delivery D2C (Direct-to-Consumer) and Subscription Models Use of Technology – ERP, TMS (Transport Management Systems), Warehouse Robotics Dark Stores & Quick Commerce (e.g., Zepto, Blinkit) Sustainability in Logistics – EVs, Carbon-Neutral Shipping	

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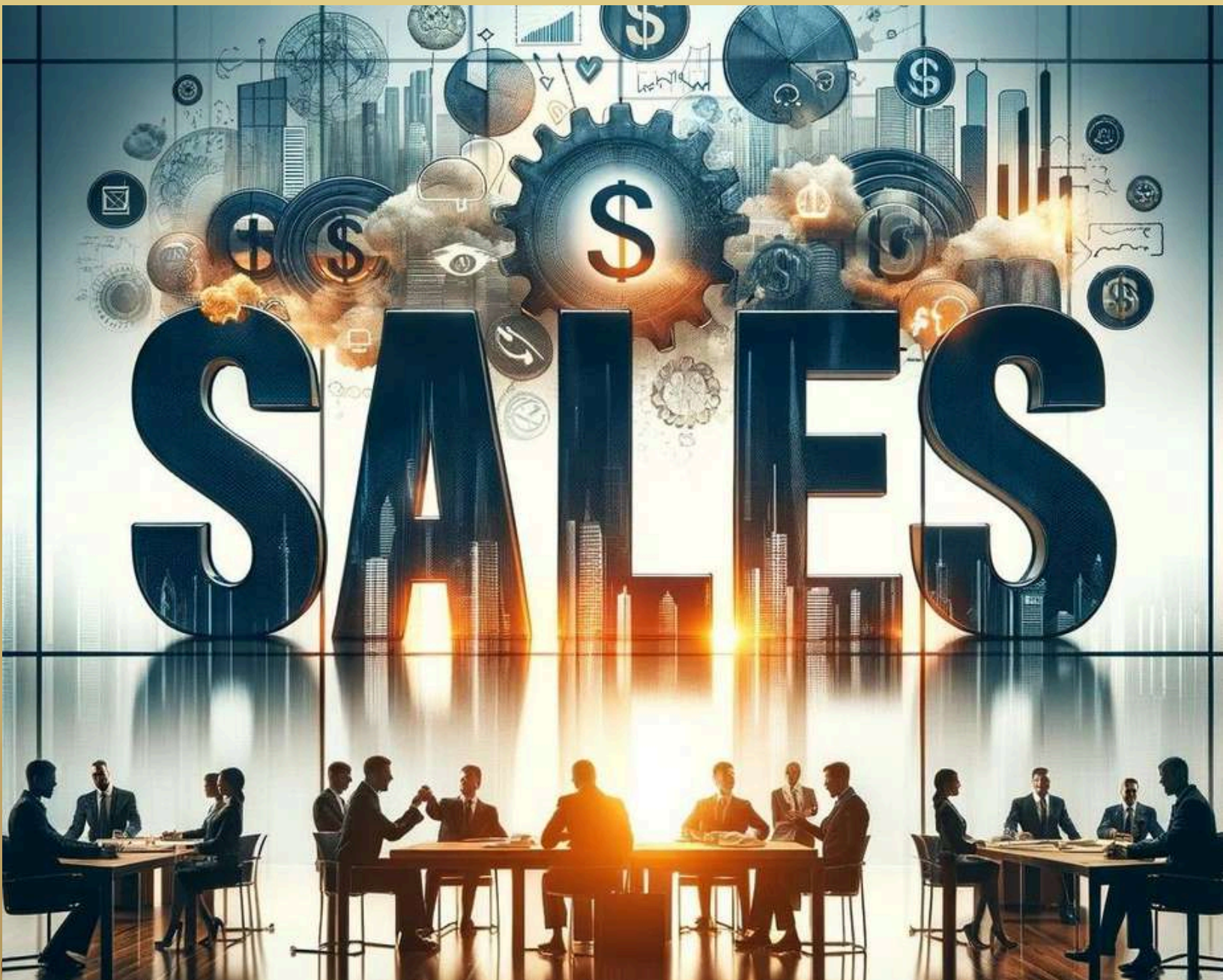
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. Kotler, P. & Keller, K. – Marketing Management, Pearson
2. Ramaswamy, V.S. & Namakumari, S. – Marketing Management, McGraw Hill
3. Panda, T. & Sahadev, S. – Sales and Distribution Management, Oxford University Press
4. Havaladar, K.K. & Cavale, V.M. – Sales and Distribution Management, McGraw Hill
5. Still, Cundiff & Govoni – Sales Management: Decisions, Strategies & Cases, Pearson



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – III

PROGRAM(s): S.Y.B.L.S.C.M		SEMESTER: III			
Course/Subject: Production Quality and Procurement Management		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 mins/2 lectures	1	NA	2	20 marks	30 marks

Learning Objectives:

To provide students with a comprehensive understanding of the core principles and strategic applications of production, quality, procurement, and packaging management in both manufacturing and service sectors. The course aims to develop analytical and decision-making skills using modern tools, techniques, and industry practices.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Explain the key functions and strategies in production and operations management, including layout, planning, and lean systems.

CO2: Apply quality management tools and standards (e.g., TQM, Six Sigma, SQC) to enhance product and service quality.

CO3: Analyze procurement processes, supplier evaluation, and inventory management strategies for effective supply chain integration.

CO4: Evaluate packaging functions, materials, designs, and their impact on branding and logistics.

CO5: Demonstrate the ability to integrate concepts from all modules through case studies and project-based applications.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
		Module I: Production and Operations Management	
1		Introduction: Definition, scope, objectives, strategic importance, role of operations in manufacturing & services Operations Strategy and Performance Measurement (Productivity, Efficiency, Utilization, OEE) Production Systems: Job, Batch, Mass, Continuous – features, pros & cons Facility Planning: Location planning - Factors affecting plant location decisions, Techniques and models for location analysis Layout types (Process, Product, Fixed, Cellular), Layout planning techniques and principles for efficiency Production Planning & Control (PPC): Functions – Routing, Scheduling, Dispatching, Follow-up, Objectives and steps in PPC Forecasting Techniques (Qualitative & Quantitative) Capacity & Aggregate Planning: Meaning, Types of capacity, strategies – chase, level, hybrid, Methods for aggregate production planning Lean, JIT & Six Sigma: Lean principles and waste reduction, Kanban system and pull production, Six Sigma, DMAIC overview, Technology Trends: Industry 4.0, IoT, AI, Smart Manufacturing Case Study: Toyota Lean System or Tesla Production Model	15
2		Module II: Quality Management	15
		• Foundations: Definitions, evolution, importance in competitive markets • Quality Dimensions: Product & service Quality Dimensions • Quality Control vs. Quality Assurance: Objectives, differences, and integration in operations • Cost of Quality (Prevention, Appraisal, Internal & External Failure Costs) • TQM: Principles, techniques • Quality Standards and Certifications ISO 9000, 14000 and other international standards • Statistical Quality Control (SQC): Basic statistical tools, types of control charts (p-chart, $\bar{x}$-chart, R-chart), Use of SQC in monitoring and improving quality • Process Capability and Six Sigma Metrics • Tools for Quality Improvement: Pareto Analysis, Cause-and-Effect (Ishikawa) Diagrams, Check Sheets, Control Charts, Histograms, Scatter Diagrams, and Flow Charts • Advanced Practices: Quality Circles (Structure, process and benefits), Benchmarking (types and Methodology), Kaizen • Service Quality: SERVQUAL model, Gap Analysis • Risk-Based Thinking: ISO 9001:2015 overview • Case: TQM in Indian Firms (Tata Steel, Maruti)	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/
		Module III: Procurement Management	
3		Overview: Definition, Objectives, Scope, structure of procurement department, strategic role of procurement Sourcing & Vendor Management: Principles and Practices of strategic sourcing, vendor classification, performance monitoring and relationship management · Supplier Selection and Evaluation: Criteria and methods: Cost, quality, delivery, reliability, Supplier scorecards and development strategies · Spend Analysis and Procurement Analytics Procurement Process: Need, RFQ/RFP, bid evaluation, PO, payment · Digital Tools: E-sourcing platforms, procurement portals, and automation tools, Benefits and risks of digital procurement Inventory Management: Inventory types and classification, EOQ, ABC, VED, FSN, JIT, safety stock · Contract Management: meaning, stages of contract Lifecycle, – Key elements of effective procurement negotiation and legal considerations · Procurement Risk Management and Supply Disruption Management Global & Sustainable Procurement: Resilience, ethical & green sourcing Case: Indian Strategic Sourcing Examples	15

