



East:1962
NAAC 'A' Grade
MHRD-NIRF-28th
Rank

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

PHONE : EPABX – (0231) 2609000, 2609089

FAX : 0091-0231-2691533, 2692333, 2693294

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

दूरध्वनी (ईपीएबीएक्स) २६०९००० (संलग्नता विभाग - २६०९०८९)

फॅक्स : ००९१-०२३१-२६९१५३३, २६९२३३३, २६९३२९४.

Website : www.unishivaji.ac.in E-mail : affiliation1@unishivaji.ac.in

जा.क्र. संलग्नता/टे.१/प्रशांत/

No 453

परिपत्रक

दिनांक : 19 APR 2017

शैक्षणिक वर्ष २०१७-२०१८ मधील विविध विद्याशाखांकरिता सत्रारंभ व सत्रसमाप्तीच्या तारखां खालीलप्रमाणे राहतील.

अ.न	विद्याशाखा	प्रथम सत्र		द्वितीय सत्र	
		सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
१	कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	१२/०६/२०१७	१४/१०/२०१७	०६/११/२०१७	३०/०४/२०१८
२	पदव्युत्तर अभ्यासक्रम (विद्यापीठ व महाविद्यालयीन)	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८
३	कला व ललितकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	१२/०६/२०१७	१४/१०/२०१७	०६/११/२०१७	३०/०४/२०१८
४	वाणिज्य व व्यवस्थापन बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम	१२/०६/२०१७	१४/१०/२०१७	०६/११/२०१७	३०/०४/२०१८
५	व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८
६	समाजकार्य पदवी अभ्यासक्रम	१२/०६/२०१७	१४/१०/२०१७	०६/११/२०१७	३०/०४/२०१८
७	समाजकार्य पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८
८	शिक्षणशास्त्र पदवी अभ्यासक्रम	१२/६/२०१७	१४/१०/२०१७	०६/११/२०१७	३०/०४/२०१८
९	शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८
१०	विधी पदवी अभ्यासक्रम	०१/७/२०१७	०४/१२/२०१७	२७/१२/२०१७	२५/५/२०१८
११	विधी पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८
१२	अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	१२/०६/२०१७	१०/११/२०१७	१८/१२/२०१७	१८/०५/२०१८
१३	अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	०३/०७/२०१७	११/१२/२०१७	१८/१२/२०१७	२६/०५/२०१८
१४	आंतरविद्याशाखीय आणि अभ्यास केंद्रांतर्गत अभ्यासक्रम	२१/०६/२०१७	३०/११/२०१७	१८/१२/२०१७	२४/०५/२०१८

"टीप : विद्यापीठ अनुदान आयोगाच्या दिनांक ३०/६/२०१० च्या अधिसूचनेतील कलम १४ नुसार सत्रारंभ व सत्रसमाप्तीच्या तारखेमध्ये विद्यार्थी प्रवेश व परीक्षा यांचा प्राथमिक कालावधी अंतर्भूत आहे."

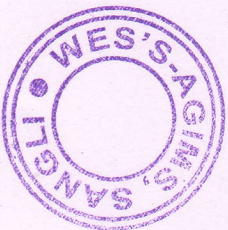
Rudern
उपकुलसचिव
संलग्नता विभाग

प्रति,

१. प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.
२. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.
३. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर.
४. परीक्षा नियंत्रक कार्यालय.

सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in-Affiliation T-1

Circulars या ठिकाणी उपलब्ध आहे.



Abasaheb
V/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
 Academic Calender 2017-18 (SEM - I & III)

Date	August	Sept	Oct	Nov	Dec	Jan
1	Commensement of MBA I & II		Moharam		Eid-e-Milad	
2		Bakari Eid	Mahatma Gandhi Jayanti			
3		SUNDAY	Diwali Dhoom	MBA II Mock Viva	SUNDAY	
4			Diwali Dhoom	Gurunanak Jayanti		
5				SUNDAY		
6	SUNDAY					
7						SUNDAY
8			SUNDAY			
9						
10	Welcome function	SUNDAY			SUNDAY	
11						
12				SUNDAY		
13	SUNDAY					
14						SUNDAY
15	Independence Day		SUNDAY			
16						
17	Parasi Day	SUNDAY			SUNDAY	
18						
19			Laxmi Poojan	SUNDAY		
20	SUNDAY		Diwali Padwa	MBA II SUK EXAM Starts	MBA I SUK EXAM Starts	
21	MBA II Project 1st Presentation		Bhaubij			SUNDAY
22			SUNDAY			
23			MID TERM EXAM Starts			
24		SUNDAY			SUNDAY	
25	Ganesh Chaturthi				X-mas	
26				SUNDAY		
27	SUNDAY					
28						SUNDAY
29		MBA II Project 2nd Presentation	SUNDAY			
30		Dasara				
31			MID TERM EXAM Ends		SUNDAY	

Sahasmatte

I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
 Academic Calender 2017-18 (SEM-II & IV)