PROCUREMENT

PROCUREMENT
MANAGEMENT

PERFORMANCE



TECHNOLOGY



PROCESS



GOVERNANCE



PEOPLE



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
4		Module 4: Packaging Management	15
4		· Packaging Functions: Roles and functions in product protection, promotion, and logistics, Strategic importance of packaging in the supply chain - Types of Packaging: Primary, secondary, and tertiary packaging, Packaging formats and purposes · Packaging Materials and Selection Criteria: Paper, plastic, metal, glass, bioplastics, etc. – Cost, sustainability, product compatibility · Packaging Testing (Drop Test, Compression Test, Vibration Test etc) · Packaging Design and Branding: Elements of effective design (graphics, size, color, ergonomics) Labelling and regulatory requirements, Packaging as a brand communication tool · Legal and Environmental Considerations: – Packaging regulations, compliance, and labeling laws (BIS, FSSAI, etc.) – Environmental concerns: Reduce, Reuse, Recycle principles -Circular Economy and Reverse Logistics Packaging - Trends: Smart (RFID, QR), biodegradable, tamper-proof, 3D printing · Logistics-Packaging Interface: – Impact of packaging on storage, handling, and transportation efficiency – Role in minimizing transit damage and optimizing space utilization - E-commerce Packaging Challenges and Solutions · Case Studies and Best Practices: – Innovative packaging solutions in FMCG, e-commerce, and pharma sectors – Examples: Amazon's frustration-free packaging, Coca-Cola's sustainable packaging, Patanjali's herbal branding	

Reference Books:

1. William J. Stevenson – Operations Management
2. Dale Besterfield – Total Quality Management
3. Peter Baily et al. – Procurement Principles and Management
4. Soroka – Fundamentals of Packaging Technology
5. HBR, McKinsey Insights, SupplyChainDigital.com – Case Articles



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – IV

PROGRAM(s): S.Y.B.L.S.C.M			SEMESTER: IV		
Course/Subject: Cost and Management Accounting					
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /1 hour each	NA	NA	4	40 marks	60 marks

Learning Objectives:

1. To familiarize the learners with the fundamental aspects of Cost Accounting.
2. To explain the concepts such as cost centres and cost unit, classification of cost and preparation of cost sheet.
3. To enable the learners to understand the concept and scope of Operating Costing and its relevance in service-based industries.
4. To acquaint the students with the core concepts of Management Accounting and its importance in managing a business.
5. To enable the students to analyse and interpret the Financial Statements.
6. To provide an understanding of the significance and application of each ratio in analysing a company's financial performance and position.

Course Outcomes:

CO1: Classify the cost based on various categories, prepare cost sheet and estimate profit and sales.

CO2: Develop the ability to apply operating costing methods to practical scenarios in hospitals, hotels, and goods & passenger transport services.

CO3: Utilise management accounting tools to analyse financial information and support strategic planning and operational control.

CO4: Analyse and interpret financial ratios to assess a company's financial health, operational efficiency, and profitability.

CO5: Utilise financial ratios to make informed business and investment decisions.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Cost Accounting	15
	Evolution of Cost Accounting, Objectives and Scope of Cost Accounting, Importance and Advantages of Cost Accounting, Difference between Cost Accounting & Financial Accounting, Limitations of Financial Accounting, Definitions: Cost, Costing and Cost Accounting, Classification of Costs on Different Basis, Cost Allocation and Apportionment, Coding System, Essentials of Good Coding System. Cost Sheet Output Costing and Unit Costing – Meaning, Applicability, Different Costs Classification of Cost on the basis of Behaviour and Functions, Determination of Total Cost, Non-Cost Items, Cost Sheet – Meaning, Features, Purpose or Advantages, Cost Per Unit, Adjustment of Finished Goods units, Valuation of Stock, Treatment of Certain Items, Proforma Cost Sheet Practical Problems on Cost Sheet and Estimated Cost Sheet	
2	Operating Costing	15
	Meaning of Operating Costing, Determination of Per Unit Cost, Pricing of services, Collection of Costing Data Practical Problems based on Costing of Hospital, Hotel and Goods & Passenger Transport.	
3	Introduction to Management Accounting	15
	Meaning, Nature, Scope, Functions, Decision Making Process, Financial Accounting V/s Management Accounting Analysis and Interpretation of Financial Statements a) Balance sheet and Income statement / Revenue statements in vertical form suitable for analysis. b) Tools of analysis of Financial Statements (i) Trend analysis (ii) Comparative Statement (iii) Common Size Statement Note : (i) Practical Problems based on Trend analysis, Comparative Statements and Common sized statements	

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DETAILED SYLLABUS

4	Ratio Analysis and Interpretation	15
	Meaning, advantages and Limitations of Ratio Analysis Classification of Ratios, Detailed study of the following Ratios: A. Balance Sheet Ratios: i) Current Ratio, ii) Liquid Ratio, iii) Stock Working Capital Ratio, iv) Proprietary Ratio, v) Debt Equity Ratio and vi) Capital Gearing Ratio B. Revenue Statement Ratios: i) Gross Profit Ratio, ii) Expenses Ratio, iii) Operating Ratio, iv) Net Profit Ratio, v) Net Operating Profit Ratio and vi) Stock Turnover Ratio C. Combined Ratios: i) Return on Capital Employed (Including Long Term Borrowings), ii) Return on Proprietor's Fund (Shareholders' Fund and Preference Capital), iii) Return on Equity Capital iv) Dividend Payout Ratio, v) Debt Service Ratio, vi) Debtors Turnover Ratio, vii) Creditors Turnover Ratio Practical Problems on Ratio Analysis	

Reference Books:

1. Basics of Cost and Management Accounting, Saxena V. K., Sultan Chand & Sons.
2. Cost and Management Accounting, Kishore Ravi M., Taxmann Publication.
3. Cost and Management Accounting Text and Cases, Kishore Ravi M., Taxmann publication.
4. Cost Accounting – A Managerial Emphasis, Horngren, Pearson Publication.
5. Cost Accounting – Text and Problems, Shukla M. C., S. Chand Publication.
6. Cost Accounting, Prof. Agarwal M. L., Sahitya Bhawan Publications.
7. Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai
8. Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi
9. Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi
10. Management Accounting, Khan M. Y., Tata McGraw Hill.
11. Introduction to Management Accounting, Horngren Charle, Prentice Hall.
12. Management Accounting, Gupta S. P., Sahitya Bhawan
13. Problems and Solutions in Management Accounting and Financial Management, Maheshwari S. N., Sultan Chand & Sons.
14. Management Accounting, Chakrabarty Hrishikesh, Oxford University Press.
15. Management Accounting, Ghosh T. P., Excel Books.
16. Fundamentals of Management Accounting, Rustagi R. P., Taxmann publication.
17. Management Accounting, Rustagi R. P., Taxmann publication.
18. Advanced Management Accounting, Tulsian.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – IV

PROGRAM(s):S.Y.B.L.S.C.M			SEMESTER: IV		
Course/Subject: Warehousing and Materials Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures/1 hour each	NA	NA	4	40 marks	60 marks

Learning Objectives:

1. Develop an integrated understanding of materials management, inventory control and warehousing within the supply chain.
2. Build analytical and operational skills for inventory planning, warehouse management, materials planning and containerisation.
3. Enable learners to understand the role of technology, sustainability and emerging practices in improving logistics efficiency and supply chain performance.

Course Outcomes:

After completion of the course, learners would be able to:

CO1: Explain the strategic role of materials management and inventory control in achieving cost efficiency, availability and service performance.

CO2: Apply appropriate inventory classification, forecasting and control techniques to support effective inventory decisions.

CO3: Analyse warehouse layout, material handling, safety, technology and performance indicators to improve warehouse operations.

CO4: Demonstrate understanding of materials planning, MRP, stores management, ERP and containerisation in integrated supply chain operations.

CO5: Interpret freight handling, multimodal transportation, documentation and compliance requirements for efficient logistics operations.

CO6: Evaluate the application of digital technologies, sustainable practices and emerging innovations in modern warehousing and supply chain management.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Units	Module Title	Credits/ Lectures
1	MATERIALS MANAGEMENT & INVENTORY CONTROL	15
	1.Introduction to Materials Management- Definition, meaning, evolution and strategic role in SCM , Current relevance of materials management, Functions and responsibilities of a Materials Manager, Objectives: cost reduction, availability and quality consistency, Scope: planning, purchasing, inventory, transportation, storage and disposal 2.Integration and Organization- Linkages with production, MRP, logistics and warehousing, Coordination with finance and costing systems, Centralized and decentralized systems, Policy documentation and internal controls, Role of Materials Management in modern SCM, Strategic sourcing – basic concepts Supplier relationships and Total Cost of Ownership (TCO) 3.Introduction to Inventory- Need, objectives and functions of inventory, Types: Raw Materials (RM), Work-in-Progress (WIP), Finished Goods (FG) and MRO 4.Inventory Classification- ABC, VED, FSN, SDE and HML Analysis , Multi-criteria inventory classification 5.Inventory Control Techniques- EOQ: assumptions, formula and limitations, Reorder Point (ROP), Safety Stock, Lead-time considerations, Basics of demand forecasting, JIT, Kanban and Lean Inventory, Vendor-Managed Inventory (VMI) 6.Inventory Performance Measures- Inventory Turnover Ratio, Carrying Cost, Fill Rate, Service Level, Stockout Analysis	
2	WAREHOUSING OPERATIONS, DESIGN & TECHNOLOGY	15
	1.Fundamentals of Warehousing- Role, purpose and functions of warehouses, Contribution of warehousing to logistics efficiency, Types of warehouses: Public, Private, Bonded and Cooperative , Distribution Centres and Cross-Docking 2.Warehouse Layout & Design- Layout principles and factor, Material and product flow, Space utilization, Slotting techniques, Racking systems, Digital tools for warehouse layout planning, Warehouse flow mapping 3.Material Handling Systems & Equipment- Principles of material handling, Conveyors, Cranes, AGVs , AS/RS, Material handling and equipment selection, Ergonomics 4.Warehouse Safety & Security- Fire safety, Emergency planning, Loss prevention, Warehouse security, Safety audits and inspections, OSHA guidelines 5.Warehouse Automation & Information Technology- Warehouse Management Systems (WMS), Barcoding, RFID, Robotics, Drones, IoT-enabled warehouses 6.Warehouse Performance Management- Space Utilization, Inventory Accuracy, Order Picking Accuracy, Order Cycle Time, Dock-to-Stock Time, Warehouse Productivity	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3	MATERIALS PLANNING, STORES & CONTAINERISATION	15
	A. Materials Planning & Stores Management 1. Procurement and Vendor Management (Overview)-Procurement process: Purchase Requisition → Order → Follow-up → Receipt, Ethical procurement basics, Vendor rating and basic evaluation parameters, Strategic sourcing – introduction 2. Materials Requirement Planning (MRP)- Meaning and objectives of MRP, MRP inputs and outputs, MRP logic , Link with production planning and capacity planning, MRP-II overview 3. Stores Management- Goods receipt, inspection and issue, Goods Receipt Note (GRN), Bin Cards, Stock Ledger, Stores and distribution basics 4. Disposal and Scrap Management- Identification of obsolete and surplus materials, Disposal policies and methods, Scrap management 5. ERP in Materials Management- SAP MM / Oracle SCM overview, Integration of materials management with other business functions B. Containerisation & Freight Handling 6. Introduction to Containerisation- Evolution and impact on trade and logistics, Benefits: standardization, cost and time optimization, ISO standards 7. Types of Containers- Dry Containers, Reefer Containers, Flat Rack, Open Top, Tank Containers 8. Container Handling & Equipment- Cranes, Reach Stackers, Straddle Carriers, Container yard layout and operations 9. Intermodal & Multimodal Transport- Concept and importance, Role of CFS and ICD, Road–Rail–Sea–Air integration	
4	FREIGHT MANAGEMENT, SUSTAINABILITY & EMERGING TRENDS	5
	1. Freight Documentation & Compliance- Bill of Lading , Shipping Instructions, Packing List, IMDG and safety codes, Insurance basics, Freight handling and compliance requirements 2. Technology in Containerisation & Freight- Smart Containers, IoT-based tracking, Blockchain in freight, Digital freight platforms, Smart ports 3. Sustainable Warehousing & Logistics- Green Warehousing, Green buildings, Energy-efficient warehouse operations, Carbon reduction strategies, Sustainable logistics practices 4. Reverse Logistics- Concept and importance, Returns management, Closed-loop supply chains 5. Emerging Technologies in Materials & Logistics- Artificial Intelligence (AI), Internet of Things (IoT), Drones, Robotics and automation, Predictive analytics for inventory, Autonomous ships 6. Future of Warehousing, Containerisation & SCM- Smart warehouses , Smart ports, Autonomous logistics, Digital supply chains, Future trends in containerisation and SCM	

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Reference Books

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5. HBR, McKinsey Insights, SupplyChainDigital.com – Case Articles



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – IV

PROGRAM(s): <u>S.Y.B.L.S.C.M</u>			SEMESTER: IV		
Course/Subject: Human Resource Management and Industrial Relations			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /1 hour each	NA	NA	4	40 marks	60 marks
Learning Objectives: 1.To understand the basic concepts and functions of HRM. 2.To develop practical knowledge of HR planning, recruitment, selection, training and performance management. 3.To understand employee relations, compensation, welfare and retention practices. 4.To create awareness of labour laws, workplace safety, ethics and employee well-being. 5.To familiarise learners with emerging HR practices and workplace challenges.					
Course Outcomes: After completion of the course, learners would be able to: CO1: Explain the role and functions of HRM in organisations. CO2: Apply basic HR practices in recruitment, selection, training and performance management. CO3: Analyse employee relations, compensation and retention issues. CO4: Identify and address basic workplace safety, legal and ethical issues. CO5: Evaluate contemporary HR practices and workplace challenges.					



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	INTRODUCTION TO HRM & HUMAN RESOURCE PLANNING	15
	HRM – Definition, Features, Evolution of HRM, Roles and Functions , Importance of HR, HR Department structure and responsibility, Challenges before HR Manager, Characteristics of Today's workforce Strategic HRM- Meaning, Linking Hr strategy with Corporate Strategy, HR Strategies, Recent Trends in HRM HR Terminologies- Personnel manual, HRIS, VRS, Outsourcing, pink slip/termination / retrenchment / downsizing / separation, Contracting and sub-contracting, Promotions and transfers HRP- Meaning, Factors affecting HRP, Process of HRP, Forecasting techniques Job Analysis-Meaning, Purpose, Methods Job Design- Meaning, Factors affecting job design, Approaches to Job Design Job Evaluation Meaning, Methods	
2	TALENT ACQUISITION & EMPLOYEE DEVELOPMENT	20
	Recruitment- Meaning , Internal and External Sources, Merits and Demerits Selection- Process, Types of Interviews, Types of Selection Tests Placement and Induction- Meaning, Methods and process, Training and Development- Meaning, On the job and off the job Methods, Evaluating training programs, Advantages of Training Performance Appraisal- Meaning, Purpose, Limitation, Advantages, Modern and Traditional Methods Career Planning and Development- Need, Process, Stages of Career development, Strategies for career development Succession Planning – Meaning, Need, Strategies Employee Retention Technique, Employer Branding	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3	COMPENSATION, EMPLOYEE WELFARE & INDUSTRIAL RELATIONS	15
	Compensation Management-, Components of Salary, Incentives- Monetary and Non-Monetary, Employee Benefits, Types of Fringe Benefits Employee Welfare- Importance, Statutory and Non Statutory welfare schemes, IR- Definition, features, Importance, Parties to IR Trade Unions- Meaning, Functions, Need, Problems Collective Bargaining-Meaning Types Participative Management- Need, Forms of participation Industrial Disputes and Conflicts- Causes, types, effects, prevention and settlement mechanism Legal framework- Overview of key labour laws Emerging Trends in IR	
4	EMPLOYEE HEALTH, SAFETY & EMERGING HR ISSUES	10
	Importance of Occupational health, occupational disease and preventive measures, ergonomics and workplace design, Workplace safety and accident prevention- safety programs, audits, inspections, Hazard Identification and Risk Assessment Safety Culture and Employee Participation Employee assistance and wellness program Quality Work Life Dimensions Legal framework in Health and Safety Emerging Issues- Diversity Equity and Inclusion – Importance, Inclusion Policies, Bias reduction Remote Work and flexible Employment Ethical Issues and Ethical Dilemmas CSR in HR- Labour practices and human rights	

Reference Books:

- Kotler, P. & Keller, K. – Marketing Management, Pearson
- Ramaswamy, V.S. & Namakumari, S. – Marketing Management, McGraw Hill
- Panda, T. & Sahadev, S. – Sales and Distribution Management, Oxford University Press
- Havaladar, K.K. & Cavale, V.M. – Sales and Distribution Management, McGraw Hill
- Still, Cundiff & Govoni – Sales Management: Decisions, Strategies & Cases, Pearson