Date	Jan	Feb	March	April	May	June
1				SUNDAY	Maharashtra Day	
2		Industrial Visit at Enkrish Webtech Pvt Ltd, Sangli	Holi	MID TEST		
3		Sport's Day		MID TEST		SUNDAY
4		SUNDAY	SUNDAY	MID TEST		
5				MID TEST		
6	Industrial Visit at Infosys, Pune			MID TEST	SUNDAY	
7	SUNDAY	STBI Foundation Meet at ADCIT, Ashta	"EVA" Cultural Event	MID TEST		
8				SUNDAY		
9	Commencement of MBA I & II			MID TEST		
10				MID TEST		SUNDAY
11		SUNDAY	SUNDAY			
12						
13		Mahashivratri			SUNDAY	
14	SUNDAY			Dr. Babasaheb Ambedkar Jayanti		
15				SUNDAY		
16						Ramjaan Eid
17						SUNDAY
18		SUNDAY	SUNDAY Gudhi Padwa			
19		Chh. Shivaji Maharaj Jayanti				
20					SUNDAY	
21	SUNDAY					
22				SUNDAY		
23						
24						SUNDAY
25		SUNDAY	SUNDAY Ram Navami			
26	Republic Day					
27					SUNDAY	
28	SUNDAY					
29			Mahavir Jayanti	SUNDAY		
30			Good Friday	Buddha Pournima		
31						

Subasmita
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.



East:1962
NAAC 'A' Grade

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA
PHONE : EPABX - (0231) 2609000, 2609089
FAX : 091-0231-2691533, 2692333, 2693294

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र
दूरध्वनी (ईपीएबीएक्स) २६०९००० (संलग्नता विभाग - २६०९०८९)
Website : www.unishivaji.ac.in E-mail : affiliation1@unishivaji.ac.in

जा.क्र. संलग्नता/दे.१/प्रशांत/ ३७७२

दिनांक :- २७/४/२०१८

परिपत्रक

शैक्षणिक वर्ष २०१८-२०१९ मधील विविध विद्याशाखांकरिता सत्रारंभ व सत्रसमाप्तीच्या तारखां खालीलप्रमाणे राहतील.

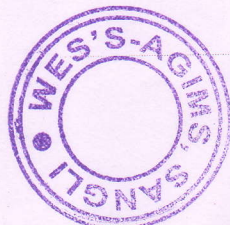
विद्याशाखा	प्रथम सत्र		द्वितीय सत्र	
	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	१५/०६/२०१८	०३/११/२०१८	२६/११/२०१८	०२/०५/२०१९
पदव्युत्तर अभ्यासक्रम (महाविद्यालयीन)	११/०६/२०१८	१७/११/२०१८	०८/१२/२०१८	१३/०५/२०१९
कला व ललितकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	१५/०६/२०१८	०३/११/२०१८	२६/११/२०१८	०२/०५/२०१९
वाणिज्य व व्यवस्थापन बी.बी.ए. पदवी अभ्यासक्रम	१५/०६/२०१८	०३/११/२०१८	२६/११/२०१८	०२/०५/२०१९
व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए.	११/०६/२०१८	१७/११/२०१८	०८/१२/२०१८	१३/०५/२०१९
समाजकार्य पदवी अभ्यासक्रम	१५/०६/२०१८	०३/११/२०१८	२६/११/२०१८	०२/०५/२०१९
समाजकार्य पदव्युत्तर अभ्यासक्रम	११/०६/२०१८	१७/११/२०१८	०८/१२/२०१८	१३/०५/२०१९
शिक्षणशास्त्र पदवी अभ्यासक्रम	१५/०६/२०१८	०३/११/२०१८	२६/११/२०१८	०२/०५/२०१९
शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	११/०६/२०१८	१७/११/२०१८	०८/१२/२०१८	१३/०५/२०१९
विधी पदवी अभ्यासक्रम	१६/७/२०१८	५/११/२०१८	२१/१२/२०१८	३०/४/२०१९
विधी पदव्युत्तर	११/६/२०१८	१७/११/२०१८	८/१२/२०१८	१३/५/२०१९
अभियांत्रिकी, टेक्स्टाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	१८/०६/२०१८	२४/११/२०१८	१०/१२/२०१८	१८/०५/२०१९
अभियांत्रिकी, टेक्स्टाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	०२/०७/२०१८	०८/१२/२०१८	१७/१२/२०१८	२४/५/२०१९
आंतरविद्याशाखीय आणि अभ्यास केंद्रांतर्गत अभ्यासक्रम	११/०६/२०१८	१७/११/२०१८	०८/१२/२०१८	१३/०५/२०१९

- टीप : १. विद्यापीठ अनुदान आयोगाच्या दिनांक ३०/६/२०१० च्या अधिसूचनेतील कलम १४ नुसार सत्रारंभ व सत्रसमाप्तीच्या तारखेमध्ये विद्यार्थी प्रवेश व परीक्षा यांचा प्राथमिक कालावधी अंतर्भूत आहे.
२. सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्यांच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्यांच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहिल.

डॉ. व्ही.डी.नांदवडेकर
कुलसचिव

प्रति,

१. प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.
 २. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.
 ३. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर.
 ४. संचालक परीक्षा व मूल्यमापन मंडळ
- सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in - BCUD-Circulars या ठिकाणी उपलब्ध आहे.