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – IV

PROGRAM(s): S.Y.B.L.S.CM			SEMESTER: IV		
Course/Subject: Advance Excel & Database Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
120 Mins/2	1	NA	2	20 marks	30 marks
Learning Objectives: 1. Develop proficiency in advanced Excel techniques for business data management, analysis, and reporting. 2. Understand database concepts and perform basic database operations using MySQL. 3. Apply Excel and MySQL to solve business problems and support data-driven decision-making					
Course Outcomes: After completion of the course, learners would be able to: After the end of the course, the learner will be able to: CO1: Apply advanced Excel functions, data analysis tools, and AI-enabled features to organize, analyze, and visualize business data. CO2: Design and manage simple relational databases using MySQL and perform data definition, manipulation, and retrieval operations. CO3: Utilize Excel and MySQL to generate business reports and support decision-making in areas such as logistics, supply chain, finance, and marketing.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Units	Module Title	Credits/ Lectures
1	MODULE I: ADVANCE EXCEL FOR BUSINESS	15
	1. Advanced Data Management- Advanced Workbook & Worksheet Management Data Organization using Tables and Named Ranges, Business Data Validation and Conditional Formatting 2. Advanced Excel Functions- Date & Time Functions: DATE, TODAY, NOW, WORKDAY, NETWORKDAYS , Applications in attendance, inventory, logistics scheduling, and business reporting Text Functions: LEFT, RIGHT, MID, TRIM, TEXT, CONCAT/TEXTJOIN , Applications in customer and supplier data management Mathematical & Statistical Functions: SUMIFS, COUNTIFS, AVERAGEIF, ROUND, LARGE, RANK Logical Functions: IF, IFS, Nested IF, AND, OR, IFERROR, Lookup & Reference Functions: VLOOKUP, XLOOKUP, INDEX & MATCH 3. Data Analysis and Business Reporting- Sorting, Filtering and Data Cleaning (Remove Duplicates, Flash Fill, Text to Columns), Pivot Tables, Pivot Charts and Slicers, Interactive Dashboards and KPI Reporting, Business Reports 4. AI-enabled Excel Applications- AI-assisted Formula Generation and Data Analysis, AI-assisted Report and Dashboard Creation Business Applications: Inventory Management, Sales Analysis, Procurement, Supplier Database and Logistics Reporting	
2	DATABASE MANAGEMENT USING MySQL	15
	Introduction to Database Management- Data, Information and Database Concepts, DBMS and RDBMS Advantages and Business Applications of Database Systems Introduction to MySQL Database Design Fundamentals- Tables, Records, Fields and Data Types, Primary Key and Foreign Key, Database Relationships SQL Commands- 1. Data Definition Language (DDL) CREATE, ALTER, DROP 2. Data Manipulation Language (DML)- INSERT, UPDATE, DELETE Data Querying and Reporting- 1. SELECT Statement 2. WHERE Clause 3. Comparison and Logical Operators 4. ORDER BY Clause 5. Aggregate Functions (COUNT, SUM, AVG, MIN, MAX) 6. GROUP BY and HAVING 7. Joins (INNER JOIN and LEFT JOIN) Business Applications of Databases- Customer, Supplier and Inventory Database Management, Purchase Order and Warehouse Data Management, Logistics and Transportation Data Analysis ERP and CRM Applications Business Reporting and Decision Support	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. Sinha, P.K., and Sinha, Priti. Computer Fundamentals. New Delhi: BPB Publications.
2. Saxena, Sanjay. A First Course in Computers. New Delhi: Vikas Publishing House Pvt. Ltd.
3. Lambert, Joan, and Lambert, Curtis Frye. Microsoft Office 365 Step by Step. Redmond, WA: Microsoft Press.
4. Vermaat, Misty E., Sebok, Susan L., Freund, Steven M., Campbell, Jennifer T., and Frydenberg, Mark. Discovering Computers: Digital Technology, Data, and Devices. Boston: Cengage Learning.
5. Shelly, Gary B., and Vermaat, Misty E. Microsoft Office 365 & Office 2021: Introductory. Boston: Cengage Learning.
6. Rajaraman, V. Fundamentals of Computers. New Delhi: PHI Learning Pvt. Ltd.
7. Kumar, P.K. Information Technology for Management. Mumbai: Himalaya Publishing House.



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – IV

PROGRAM(s): S.Y.B.L.S.C.M		SEMESTER: IV			
Course/Subject: Custom laws and Regulations		Course Code:			
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
180 HOURS(30 LECS)	NA	NA	2	20 marks	30 marks

Learning Objectives:

The syllabus aims to provide students with an in-depth understanding of customs regulations and their critical role in international trade and logistics. By exploring customs duties, compliance requirements, valuation procedures, and special provisions for goods in transit, students will develop a comprehensive knowledge of customs procedures. This will help them understand the impact of customs laws on global supply chains, the importance of documentation and legal compliance, and the practical aspects of customs clearance. Students will also be familiarized with recent reforms in customs and their implications on the logistics industry, preparing them to manage trade operations effectively.

Course Outcomes:

After completion of the course, learners would be able to:

- CO1:** Understand customs clearance processes and applicable import/export documentation.
- CO2:** Ensure compliance with customs regulations and accurately prepare necessary documentation.
- CO3:** Apply correct customs valuation and tariff classification methods in logistics.
- CO4:** Identify various customs duties, exemptions, and penalties for non-compliance.
- CO5:** Assess the impact of customs laws on global supply chains and logistics operations.



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1	1.1	Introduction to Customs Laws	15
		• Customs Act, 1962: Overview and Key Provisions • Types of Customs Duties • Structure and functions of the Customs Department	
	1.2	Customs Procedures and Documentation	15
		• Import and Export procedures • Customs clearance process • Bill of Entry and Shipping Bill • Customs declaration and documentation requirements • Role of Customs Brokers in logistics • EDI (Electronic Data Interchange) systems and ICEGATE portal overview	
2	2.1	Customs Valuation and Tariff Classification	
		• Methods of customs valuation (Transaction value method, Deductive method, Computed method, Residual Method etc.) • Harmonized System (HS) code and tariff classification • Valuation challenges and practices in logistics	
	2.2	Special Provisions for Goods in Transit and Warehousing	
		• Goods in transit (Temporary imports, transit goods, re-export) • Customs warehousing procedures and exemptions • Bonded warehouses and their significance in logistics	

Reference Books:

1. Customs Act, 1962 (latest amended version)
2. CBIC Manual of Customs Procedures – Government of India
3. N. D. Kapoor – Elements of Mercantile Law
4. Gopalakrishnan, P. & Ramamoorthy, S. – Handbook of Import-Export Procedures
5. CBIC Circulars, Notifications, and ICEGATE Portal Guides



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)



Syllabus

Smt. P. D. Hinduja Trust's
K. P. B. Hinduja College of Commerce, Mumbai
(Autonomous)

Re-accredited 'A+' Grade by NAAC



Affiliated to
The University of Mumbai

Syllabus for B.COM
(LOGISTICS & SUPPLY CHAIN MANAGEMENT)
Semester V & VI under NEP 2020

Programme Code:

Choice Based Credit System (CBCS) with effect from
Academic Year 2023–2024
Programme Outline 2025–2026



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – V

PROGRAM(s): T.Y. <u>BLSCM</u>			SEMESTER: V		
Course/Subject: Fleet Operations Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /60 mins each	NA	NA	4	40 marks	60 marks
Learning Objectives: To equip students with knowledge and skills in planning, managing, and optimizing fleet operations, including cost control, maintenance systems, regulatory compliance, performance measurement, and technology integration for efficient logistics operations.					
Course Outcomes: CO1: Understand fundamentals of fleet management and transport systems CO2: Analyse fleet planning, scheduling, and routing techniques CO3: Evaluate cost structures and operational efficiency in fleet operations CO4: Apply legal, safety, and compliance requirements in fleet management CO5: Integrate digital tools and technologies in modern fleet operations					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Fleet Operations	20
		• Types of fleets (commercial, logistics, passenger, specialized fleets) • Road transport fleets, cold-chain fleets, containerized fleets, and EV fleets • Role of Meaning and scope of fleet management • fleet management in logistics and supply chain • Role of fleet operations in e-commerce and quick commerce • Objectives of fleet operations: efficiency, safety, cost minimization • Fleet size and composition decisions • Ownership vs leasing of vehicles • Key stakeholders in fleet operations • Fleet lifecycle management • Key performance indicators (KPIs) in fleet operations • Third-Party Logistics (3PL) and fleet outsourcing • Case examples: E-commerce delivery fleets, FMCG distribution networks	
2		Fleet Planning, Routing and Cost Management	15
		• Vehicle selection criteria (capacity, fuel efficiency, lifecycle cost) • Fleet deployment planning and scheduling • Route planning and optimization techniques- Vehicle Routing Problem (VRP) basics, Shortest path concept, GIS-based routing systems • Dynamic route optimization using AI tools • Fleet utilization and optimization strategies • Fuel optimization techniques • Cost components in fleet operations- Fixed costs: depreciation, insurance, Variable costs: fuel, maintenance, wages • Total Cost of Ownership (TCO) • Budgeting and cost control methods • Break-even analysis in fleet operations • Productivity and efficiency measurement • Last-mile delivery cost challenges • Sustainability and carbon cost considerations in fleet management	



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3		Maintenance, Safety, and Regulatory Compliance	15
		• Preventive and corrective maintenance systems • Predictive maintenance using IoT sensors • Maintenance scheduling and record keeping • Vehicle lifecycle management • Safety standards and accident prevention • Driver management and training • Driver behavior monitoring systems • Compliance with transport laws and regulations • FASTag and digital transport documentation systems • Environmental concerns and emission norms • ESG and sustainability compliance in fleet operations • Risk management in fleet operations • Cybersecurity risks in connected vehicles and fleet systems	
4		Technology and Modern Trends in Fleet Management	10
		• Role of IT in fleet operations • GPS tracking and telematics systems • IoT-enabled smart fleet management systems • Fleet management software and ERP integration • Transport Management Systems (TMS) and cloud-based fleet platforms • Fuel management systems • Real-time data analytics and decision support systems • Automation, AI, and predictive analytics in fleet operations • Blockchain applications in logistics visibility and tracking • Electric vehicles (EVs) and sustainable fleet practices • Green logistics and carbon footprint reduction • Autonomous and connected vehicles • Drone delivery and future mobility solutions • Challenges and future trends in fleet management	

Reference Books:

1. Martin Christopher – Logistics and Supply Chain Management – Pearson Education
2. Sunil Chopra & Peter Meindl – Supply Chain Management: Strategy, Planning and Operation – Pearson
3. Donald J. Bowersox, David J. Closs & M. Bixby Cooper – Supply Chain Logistics Management – McGraw Hill
4. Coyle, Bardi & Langley – The Management of Business Logistics – Cengage Learning
5. Harrison, Van Hoek & Skipworth – Logistics Management and Strategy – Pearson
6. R. Srinivasan – Fleet Management and Logistics – Margham Publications
7. K. Sinha – Transportation and Logistics Management – Oxford University Press



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – V

PROGRAM(s): T.Y.B.L.S.C.M			SEMESTER: V		
Course/Subject: Logistics Risk and Insurance Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /60 mins each	NA	NA	4	40 marks	60 marks
Learning Objectives: To provide students with an understanding of risks associated with logistics and supply chain operations and to develop knowledge of insurance mechanisms, risk mitigation strategies, business continuity practices, and emerging technologies used to manage logistics-related uncertainties effectively.					
Course Outcomes: CO1: Students will be able to identify and analyze various operational, financial, environmental, and technological risks in logistics and supply chain operations. CO2: Students will understand risk mitigation strategies, business continuity planning, and the role of technology in enhancing supply chain resilience. CO3: Students will gain knowledge of logistics-related insurance principles, types of insurance policies, claim procedures, and regulatory aspects governing logistics insurance. CO4: Students will evaluate emerging trends such as digital insurance platforms, AI, blockchain, and sustainability considerations in logistics risk management.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Logistics Risk Management	15
	□ Meaning and importance of risk in logistics □ Types of risks in logistics: • Operational risks • Financial risks • Environmental risks • Political and regulatory risks • Cybersecurity risks in logistics operations • Global supply chain disruptions and geopolitical risks • Climate change and sustainability-related risks □ Risk identification and assessment techniques □ Risk analysis models in supply chains □ Role of risk management in logistics efficiency □ Basics of supply chain disruptions and resilience □ Introduction to resilient and agile supply chains	
2	Risk Mitigation and Control Strategies	12
	□ Risk management process: identification, evaluation, control □ Risk mitigation techniques: • Diversification • Safety stock and inventory buffers • Alternative sourcing strategies □ Contingency planning and disaster management □ Business continuity planning (BCP) □ Role of technology in risk management (tracking, monitoring systems) □ Real-time risk monitoring using IoT and analytics □ Vendor and supplier risk management □ Case studies of logistics disruptions (natural disasters, strikes, pandemics)	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3	Insurance in Logistics and Supply Chain	15
	□ Meaning and principles of insurance: • Utmost good faith • Insurable interest • Indemnity • Subrogation □ Types of insurance in logistics: • Marine cargo insurance • Transit insurance • Hull insurance • Liability insurance • Air cargo insurance • Warehouse and fire insurance • Multimodal transport insurance • Cyber insurance in logistics operations (introductory concept) □ Marine insurance policies and clauses □ Role of Insurance Regulatory and Development Authority of India (IRDAI) □ Insurance documentation and claim procedures □ Digital claim processing systems • Basic understanding of risk transfer in international logistics transactions	
4	Claims, Legal Aspects & Emerging Trends	18
	• Types of losses in logistics (total loss, partial loss) • Claim settlement procedures in insurance • Documentation for claims (survey reports, invoices, bills of lading) • Role of surveyors and assessors • Legal framework governing logistics insurance • Dispute resolution in insurance claims Emerging Trends: • Digital insurance platforms • Blockchain in insurance • Risk analytics and AI • Sustainable logistics and risk considerations • InsurTech and digital transformation in insurance • AI-based fraud detection in insurance • ESG and sustainability risks in logistics Data privacy and security in digital insurance systems	



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

REFERENCE BOOKS

1. Donald Waters – Supply Chain Risk Management – Kogan Page
2. Martin Christopher & Helen Peck – Building the Resilient Supply Chain – International Journal of Logistics Management / Related Publications
3. John J. Coyle, Robert Novack & Brian Gibson – Transportation: A Supply Chain Perspective – Cengage Learning
4. C. S. Ray – Logistics Management – McGraw Hill India
5. S. Arunajatesan & T. R. Vishwanathan – Risk Management and Insurance – Macmillan India
6. Dr. P. Periasamy – Principles and Practice of Insurance – Himalaya Publishing House
7. R. Srinivasan – Fleet Management and Logistics – Margham Publications



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – V

PROGRAM(s): T.Y.B.L.S.C.M			SEMESTER: V		
Course/Subject: Retailing and Digital Commerce			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /60 mins each	NA	NA	4	40 marks	60 marks
Learning Objectives: - To understand retail management and its integration with supply chains - To explore digital transformation in retailing - To analyze e-commerce, m-commerce, quick commerce, and omnichannel models - To develop practical insights into modern retail operations and customer experience					
Course Outcomes: CO1 : Explain retail formats and retail operations CO2: Analyze digital commerce models and platforms CO3: Evaluate omnichannel and quick commerce strategies CO4: Understand mobile commerce and digital payment systems CO5: Apply retail and digital commerce concepts in supply chain decisions					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

4		Omnichannel Retailing and Customer Experience	15
		• Multichannel vs Omnichannel Retailing • Customer Journey Mapping • Integration of Online and Offline Channels • Omnichannel Fulfilment Models: • BOPIS (Buy Online Pick Up in Store) • Ship-from-store • Customer Experience and Personalization • Role of AI, Data Analytics, and CRM • Emerging Trends: • Social Commerce • AI in Retail • AR/VR Applications	

Reference Books:

1. Levy & Weitz – Retailing Management
2. Berman & Evans – Retail Management
3. Laudon & Traver – E-Commerce
4. Dave Chaffey – Digital Business and E-Commerce
5. Swapna Pradhan – Retail Management (India)



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – V

PROGRAM(s): T.Y. <u>B.L.S.C.M</u>			SEMESTER: V		
Course/Subject: Logistics Operations and Project Management			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
2lectures /60 MINS each	NA	NA	4	40 marks	60 marks
Learning Objective : This course focuses on developing quantitative problem-solving skills and project execution capabilities relevant to logistics and supply chain management. It enables students to apply operations research techniques for optimization and decision-making and equips them with tools for effective project planning, scheduling, and control in real-world logistics scenarios					
Course Outcomes: CO1: Apply quantitative techniques for solving logistics and business problems. CO2: Formulate and solve linear programming problems. CO3: Analyze transportation and assignment problems for cost optimization. CO4: Understand project planning and execution processes. CO5: Apply PERT and CPM techniques for scheduling and monitoring projects. CO6: Evaluate project efficiency using time, cost, and resource analysis.					

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DETAILED SYLLABUS

Modules	Units	Module Title	Credits/ Lectures
1		Introduction to Copywriting	15
		• Formulation of Linear Programming Problems (LPP) • Graphical Method (two-variable problems) • Simplex Method (basic problems) • Practical Applications in Logistics: Cost Minimization , Resource Allocation Warehouse space utilization, Vehicle routing and delivery scheduling • Interpretation of Results and Decision Making	
2		Transportation & Assignment Models	15
		Transportation Problem: • North-West Corner Rule • Least Cost Method • Vogel's Approximation Method (VAM) • Optimal Solution (basic understanding – MODI method optional overview) • Transshipment concept (basic overview) • Hub-and-spoke distribution concept • Vehicle routing and distribution optimization (introductory concept) Assignment Problem: • Hungarian Method (basic problems) Applications in Logistics: Distribution & Scheduling, Fleet allocation and warehouse assignment problems	
3		Project Management Fundamentals	15
		• Meaning and Characteristics of a Project • Project Life Cycle • Work Breakdown Structure (WBS) • Project Planning and Scheduling • Project Cost Estimation and Budgeting • Resource Allocation • Role of Project Management in Logistics • Stakeholder management in logistics projects • Agile vs Traditional Project Management (basic overview) • Project management software tools (MS Project/Trello/basic awareness) • Sustainability considerations in logistics projects	

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DETAILED SYLLABUS

4		Network Analysis & Project Control	15
		• Network Techniques: PERT and CPM • Construction of Network Diagrams • Critical Path Method (CPM): Concept and Calculation • Program Evaluation and Review Technique (PERT) • Float/Slack Time Calculation • Time-Cost Trade-off (basic concept) • Project Monitoring and Control • Risk Management in Projects • Gantt Charts (basic introduction) • Project performance measurement concepts • Digital dashboards and project tracking tools • Risk assessment in logistics infrastructure projects • AI and analytics in project scheduling (introductory overview)	

Reference Books:

- 1.The Copywriter's Handbook – Robert Bly
- 2.Hey, Whipple, Squeeze This – Luke Sullivan
- 3.AdAge, Campaign India, and WARC for trendspotting
- 4.Copywriting Secrets – Jim Edwards
- 5.Ogilvy on Advertising – David Ogilvy



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – V

PROGRAM(s): T.Y.B.L.S.C.M			SEMESTER: V		
Course/Subject: ENTREPRENEURSHIP INNOVATION AND STARTUP MANAGEMENT			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
4 lectures /2 hours per week	NA	NA	2	20 marks	30 marks

Learning Objectives:

This course aims to develop an entrepreneurial mindset among students by introducing the basic concepts of entrepreneurship, innovation, and startups. It helps students identify business opportunities, generate innovative ideas, and understand basic tools like design thinking and MVP for idea validation. The course also provides awareness of the startup ecosystem, funding sources, and basic business planning. In addition, it focuses on building essential entrepreneurial skills such as creativity, problem-solving, communication, and teamwork.