Abasaheb Garware Institute
Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calender 2018-19 (SEM - I & III)

Date	July	August	Sept	Oct	Nov	Dec
1					MID TEST	
2		Commensment of MBA I	SUNDAY	Gandhi Jayanti	MID TEST	SUNDAY
3						
4					SUNDAY	
5		SUNDAY	Teacher's Day		Dhantrayodashi	
6					Narak Chaturdashi	
7				SUNDAY	Laxmi-Kuber Poojan	
8					Bali Pratipada Diwali Padwa	
9			SUNDAY		Bhaubij	SUNDAY
10						
11		MBA II Project 1st Draft Presentation	Guest Lecture on BSE Index	"Diwali Dhoom"	SUNDAY	
12		SUNDAY		"Diwali Dhoom"		
13			Ganesh Chaturthi			
14				SUNDAY		
15		Independence Day				
16			SUNDAY			SUNDAY
17		Parasi Day				
18				Dasara	SUNDAY	
19		SUNDAY				
20			Moharam		Eid-a-Milad	
21		Fresher's Party		SUNDAY		
22		Bakari Eid				
23			SUNDAY	MID TEST	Guru Nanak Jayanti	SUNDAY
24				MID TEST		
25				MID TEST	SUNDAY	Chritmas
26		SUNDAY		MID TEST		
27				MID TEST		
28				SUNDAY		
29				MID TEST		
30	Commensment of MBA II	Guest Lecture Under Skill Development	SUNDAY	MID TEST		
31				MID TEST		

Subasmita
W.C. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calendar 2018-19 (Sem II & IV)

Date	Jan	Feb	Mar	Apr	May	June
1				Mid Term	Maharashtra Day	
2		Guest Lecture/ Industry Inter.	WISE workshop	Mid Term		Sunday
3		Sunday	Sunday/ WISE workshop	Mid Term		
4			Maha Shivaratri/ WISE workshop	Mid Term		
5	Guest Lecture/ Industry Inter.			Mid Term	Sunday	Ramzan Eid
6	Sunday			Gudi Padawa		
7				Sunday		
8			Traditional Day	Mid Term		
9			EVA	Mid Term		Sunday
10		Sunday	Sunday	Mid Term		
11				Mid Term		
12				Mid Term	Sunday	
13	Sunday			Ram Navami		
14	Commensment of MBA I & II			Sunday		
15						Sunday
16		Inter College Comp.	Guest Lecture/ Industry Inter.			
17		Sunday	Sunday	Mahavir Jayanti		
18					Buddha Pornima	
19		Chh. Shivaji Maharaj. Jayanti		Good Friday	Sunday	
20	Sunday					
21			Holi	Sunday		
22						Sunday
23	Social Activity	Sports Day				
24		Sunday	Sunday	Uni. Exam Start		
25						
26	Republic Day				Sunday	
27	Sunday					
28				Sunday		
29						
30						Sunday
31			Sunday			

Subasante
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



East:1962
NAAC 'A' Grade

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

PHONE : EPABX – (0231) 2609000, 2609089

FAX : 091-0231-2691533, 2692333, 2693294

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

दूरध्वनी (ईपीएबीएक्स) २६०९००० (संलग्नता विभाग - २६०९०८९)

Website : www.unishivaji.ac.in E-mail : affiliation1@unishivaji.ac.in

जा.क्र. संलग्नता/टे.१/प्रशांत/ 302

दिनांक :- 2 MAY 2019

परिपत्रक

शैक्षणिक वर्ष २०१९-२०२० मधील विविध विद्याशाखांकरिता सत्रारंभ व सत्रसमाप्तीच्या तारखां खालीलप्रमाणे राहतील.

विद्याशाखा	Faculties	प्रथम सत्र / I Term		द्वितीय सत्र / II Term	
		सत्रारंभ / Opening Date	सत्रसमाप्ती / Closing Date	सत्रारंभ / Opening Date	सत्रसमाप्ती / Closing Date
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	Arts, Commerce, Science Humanities (U.G.)	11/06/2019	24/10/2019	21/11/2019	03/05/2020
पदव्युत्तर अभ्यासक्रम (महाविद्यालयीन)	P.G Centres at (College Level)	17/06/2019	24/10/2019	11/11/2019	14/05/2020
पदव्युत्तर अभ्यासक्रम (विद्यापीठ अधिविभाग)	P.G. Centres at University Level	17/06/2019	24/10/2019	11/11/2019	14/05/2020
कला व ललितकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	Arts and Fine Arts, BID & B.Des (U.G. Level)	11/06/2019	24/10/2019	21/11/2019	03/05/2020
वाणिज्य व व्यवस्थापन बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम	Commerce & Management B.B.A & B.C.A (U.G. Level)	11/06/2019	24/10/2019	21/11/2019	03/05/2020
व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.	Management Courses at (P.G. Level) M.B.A, M.C.A	17/06/2019	24/10/2019	11/11/2019	14/05/2020
समाजकार्य पदवी अभ्यासक्रम	Social Work (U.G. Level)	11/06/2019	24/10/2019	21/11/2019	03/05/2020
समाजकार्य पदव्युत्तर अभ्यासक्रम	Social Work (P.G. Level)	17/06/2019	24/10/2019	11/11/2019	14/05/2020
शिक्षणशास्त्र पदवी अभ्यासक्रम	Education (U.G. Level)	11/06/2019	24/10/2019	21/11/2019	03/05/2020
शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	Education (P.G. Level)	17/06/2019	24/10/2019	11/11/2019	14/05/2020
विधी पदवी अभ्यासक्रम	Law (U.G Level)	22/07/2019	14/12/2019	07/01/2020	11/06/2020
विधी पदव्युत्तर अभ्यासक्रम	Law (P.G.Level)	17/06/2019	24/10/2019	11/11/2019	14/05/2020
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	Engineering, Textile, Pharmacy, Architecture (U.G. Level)	19/06/2019	22/11/2019	23/12/2019	18/05/2020
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	Engineering, Textile, Pharmacy, Architecture (P.G. Level)	01/07/2019	07/12/2019	16/12/2019	23/05/2020
आंतरविद्याशाखीय आणि अभ्यास केंद्रांतर्गत अभ्यासक्रम	Interdiscipline Faculty	17/06/2019	24/10/2019	11/11/2019	14/05/2020

टीप : १. विद्यापीठ अनुदान आयोगाच्या दिनांक ३०/६/२०१० च्या अधिसूचनेतील कलम १४ नुसार सत्रारंभ व सत्रसमाप्तीच्या तारखेमध्ये विद्यार्थी प्रवेश व परीक्षा यांचा प्राथमिक कालावधी अंतर्भूत आहे.

२. सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्यांच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहिल.

डॉ. व्ही.डी.नांदवडेकर

कुलसचिव

प्रति,

- प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.
- विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.
- विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर.
- संचालक परीक्षा व मूल्यमापन मंडळ



Abasaheb Garware Institute of Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calendar 2019-20
(SEM I & III)

Date	July	August	Sept	Oct	Nov	Dec
1		Commensment of MBA II	SUNDAY			SUNDAY
2			Ganesh Chaturthi	Gandhi Jayanti	MBA II Internal Project VIVA	
3		MBA II 1st Project Presentation			SUNDAY	
4		SUNDAY		Guest Lecture - ISE		
5						
6				SUNDAY	MID TEST Starts	
7	SUNDAY					
8			SUNDAY	Dasara		SUNDAY
9						
10			Moharam		SUNDAY / Eid	
11		SUNDAY				
12		Bakari Eid			MID TEST Ends GuruNanak Jayanti	
13				SUNDAY		
14	SUNDAY					
15		Independence Day	SUNDAY			SUNDAY
16			Commensment of MBA I			
17					SUNDAY	
18		SUNDAY				
19				MBA II 3rd Project Presentation		
20				SUNDAY		
21	SUNDAY		MBA II 2nd Project Presentation			
22			SUNDAY			SUNDAY
23						
24					SUNDAY	
25		SUNDAY		Dhanatrayodashi		X-Mas
26						
27				SUNDAY		
28	SUNDAY		Guest Lecture - BSE	Diwali Padwa		
29			SUNDAY	Bhaubij		SUNDAY
30						
31						

(Signature)
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calender 2019-20
(SEM II & IV)

Date	Jan	Feb	March	Apr	May	June
1	Commencement of MBA II	Inter College Competition	SUNDAY	Mid Test	Maharashtra Day	
2		SUNDAY		Ram Navmi		
3		Industrial Visit		Mid Test	SUNDAY	
4				Mid Test		
5	SUNDAY			SUNDAY		
6				Mahavir Jayanti		
7			"EVA" Cultural Event	Mid Test	Buddha Pournima	SUNDAY
8			SUNDAY	Mid Test		
9		SUNDAY		Mid Test		
10	Commencement of MBA I		Holi	Good Friday	SUNDAY	
11				Mid Test		
12	SUNDAY			SUNDAY		
13				Mid Test		
14				Dr. Babasaheb Ambedkarr Jayanti		SUNDAY
15			SUNDAY			
16		SUNDAY				
17					SUNDAY	
18						
19	SUNDAY	Chh. Shivaji Maharaj Jayanti		SUNDAY		
20						
21		Maha Shiv Ratri				SUNDAY
22			SUNDAY			
23		SUNDAY				
24					SUNDAY	
25	Sport's Day		Gudhi Padwa		Ramjaan Eid	
26	Republic Day SUNDAY			SUNDAY		
27						
28						SUNDAY
29			SUNDAY			
30						
31					SUNDAY	

Subashmita
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.



East: 1962
NAAC 'A' Grade

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

Affiliation T-1 Section (0231) 2609089 , 2609136 & 2609146

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

(संलग्नता टी-१ विभाग इ २६०९०८९, २६०९१३६ व २६०९१४६)

Website : www.unishivaji.ac.in E-mail : affiliationt1@unishivaji.ac.in

जा.क्र. शिवाजी विद्यापीठ/संलग्नता टी.१/प्रशांत/ १९४५

दिनांक : २१/९/२०२०

परिपत्रक

No 0009=2 SEP 2020

शैक्षणिक वर्ष २०२०-२०२१ मधील विविध विद्याशाखाकरिता सत्रारंभ व सत्रसमाप्तीच्या तारखां खालीलप्रमाणे राहतील.

विद्याशाखा	प्रथम सत्र		द्वितीय सत्र	
	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
पदव्युत्तर अभ्यासक्रम (विद्यापीठ व महाविद्यालयीन)	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
कला व ललितकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
वाणिज्य व व्यवस्थापन बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
समाजकार्य पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
समाजकार्य पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
शिक्षणशास्त्र पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
विधी पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
विधी पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	१०/५/२०२१
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१
आंतरविद्याशाखीय आणि अभ्यास केंद्रांतर्गत अभ्यासक्रम	२२/६/२०२०	१९/१२/२०२०	११/१/२०२१	२५/५/२०२१

टीप-१) विद्यापीठ अनुदान आयोगाच्या दिनांक १८/७/२०१८ च्या अधिसूचनेतील कलम १४.१ नुसार सत्रारंभ व सत्रसमाप्तीच्या तारखेमध्ये विद्यार्थी प्रवेश व परीक्षा यांचा प्राथमिक कालावधी अंतर्भूत आहे.

२) सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहिल.

डॉ. व्ही.डी. नंदवडेकर

कुलसचिव

प्रति,

१. प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.

२. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.

३. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर.

सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in - Affiliation-Affiliation

T-१ Circulars मध्ये उपलब्ध आहे.



I/c. Director,

Abasaheb Garware Institute of Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
 Academic Calender 2020-2021
 (SEM I & III)

Date	July	August	Sept	Oct	Nov	Dec	Jan
1		Bakari Eid			SUNDAY		
2		SUNDAY		Gandhi Jayanti			Commensment of MBA I
3							SUNDAY
4				SUNDAY			
5	SUNDAY						
6			SUNDAY			SUNDAY	
7							
8				Dasara	SUNDAY	Presentation of 1st Project Draft	
9		SUNDAY					
10		Commensment of MBA II					SUNDAY
11				SUNDAY			Presentation of 2nd Project Draft
12	SUNDAY						
13			SUNDAY			SUNDAY	
14					Deepawali		
15		Independen ce Day			SUNDAY		
16		SUNDAY			Deepawali Padwa		
17							SUNDAY
18				SUNDAY			
19	SUNDAY						
20			SUNDAY			SUNDAY	Presentation of 3rd Project Draft
21							
22		Ganesh Chaturthi			SUNDAY		
23		SUNDAY					
24							SUNDAY
25				SUNDAY/D asara		X-Mas	
26	SUNDAY						Republic Day
27			SUNDAY			SUNDAY	
28							
29					SUNDAY		
30		SUNDAY			GuruNanak Jayanti		
31							SUNDAY

(Signature)
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

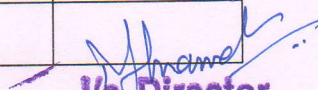
Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calendar 2020-2021
(SEM I & III)

Date	Feb	March	Apr	May	June	July	Aug	Sep
1		Project Submission of MBA II		Kaamgar & Maharashtra Day			SUNDAY	
2			Good Friday	SUNDAY				
3				MBA I SEM I MID TERM EXAM Starts				
4			SUNDAY			SUNDAY		SUNDAY
5					SUNDAY			
6							SUNDAY	
7	SUNDAY	SUNDAY						
8				SUNDAY				
9				MBA I SEM I MID TERM EXAM Ends				
10						SUNDAY		
11		MahashivRatri	SUNDAY					SUNDAY
12					SUNDAY			
13	Presentatio n of 4th Project		GudhiPadwa					
14	SUNDAY	SUNDAY	Dr. B. Ambedkar Jayanti	Akshay Tritiya & Ramjaan Eid				
15		MBA II (SEM III) MID TERM EXAM Starts					SUNDAY	
16				SUNDAY				
17						SUNDAY		
18		MBA II (SEM III) MID TERM EXAM Ends	SUNDAY					SUNDAY
19	Ch. Shivaji Maharaj Jayanti							
20					SUNDAY			
21	SUNDAY	SUNDAY	Shree Ram Navmee				SUNDAY	
22				SUNDAY				
23								
24						SUNDAY		
25			SUNDAY/ Mahavir Jayanti					SUNDAY
26				Buddha Pournima				
27	File Submission				SUNDAY			
28	SUNDAY	SUNDAY					SUNDAY	
29		Dhulivandan						
30	Internal VIVA			SUNDAY				
31								

M. M. M. M.
I/c. Director,
Abasaheb Garware Institute
Management Studies, Sangli

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calender 2020-21 (Sem II & IV)

Date	July	August	Sep	Oct	Nov	Dec
1						
2				Mahatma Gandhi Jayanti		
3				SUNDAY		
4	SUNDAY			MID TERM EXAM Starts	Deepawali	
5	Commensment of MBA I & II		SUNDAY		Diwali Padwa	SUNDAY
6					Bhaubij	
7					SUNDAY	
8		SUNDAY				
9				MID TERM EXAM Ends		
10	Guest Lecture		Ganesh Chaturthi	SUNDAY		
11	SUNDAY					Guest Lecture
12			SUNDAY			SUNDAY
13					Guest Lecture	
14		Guest Lecture			SUNDAY	
15		Independence Day / SUNDAY		Dasara		
16						
17				SUNDAY		
18	SUNDAY		Guest Lecture			
19		Moharam	SUNDAY	Eid - E - Milad	Guru-Nanak Jayanti	SUNDAY
20						
21	Bakari Eid				SUNDAY	
22		SUNDAY				
23				Guest Lecture		
24	Guestt Lecture			SUNDAY		
25	SUNDAY					X-Mas
26			SUNDAY			SUNDAY
27					Guest Lecture	
28		Guest Lecture			SUNDAY	
29		SUNDAY				
30						
31				SUNDAY		


I/c. Director,
Abasaheb Garware Institute of



East:1962

A++ Accredited by NAAC
(2021) with CGPA 3.52**SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA****Affiliation T-1 Section (0231) 2609089 , 2609136 & 2609146**

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

(संलग्नता टी-१ विभाग इ २६०९०८९, २६०९१३६ व २६०९१४६)

Website : www.unishivaji.ac.in E-mail : affiliationt1@unishivaji.ac.in

शिवाजी विद्यापीठ/संलग्नता टी.१/ प्रशांत/ 2431

दिनांक- 05 JAN 2022
No 00007

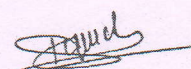
परिपत्रक

सन २०२१-२०२२ सर्व विद्याशाखांच्या पदवी व पदव्युत्तर प्रथम व द्वितीय वर्षाच्या सत्रारंभ व सत्रसमाप्ती तारखा खालील प्रमाणे राहतील.