Course Outcomes:

- CO1:** Explain the basic concepts, characteristics, types, and importance of entrepreneurship.
- CO2:** Identify business opportunities and generate innovative ideas using creativity and basic idea generation techniques.
- CO3:** Apply basic concepts of design thinking and MVP to develop and validate business ideas.
- CO4:** Describe the startup ecosystem, funding sources, and basic elements of business planning, marketing, and entrepreneurial skills.

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Entrepreneurship – Foundations, Opportunity & Innovation Thinking	15
	Foundations of Entrepreneurship- Meaning and concept of entrepreneurship, Qualities and characteristics of entrepreneurs, Functions of entrepreneurs, Role of entrepreneurship in economic development, Problems and challenges faced by entrepreneurs, Factors influencing entrepreneurship Types of Entrepreneurs- Types and classification of entrepreneurs, Intrapreneurs, Social entrepreneurs, Women entrepreneurs, Emerging forms of entrepreneurship Opportunity Identification & Idea Generation- Identifying business opportunities, Evaluating business opportunities, Idea generation techniques, Problem identification and opportunity discovery, Creativity and innovation in entrepreneurship Innovation in Entrepreneurship- Meaning and importance of innovation, Types of innovation: product, service, process, and digital innovation, Role of innovation in startup success, Examples of innovative startups (Indian and global) Design Thinking Approach- Meaning and importance of design thinking, Stages of design thinking: (Empathize, Define, Ideate, Prototype, Test), Application of design thinking in entrepreneurship Market & Feasibility Analysis- Market research, Customer and competition analysis, Feasibility analysis (technical, financial, and market feasibility) MVP Concept- Concept of Minimum Viable Product (MVP), Role of MVP in validating business ideas Business Planning- Business plan: meaning, need, Components of a business plan, Basics of business model	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

2	Startups – Ecosystem, Operations & Growth Strategy	15
	1.Startup Ecosystem- Meaning of startups, Startup ecosystem and components, Key stakeholders (incubators, accelerators, investors, mentors, government), Role of incubators, accelerators, and mentorship, Networking and relationship building 2. Startup Trends & Challenges-Global startup trends, Reasons for startup success and failure, Startup Cycle 3. Startup Financing- Sources of startup funding, Bootstrapping, angel investors, venture capital, crowdfunding, government schemes 4. Legal & Intellectual Property-Legal and regulatory awareness, Intellectual Property Rights (Patents, Copyrights, Trademarks) 5. Startup Marketing, Operations & Scaling- 6.Marketing and sales strategies- branding, positioning, customer acquisition, digital marketing 7.Operations management- product development, prototyping, supply chain overview 8.Scoring a startup: Challenges and Strategies, Exit strategies and launch strategies 9.Entrepreneurial Skills and Applied Thinking- Problem-solving and critical thinking skills, Decision-making under uncertainty, Networking and Negotiation Skills, Communication and storytelling for business ideas, Leadership and teamwork in entrepreneurial activities, Risk-taking and resilience, Basic pitching and presentation skills	

Reference Books:

- 1.Entrepreneurship – Robert D. Hisrich, Michael P. Peters & Dean A. Shepherd, McGraw Hill
- 2.Entrepreneurship: Successfully Launching New Ventures – Bruce R. Barringer & R. Duane Ireland, Pearson
- 3.Innovation and Entrepreneurship – Peter F. Drucker, Routledge
- 4.Entrepreneurship Development – S. S. Khanka, S. Chand Publishing
- 5.Entrepreneurship and Small Business Management – C. B. Gupta & N. P. Srinivasan, Sultan Chand & Sons
- 6.New Venture Creation: Entrepreneurship for the 21st Century – Jeffrey R. Cornwall, Tina V. Wolff & David W. R. Houghton, Pearson



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – VI

PROGRAM(s): TYBLSCM			SEMESTER: VI		
Course/Subject: EXPORT IMPORT PROCEDURES AND DOCUMENTATION			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (2 Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Evaluation (Project and Viva Voce)
(60 lectures)	NA	NA	4	40 marks	60 marks
Learning Objective: To provide students with practical knowledge of export-import procedures, documentation, customs regulations, logistics coordination, trade finance, and digital compliance systems involved in international trade operations.					
Course Outcomes: CO1: Students will understand the fundamentals of export-import trade, EXIM framework, and institutional structure governing international trade operations. CO2: Students will be able to prepare and interpret export-import documentation and understand customs clearance procedures and logistics coordination. CO3: Students will gain knowledge of customs laws, duties, cargo handling, trade finance, and risk management practices in EXIM operations. CO4: Students will understand digital trade systems, compliance requirements, and emerging trends in export-import logistics and documentation.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Export-Import Trade and EXIM Framework	15
	• Meaning and importance of export-import trade • Basics of export and import management • Role of EXIM trade in economic development • Types of exports and imports • Exporters, importers and trade intermediaries • Overview of India's Foreign Trade Policy (FTP) • Role of key institutions in EXIM trade: ◦ Directorate General of Foreign Trade (DGFT) ◦ Reserve Bank of India (RBI) ◦ World Trade Organization (WTO) • Export Promotion Councils and trade support institutions • Import Export Code (IEC) registration process • Basics of international commercial terms (INCOTERMS – latest version) • Basic EXIM trade terminology • Challenges in export-import operations • Introduction to digital trade environment and e-commerce exports	
2	Export-Import Procedures and Documentation	15
	Export Procedures: • Pre-shipment and post-shipment procedures • Export order processing and documentation flow Import Procedures: • Import procedures and compliance requirements Documentation in EXIM Trade: Commercial invoice, Packing list, Shipping bill, Bill of Entry, Bill of Lading, Airway Bill, Certificate of Origin, Insurance documents, Inspection certificate Customs and Logistics Coordination: • Customs clearance procedures • EDI (Electronic Data Interchange) in customs • ICEGATE and digital customs systems Role of Intermediaries in EXIM Trade: Customs House Agents (CHA)/Customs Brokers, Clearing and Forwarding (C&F) Agents, Freight Forwarders, Shipping Agents, Multimodal Transport Operators (MTOs) International Trade Payments: Letter of Credit (LC), Advance payment, Documentary collection, Open account transactions, Export pricing and quotations, Export finance (basic overview)	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3	Customs Laws, Duties and Logistics Operations	15
	• Basic overview of Customs regulations and procedures in EXIM trade • Types of customs duties: Basic Customs Duty (BCD), IGST on imports, Anti-dumping duty, Safeguard duty • Customs valuation methods • Tariff classification and Harmonized System (HS) Code system • Importance of HS Codes in international trade and customs classification • Import-export clearance procedures • Import licensing procedures • Warehousing and bonded warehouses • Duty drawback and export incentive schemes • GST and customs compliance in EXIM trade (basic overview) • FEMA and RBI guidelines relating to export-import transactions • Role of Central Board of Indirect Taxes and Customs (CBIC) • Role of ports, ICDs and CFS in EXIM operations • Freight forwarding and multimodal transportation • Containerization in international trade • Air cargo procedures and documentation • Warehousing and distribution in international logistics • Marine cargo insurance and transit insurance • Risk management in EXIM operations	
4	Export Finance, Digital Trade and Emerging Trends	15
	Export Finance: Pre-shipment finance, Post-shipment finance, Role of banks and EXIM Bank Risk Management in EXIM: Currency risk, Political risk, Credit risk, Supply chain and logistics risks Cargo Handling and Logistics: Cargo handling procedures, Freight forwarding operations, Risk management in cargo movement Emerging Trends in EXIM: Digital trade documentation, Digitalization in EXIM operations, Role of technology in EXIM documentation and tracking, E-commerce and cross-border trade, Blockchain and AI in international trade (introductory concepts), Trade facilitation measures, Sustainability and green logistics in international trade, Ethical practices and compliance in EXIM operations, Case studies in export-import documentation and logistics	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

- 1.Paras Ram – Export-Import Management – CBS Publishers
- 2.C. Rama Gopal – Export Import Procedures: Documentation and Logistics – New Age International
- 3.T. A. Bhatti – Export Import Procedures and Documentation – Sultan Chand & Sons
- 4.Francis Cherunilam – International Trade and Export Management – Himalaya Publishing House
- 5.Justin Paul – International Business – McGraw Hill
- 6.Martin Christopher – Logistics and Supply Chain Management – Pearson
- 7.Sunil Chopra & Peter Meindl – Supply Chain Management: Strategy, Planning and Operation – Pearson