विद्याशाखा	प्रथम सत्र		द्वितीय सत्र	
	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे (पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
पदव्युत्तर अभ्यासक्रम (विद्यापीठ व महाविद्यालयीन)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
कला व ललितकला (बी.आय.डी. व बी. डेस.पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
वाणिज्य व व्यवस्थापन (बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
व्यवस्थापन (पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
समाजकार्य (पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
समाजकार्य (पदव्युत्तर अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
शिक्षणशास्त्र (पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
शिक्षणशास्त्र (पदव्युत्तर अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
विधी (पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
विधी (पदव्युत्तर अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र (पदवी अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र (पदव्युत्तर अभ्यासक्रम)	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
आंतरविद्याशाखीय आणि अभ्यास केंद्रांतर्गत अभ्यासक्रम	१/१०/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२

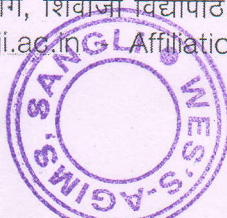
टीप- १) सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहिल.

- २) विद्यापीठ अनुदान आयोगाच्या दिनांक १६ जुलै २०२१ रोजीच्या मागदर्शक सूचनांनुसार पुढील शैक्षणिक वर्षाची सुरुवात (Commencement of Next Academic Session for this batch) दिनांक ०१/८/२०२२ पासून करण्याबाबत सूचित केलेले आहे.
- ३) २४/१/२०२२ ते २/३/२०२२ या दरम्यान संबंधित अभ्यासक्रमांच्या प्रथम सत्राच्या परीक्षा आयोजित करण्यात येतील.


डॉ. व्ही. एन. शिंदे
प्रभारी कुलसचिव

प्रति,

१. प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.
२. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.
३. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर. सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in Affiliation-Affiliation T-१ Circulars मध्ये उपलब्ध आहे.





East:1962

A++ Accredited by NAAC
(2021) with CGPA 3.52

Affiliation T-1 Section (0231) 2609089 , 2609136 & 2609146

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

(संलग्नता टी-१ विभाग इ २६०९०८९, २६०९१३६ व २६०९१४६)

Website : www.unishivaji.ac.in E-mail : affiliationt1@unishivaji.ac.in

शिवाजी विद्यापीठ/संलग्नता टी.१/ प्रशांत/ 2430

दिनांक-

05 JAN 2022

No 00006

परिपत्रक

शैक्षणिक वर्ष २०२१-२०२२ सर्व विद्याशाखांच्या पदवी तृतीय, चतुर्थ, व पाचव्या वर्षाच्या सत्रारंभ व सत्रसमाप्ती तारखा खालील प्रमाणे राहतील.

विद्याशाखा	प्रथम सत्र		द्वितीय सत्र	
	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे (पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
कला व ललितकला (बी.आय.डी. व बी.डेस. पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
वाणिज्य व व्यवस्थापन (बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
समाजकार्य (पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
शिक्षणशास्त्र (पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
विधी (पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र (पदवी अभ्यासक्रम)	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२
आंतरविद्याशाखीय आणि अभ्यास केंद्रातर्गत अभ्यासक्रम	१/८/२०२१	२४/१/२०२२	२/३/२०२२	३०/६/२०२२

टीप- १) सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहिक सुट्टी येत असल्यास त्याच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहिल.

२) विद्यापीठ अनुदान आयोगाच्या दिनांक १६ जुलै २०२१ रोजीच्या मागदर्शक सूचनांनुसार पुढील शैक्षणिक वर्षाची सुरुवात (Commencement of Next Academic Session for this batch) दिनांक ०१/८/२०२२ पासून करण्याबाबत सूचित केलेले आहे.

३) २४/१/२०२२ ते २/३/२०२२ या दरम्यान संबंधित अभ्यासक्रमांच्या प्रथम सत्राच्या परीक्षा आयोजित करण्यात येतील.

डॉ. व्ही. एन. शिंदे
प्रभारी कुलसचिव

प्रति,

१. प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण संस्था.

२. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर.

३. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर. सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in - Affiliation-Affiliation T-१ Circulars मध्ये उपलब्ध आहे.



Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
Academic Calender 2021-2022
(SEM I & III)

Date	Dec	Jan	Feb	March	Apr	May
1		Placement Activity		MahaShivRatri		Maharashtra Din/SUNDAY
2		SUNDAY			Gudhi-padwa	
3					SUNDAY	Ramjaan Eid
4	Placement Activity			Final Project Submission		
5	SUNDAY		Placement Activity			
6	Commensment of MBA II		SUNDAY	SUNDAY		
7						
8		Guest Lecture				SUNDAY
9		SUNDAY				
10					Ram Navami/ SUNDAY	
11	Guest Lecture					
12	SUNDAY		Guest Lecture	Internal Project VIVA		
13			Dhuliwandan/SUNDAY	Holi/SUNDAY		
14				MID TERM EXAM Starts*	Dr.Ambedkar Jayanti/ Mahavir Jayanti	Guest Lecture
15		Placement Activity			Good Friday	SUNDAY
16		SUNDAY			Placement Activity	Buddha Pournima
17					SUNDAY	
18	Placement Activity					
19	SUNDAY		Ch Shivaji Maharaj Jayanti	Placement Activity		
20	Commensment of MBA I & Start of Induction Program		SUNDAY	SUNDAY		
21	Poster Presentation	2nd Project Presentation	Mahashivratri			Placement Activity
22	Induction Program	Guest Lecture				SUNDAY
23	Induction Program	SUNDAY			Guest Lecture	
24	1st Project Presentation & End of Induction Program				SUNDAY	
25	X-Mas	Sport's Day	3rd Project Presentation			
26	SUNDAY	Republic day	Guest Lecture	Guest Lecture		
27			SUNDAY	SUNDAY		
28						Guest Lecture
29		SSR Activity				SUNDAY
30		SUNDAY				
31						

* : Tentative Schedule, It may change according to Shivaji University's Exam Schedule

(Handwritten Signature)

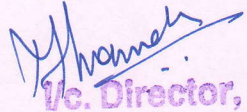
Women's Education Society's

Abasaheb Garware Institute of Management Studies, Sangli

Academic Calender 2021-22

(SEM II & IV)

Date	Apr	May	June	July	Aug
1		SUNDAY			
2	Gudhi Padwa				MID TERM EXAM SEM II & IV Starts
3	SUNDAY	Ramzaan Eid		SUNDAY	
4					MID TERM EXAM SEM II & IV Ends
5			SUNDAY		
6					
7					SUNDAY
8		SUNDAY			
9					Moharam
10	SUNDAY			SUNDAY	
11					
12			SUNDAY		
13					
14	Mahavir Jayanti Dr. Ambedkar Jayanti				SUNDAY
15	Good Friday	SUNDAY			Independence Day
16		Buddha Pournima			Parasi New Year
17	SUNDAY			SUNDAY	
18					
19			SUNDAY		
20	Commensment of MBA I & II				
21					SUNDAY
22		SUNDAY			
23					
24	SUNDAY			SUNDAY	
25					
26			SUNDAY		
27					
28					SUNDAY
29		SUNDAY			
30					
31				SUNDAY	Ganesh Chaturthi


V.C. Director,
Abasaheb Garware Institute of
Management Studies, Sangli

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2021-22 **Class:** MBA I (SEM I)

Paper Title: Organizational Behavior **Faculty Name:** Ms. Snehal Rajage

Particulars	Topic /Unit								
<p>Month: December -January</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Introduction to OB : Definition, Nature, : Evolution of Organizational Behavior Approach – Historical perspective – from Robert Owen(1825) to Elton Mayo(1925), Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
<p>Month: January- February</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Theory Micro Perspectives of OB: Individual behavior: Personal factors Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality Personality theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude-concept, components of attitude, formation of attitude, Values- concept, types of values, sources of values.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: January - February		<p>Theory Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z ; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioural Managerial Grid , Situational- Harsey Blanchard, Fiedler’s LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership</p>
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: February - March		<p>Theory Macro Perspective of OB: Organizational Culture-meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building</p>
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. Shinde
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

Women's Education Society's
**Abasaheb Garware Institute of Management Studies,
 Sangli**

TEACHING PLAN

Academic Year: 2021-22 Class: MBA II (SEM III)

Paper Title: Corporate Social Responsibility (Internal Paper)

Faculty Name: Ms. Snehal Rajage

Particulars		Topic /Unit
Month: December- January		Corporate Social Responsibility – Concept History & Evolution of CSR, Concept of charity, Corporate Philanthropy, Corporate Citizenship; Relation between CSR and Corporate Governance; Models of CSR In India; Drivers of CSR; Major Codes on CSR; CSR initiatives in India
Teaching days	26	
Periods Allotted	08	
Periods available		
Teaching	Practical	
10	05	
Month: - January - February		CSR- legislation in India; Section 135 of Companies Act2013; Scope for CSR Activities under Schedule VII; Appointment of Independent Directors on the Board and Computation of Net Profit's implementing process in India. Lease Financing and Hire Purchase: meaning, advantages and disadvantages, difference. Taxation benefits; Tax benefits and tax concessions
Teaching days	26	
Periods Allotted	08	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 01



(Signature)
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

TEACHING PLAN

Academic Year: 2021-22

Class: MBA I (Sem – II)

Subject: Research Methodology

Faculty Name: Mr. Manas Deepak Angal

Particulars	Topic /Unit	Sub units plan								
<p>Month: April - May</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practicals</td> </tr> <tr> <td style="text-align: center;">10 hrs</td> <td style="text-align: center;">5 hrs</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practicals	10 hrs	5 hrs	<p>Research Fundamentals</p>	<p>Meaning, objectives & Motivation in Research. Types of research – Research Approach. Research process (identification of research/management problem –, research question, statement of a research problem). Distinction between management problem and managerial research problems - relevance & scope of research in management.</p>
Teaching days	26									
Periods Allotted	16									
Teaching	Practicals									
10 hrs	5 hrs									
<p>Month: May - June</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">24</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practicals</td> </tr> <tr> <td style="text-align: center;">10 hrs</td> <td style="text-align: center;">5 hrs</td> </tr> </table>	Teaching days	24	Periods Allotted	16	Teaching	Practicals	10 hrs	5 hrs	<p>Research Design</p>	<p>Features of good Design. Types of Research Design. Sampling Design steps in sample Design Characteristics of a good Sample Design. random samples & nonrandom sampling Design, determining size of sample. Statistical design. Measurement & scaling techniques- easurement scales. Errors in measurement. Scaling technique. Hypothesis – concept, definition, types of hypothesis, features of good hypothesis.</p>
Teaching days	24									
Periods Allotted	16									
Teaching	Practicals									
10 hrs	5 hrs									