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – VI

PROGRAM(s): TYBLSCM			SEMESTER: VI		
Course/Subject: Smart Supply Chains: AI, Automation and Digital Transformation			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (2 Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
(60 lectures)	NA	NA	4	40 marks	60 marks
Learning Objective: To provide students with an understanding of smart supply chains, digital transformation, automation technologies, and AI-enabled business applications used in modern logistics, supply chain management, and business operations, while developing practical skills required for technology-driven workplaces.					
Course Outcomes: CO1: Students will understand the concepts and components of smart and digital supply chains. CO2: Students will gain knowledge of AI, IoT, blockchain, and digital technologies used in logistics and supply chain management. CO3: Students will understand automation systems and smart logistics technologies used in warehousing, transportation, and delivery operations. CO4: Students will develop practical skills in prompt engineering and the use of AI tools for supply chain and business management tasks.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Smart and Digital Supply Chains	15
	• Meaning and evolution of smart supply chains • Traditional vs digital supply chains • Digital transformation in logistics and SCM • Importance of technology in supply chain management • Industry 4.0 and smart business operations • Components of smart supply chains: Connectivity, Visibility, Automation • Real-time information sharing • Role of digital technologies in logistics efficiency • Challenges in digital supply chain transformation • Case examples of smart supply chains	
2	AI, IoT and Digital Technologies in Supply Chains	15
	• Introduction to Artificial Intelligence (AI) in supply chains • Applications of AI in logistics and SCM • AI in inventory management and demand planning • AI-enabled customer support and chatbot systems • Internet of Things (IoT) in logistics operations • RFID and barcode systems • GPS and real-time shipment tracking • Blockchain technology in supply chains • Cloud computing and digital logistics platforms • ERP systems and supply chain integration • Cybersecurity and data privacy in digital supply chains	
3	Automation and Smart Logistics Systems	15
	• Automation in warehousing and logistics • Smart warehouses and automated storage systems • Robotics in logistics operations • Automated material handling systems • Drones and autonomous delivery systems (basic overview) • Smart transportation systems • Electric vehicles (EVs) in logistics • Digital freight management systems • E-documentation and paperless logistics • E-commerce, quick commerce and hyperlocal delivery models • Last-mile delivery challenges and solutions • Smart packaging and cold chain technologies	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

4	Practical AI Applications, Prompt Engineering and Smart Business Tools	15
	·Use of AI tools such as: ChatGPT, Google Gemini, Claude, Microsoft Copilot, Canva AI, Gamma, Lovable (basic overview) ·AI Applications in Business Management- AI-generated presentations (PPTs), AI-generated reports and business summaries, AI-generated Word documents and business communication, AI-assisted Excel and spreadsheet analysis, AI-assisted dashboards and data visualization, AI tools for email drafting, meeting notes, Introduction to Generative AI- Generative AI and its role in business and SCM, AI tools used in logistics and business operations ·Prompt Engineering- Meaning and importance of prompt engineering, Writing effective prompts for business tasks, Prompt writing for logistics and SCM scenarios ·AI Applications and Digital Productivity Tools- Introduction to Generative AI tools for business and SCM ·and SOP preparation ·AI Applications in SCM- AI-assisted inventory planning, AI-supported route and delivery planning, AI in warehouse and logistics coordination, AI-enabled customer support systems ·Ethical and Responsible Use of AI- Ethical issues in AI usage, Data privacy and responsible AI practices - Future trends in AI and smart business operations	

Reference Books:

- Paras Ram – Export-Import Management – CBS Publishers
- C. Rama Gopal – Export Import Procedures: Documentation and Logistics – New Age International
- T. A. Bhatti – Export Import Procedures and Documentation – Sultan Chand & Sons
- Francis Cherunilam – International Trade and Export Management – Himalaya Publishing House
- Justin Paul – International Business – McGraw Hill
- Martin Christopher – Logistics and Supply Chain Management – Pearson
- Sunil Chopra & Peter Meindl – Supply Chain Management: Strategy, Planning and Operation – Pearson



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- 3.T. A. Bhatti – Export Import Procedures and Documentation – Sultan Chand & Sons
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- 5.Justin Paul – International Business – McGraw Hill
- 6.Martin Christopher – Logistics and Supply Chain Management – Pearson
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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – VI

PROGRAM(s): TYBLSCM			SEMESTER: VI		
Course/Subject: INTERNATIONAL BUSINESS MANAGEMENT			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (2 Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
(30 lectures)	NA	NA	2	20 marks	30marks
Learning Objective: To develop an understanding of the international business environment, global trade dynamics, and strategic management practices adopted by organizations operating in international markets.					
Course Outcomes: CO1: Students will be able to understand and analyze the global business environment and international market operations. CO2: Students will be able to identify international business opportunities, trade barriers, and risks involved in global business activities. CO3: Students will be able to apply strategic management concepts for global business expansion, market entry, and competitive positioning. CO4: Students will be able to understand and manage multinational business operations, cross-cultural business situations, and global business challenges.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	International Business Environment and Global Markets	15
	Introduction • Meaning, Features and Scope of International Business • Difference between Domestic and International Business • Drivers and Phases of International Business • Risks and Barriers in International Business • EPRG Framework International Trade and Global Institutions • International Trade Theories • Trade Barriers: Tariff and Non-Tariff • Trading Blocs and Regional Economic Integration • Role of WTO, IMF and World Bank International Business Environment • Internal Environment Factors • External Environment Factors: ◦ Micro Environment ◦ Macro Environment Components of International Business Environment • Economic Environment • Political and Legal Environment • Socio-cultural Environment • Technological Environment • Ecological / Sustainable Environment • Demographic Environment	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

2	Strategic Management in International Business	15
	Foundations of Strategic Management • Meaning and Importance of Strategic Management • Strategic Decision-Making in International Business • Vision, Mission and Strategic Goals in Global Organizations Global Business Strategies • Market Entry Strategies • Global Expansion Strategies • Internal and External Growth Strategies • Standardization vs Localization Strategies • Competitive Strategies in International Markets • Positioning Strategies in Global Business • Branding Strategies in Global Business Strategic Management of Global Business • Managing Multinational Corporations (MNCs) and Transnational Corporations • Cross-cultural Management Strategies Global Leadership and Strategic Control	

Reference Books:

1. International Business – McGraw Hill
2. International Business Environment – Himalaya Publishing House
3. International Business – McGraw Hill
4. Strategic Management – Excel Books
5. Strategic Management and Business Policy – McGraw Hill
6. Global Business Today – McGraw Hill
7. International Marketing – McGraw Hill



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – VI

PROGRAM(s): TYBLSCM			SEMESTER: VI		
Course/Subject: SUPPLY CHAIN ANALYTICS			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (2 Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
(60 lectures)	NA	NA	4	40 marks	60 marks
Learning Objective: This course aims to provide students with a comprehensive understanding of the role of analytics in supply chain management. It focuses on the application of data-driven techniques to improve decision-making in demand forecasting, inventory control, logistics, and overall supply chain performance. The course also introduces modern tools and technologies used in supply chain analytics and prepares students to analyze real-world supply chain problems effectively.					
Course Outcomes: CO1: Explain the concepts and components of supply chain management and analytics. CO2: Apply forecasting techniques and inventory models for effective decision-making. CO3: Analyze logistics and transportation data to improve operational efficiency. CO4: Evaluate supply chain performance, risks, and sustainability using analytical approaches. CO5: Understand the role of digital technologies and tools in modern supply chains.					

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Supply Chain & Analytics	15
	• Meaning, Scope and Importance of Supply Chain • Components of Supply Chain: Procurement, Production, Warehousing, Distribution • Concept of Supply Chain Management (SCM) • Introduction to Supply Chain Analytics and its Importance • Types of Analytics: Descriptive, Diagnostic, Predictive and Prescriptive • Role of Data in Supply Chain Decision Making • Key Supply Chain Metrics: Lead Time, Fill Rate, Inventory Turnover, Service Level • Challenges in Traditional vs Data-Driven Supply • Digital Supply Chains and Industry 4.0 (basic overview) • Role of AI and Automation in Supply Chains • Real-life examples (Retail / E-commerce supply chains)	
2	Demand Forecasting & Inventory Analytics	15
	• Demand Forecasting: Meaning and Importance • Forecasting Techniques: • Qualitative Methods • Quantitative Methods (Moving Average, Trend Analysis) • Forecast Accuracy Measurement (MAD, MSE – basic understanding) • Inventory Management Concepts: • Economic Order Quantity (EOQ) • Safety Stock and Reorder Level • ABC Analysis • Role of Analytics in Inventory Optimization • Real-time inventory visibility concepts • Introduction to demand planning software (basic awareness) • Bullwhip Effect: Meaning, Causes and Impact	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

3	Supply Chain Performance, Logistics & Risk Analytics	15
	• Supply Chain Performance Measurement: - o Key Performance Indicators (KPIs): Order Fulfillment Rate, Inventory -- Turnover, Service Level, On-Time Delivery - o Perfect Order Concept - o Benchmarking and Continuous Improvement • Supply Chain Risk Analytics: • Types of Risks: Demand Risk, Supply Risk, Operational Risk, External Risk • Risk Identification and Assessment using Data • Risk Mitigation Strategies • Concept of Resilient Supply Chains • Sustainable Supply Chain Analytics: • Green Supply Chain Management • Carbon Footprint and Environmental Impact • Waste Reduction and Efficiency using Analytics • Reverse Logistics and Returns Management • Logistics Analytics • Role of Analytics in Logistics Decision Making • Transportation Cost Analysis • Route Optimization (basic concept only) • Last-Mile Delivery Challenges and Performance Measurement • Warehouse analytics and space utilization • Cold chain analytics (basic concept)	
4	Tools, Technologies & Applications in Supply Chain Analytics	15
	Introduction to Analytical Tools: Advanced Excel (Pivot Tables, Basic Functions) Power BI / Tableau (Basic Dashboarding) ERP Systems and Supply Chain Analytics: Overview of SAP Role of Big Data in Supply Chain Introduction to Data Visualization in Decision Making Cloud computing in supply chain analytics IoT-enabled supply chains (basic overview) AI and Machine Learning applications in SCM (introductory concepts only) Case Studies in Supply Chain Analytics: E-commerce and Retail Supply Chains (e.g., Amazon) Ethical Issues and Data Security in Supply Chain Analytics	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

Reference Books

1. "Supply Chain Management: Strategy, Planning, and Operation" – Sunil Chopra & Peter Meindl
2. "Data Science for Supply Chain Forecasting" – Nicolas Vandepuut
3. "Business Analytics" – James R. Evans
4. "Operations and Supply Chain Management" – Russell & Taylor



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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

SEMESTER – VI

PROGRAM(s): TYBLSCM			SEMESTER: VI		
Course/Subject: TAXATION AND PERSONAL FINANCIAL PLANNING			Course Code:		
Teaching Scheme					Evaluation Scheme
Lectures (2 Hours per week)	Practical (Hours per week)	Tutorial (Hours per week)	Credit	Continuous Internal Assessment (CIA)	Semester End Examination
(60 lectures)	NA	NA	4	40 marks	60 marks
Learning Objective: This course enables students to develop a comprehensive understanding of direct and indirect taxation in India, with special reference to logistics and supply chain operations. It equips learners with the ability to compute individual income tax, understand GST compliance in logistics services, and apply taxation principles in business decisions. Additionally, the course builds competency in personal financial planning, enabling students to manage income, investments, risks, and long-term financial goals effectively.					
Course Outcomes: CO1: Explain the basic concepts and legal framework of direct and indirect taxation in India. CO2: Compute income tax liability for individuals based on applicable heads and deductions. CO3: Understand and analyze the structure and functioning of the GST system. CO4: Apply GST concepts of time of supply, place of supply, and Input Tax Credit in practical scenarios. CO5: Demonstrate awareness of tax planning and compliance strategies for business decision-making					



SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

Modules	Module Title	Credits/ Lectures
1	Introduction to Taxation & Direct Tax Basics	15
	• Meaning, Features & Objectives of Taxation • Types of Taxes: Direct vs Indirect • Constitutional Provisions relating to Taxation • Basic Concepts: Assessee, Previous Year, Assessment Year, Person, Income • Residential Status and Scope of Total Income • Introduction to Income Tax System in India • Introduction to Digital Tax Administration in India • PAN, Aadhaar Linking and E-Filing Ecosystem (basic overview)	
2	Direct Tax – Income Tax Computation	15
	• Heads of Income: • Income from Salary (detailed computation) • Income from House Property (basic concepts) • Profits and Gains of Business or Profession (overview) • Income from Other Sources • Deductions under Income Tax Act • Computation of Total Income and Tax Liability (Individual) • Filing of Income Tax Returns – ITR-1 (overview) • New Tax Regime vs Old Tax Regime (basic comparison) • Introduction to Form 16 and AIS/TIS (basic awareness) • Basics of TDS and Advance Tax	
3	GST – Key Concepts & Mechanism	15
	• GST Definitions: Supply, Goods, Services, Taxable Person, Aggregate Turnover • Levy and Collection of GST • Time of Supply & Place of Supply (basic understanding) • Input Tax Credit (ITC): Concept, Conditions, Utilization • GST Registration: Process and Threshold • Tax Invoices, Debit & Credit Notes • Returns under GST – GSTR-1, GSTR-3B (conceptual overview) • Composition Scheme • E-invoicing and Digital GST Compliance (basic overview) • GST in E-commerce Transactions (introductory concept) • Introduction to GST Portal and Online Compliance	

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SYLLABUS FOR B.COM (LOGISTIC AND SUPPLY CHAIN MANAGEMENT)

DETAILED SYLLABUS

4	Personal Financial Planning	15
	• Meaning, Objectives and Importance of Financial Planning • Personal Budgeting and Cash Flow Management • Time Value of Money (basic concept) • Investment Planning: • Bank Deposits • Mutual Funds • Equity (basic understanding) • Systematic Investment Plans (SIPs) and Long-term Investing • Risk Management: • Life Insurance • Health Insurance • Retirement Planning: • Provident Fund (PF) • National Pension System (NPS) • Tax Planning for Individuals • Introduction to Financial Goals & Wealth Creation • Digital Payments and FinTech Ecosystem (UPI, Mobile Wallets, Net Banking Safety) • Basics of Credit Score and Financial Discipline • Financial Fraud Awareness and Cyber Safety	

Reference Books:

1. "Students' Guide to Income Tax" – Dr. Vinod K. Singhania & Dr. Monica Singhania (Taxmann)
2. "Taxation (Direct & Indirect Taxes)" – T.N. Manoharan & G.R. Hari (Snow White Publications)
3. "Practical Approach to Direct Tax Laws" – Girish Ahuja & Ravi Gupta



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F. BEST PRACTICES & FUTURE PLANS

BEST PRACTICE

- **Experiential & Industry-Oriented Learning-** Industrial visits, internships, live projects, field-based assignments, guest sessions and industry interactions enable students to apply classroom learning to real-world logistics and supply chain operations.
- **Activity-Based & Engaging Pedagogy-** Teaching incorporates case studies, simulations, role plays, group discussions, presentations, problem-solving activities and other application-oriented methods to foster active learning.
- **Holistic Development of Students-** Students are encouraged to participate in academic, cultural, sports, social and co-curricular activities for their overall development.
- **Leadership & Professional Grooming-** Students are encouraged to undertake responsibilities in departmental activities and events, while developing leadership, communication, presentation, professional etiquette and workplace readiness.
- **Contemporary Skills & Technology Integration-** The curriculum and learning initiatives integrate emerging areas such as Supply Chain Analytics, Artificial Intelligence, Prompt Engineering, digitalisation and technology-enabled supply chain practices, ensuring industry relevance.
- **Beyond-the-Classroom Exposure-** Students are encouraged to participate in intercollegiate competitions, fests, conferences, seminars and external events, broadening their exposure while strengthening leadership, collaboration and competitive skills.
- **Digital Engagement & Departmental Visibility-** The department maintains an active digital and social media presence to showcase student achievements, academic initiatives, industry engagement, events and experiential learning, fostering greater visibility and student connect.
- **Career & Employability Orientation-** Structured initiatives such as career guidance, industry certifications, placement preparation, resume building, professional networking and exposure to career pathways help students transition effectively from academia to industry.



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F. BEST PRACTICES & FUTURE PLANS

- **Intercollegiate & Interdepartmental Logistics Fest-** To create a dedicated platform for competitions, simulations, case studies and industry-oriented activities that foster creativity, teamwork and problem-solving.
- **Industry-Relevant Certificate Programmes-** To introduce certifications in areas such as Six Sigma, Freight Forwarding, Customs Procedures, Clearing & Forwarding, Supply Chain Analytics and Logistics Operations.
- **Revamping BLSCM Analog 2.0-** To expand the intra-departmental festival with innovative, experiential and industry-centric activities that promote leadership, creativity and collaboration.
- **Industry-Linked Workshops & Expert Sessions-** To strengthen engagement with industry professionals through workshops, masterclasses, seminars and guest sessions focused on emerging practices and career opportunities.
- **Real-World & Project-Based Learning-** To expand live projects, field assignments, industry case studies and problem-based learning that connect academic concepts with actual business and supply chain challenges.
- **Strategic Industry-Academia Collaborations-** To develop MOUs with logistics companies, professional bodies and academic institutions for internships, training, certifications, live projects, industry visits and knowledge exchange.
- **Enhanced Internship & Placement Opportunities-** To strengthen industry networks and create wider opportunities across logistics, warehousing, transportation, freight forwarding, supply chain and allied sectors.
- **Future-Ready Employability Development-** To equip students with a blend of technical, digital, professional and soft skills aligned with the evolving requirements of the logistics and supply chain industry.

Strategic Vision

“To emerge as a leading centre for industry-integrated education in Logistics, Supply Chain and Business Management, nurturing agile, innovative and ethical professionals equipped to create value and lead in the evolving global business ecosystem.”





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(Autonomous Minority Institution)
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