<p>Month: June - July</p> <table border="1" data-bbox="244 369 703 524"> <tr> <td>Teaching days</td> <td>26</td> </tr> <tr> <td>Periods Allotted</td> <td>16</td> </tr> </table> <p>Periods available</p> <table border="1" data-bbox="244 600 703 734"> <tr> <td>Teaching</td> <td>Practicals</td> </tr> <tr> <td>10 hrs</td> <td>5 hrs</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practicals	10 hrs	5 hrs	<p>Data Collection and Analysis</p>	<p>Methods of data collection, Primary data – Schedule and questionnaire. Construction of schedule and questionnaire align with objectives framed. Collection of secondary data. Processing and analyzing data – Descriptive Analysis (Mean, Mode, Median, Standard Deviation, and Variance Analysis) Inferential Analysis ('t' test, Chi- Square test, F test), Testing of hypothesis – Procedure for hypothesis testing. Parametric and Non parametric test of hypothesis. Confidence level. Use of Ms-Excel and SPSS for data analysis – descriptive and inferential statistics.</p>
Teaching days	26									
Periods Allotted	16									
Teaching	Practicals									
10 hrs	5 hrs									
<p>Month: July - August</p> <table border="1" data-bbox="244 1088 703 1243"> <tr> <td>Teaching days</td> <td>20</td> </tr> <tr> <td>Periods Allotted</td> <td>16</td> </tr> </table> <p>Periods available 8</p> <table border="1" data-bbox="244 1350 703 1485"> <tr> <td>Teaching</td> <td>Practicals</td> </tr> <tr> <td>10 hrs</td> <td>5 hrs</td> </tr> </table>	Teaching days	20	Periods Allotted	16	Teaching	Practicals	10 hrs	5 hrs	<p>Interpretation and Report Writing</p>	<p>Interpretation of data, Techniques of Interpretation, report writing, layout of a project report.</p>
Teaching days	20									
Periods Allotted	16									
Teaching	Practicals									
10 hrs	5 hrs									



AGIMS, SANGLI

(Signature)
 Vc. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

TEACHING PLAN

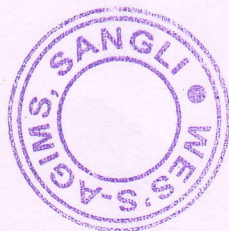
Academic Year: 2021-22

Class: MBA II (Sem – IV)

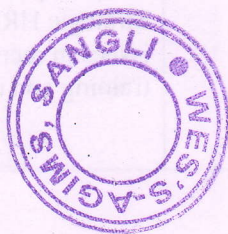
Subject: Strategic Human Resource Management and International Perspective

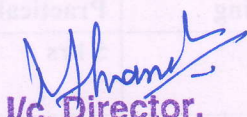
Faculty Name: Mr. Manas Deepak Angal

Particulars		Topic /Unit	Sub units plan
Month: April - May		Strategic HRM	Meaning, significance of Strategic HRM, Evolution of SHRM, difference between traditional HRM and Strategic HRM. 5-P model of Strategic HRM. Strategic HR Tools- Strategic Map, IIR Scoreboard, Digital Dashboards
Teaching days	26		
Periods Allotted	16		
Periods available			
Teaching	Practicals		
10 hrs	5 hrs		
Month: May - June		Changing Environment of Strategic HRM	Globalization, Technological development, Nature of work, Exporting jobs, workforce demographics, Environment Scanning, strategic formulation, strategic implementation, Evaluation and control. Role of HR- translating strategy into HR policy and practices. Strategic HRP- Types, strategic issues in recruitment, selection, training and employee selection.
Teaching days	24		
Periods Allotted	16		
Periods available			
Teaching	Practicals		
10 hrs	5 hrs		



Month: June - July		International HRM	<p>Concept, Differences between international and domestic HRM, Model of International HRM, Drivers of Globalization, Multi-culturalism, Cultural pre-dispositions- Ethno-centralism – Polycentricism – Regio-centricism- Geocentricism. Geert Hofstede's cultural dimensions Cross cultural practices of International HRM- USA, UK, China, Germany and Japan.</p>
Teaching days	26		
Periods Allotted	18		
Periods available 18			
Teaching	Practicals		
10 hrs	5 hrs		
Month: July - August		Expatriation and Repatriation	<p>Identifying Potential expatriate, selection criteria of Expatriates, Challenges faced by Expatriates, Women Expatriates, Challenges and Advantages of Women expats, Process and Importance of Cross-cultural training. Repatriation: Reasons, Process, benefits from returnees, Challenges of re entry, Tips for successful repatriation.</p>
Teaching days	20		
Periods Allotted	16		
Periods available 8			
Teaching	Practicals		
10 hrs	5 hrs		




Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

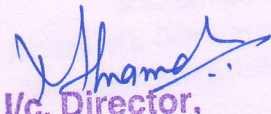
Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
 TEACHING PLAN

Academic Year: 2020-21 Class: MBA I (SEM I)

Paper Title: Organizational Behavior Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit				
Month: January - February					
Teaching days	26				
Periods Allotted	16				
Periods available <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black;">Teaching</td> <td style="width: 50%; border: 1px solid black;">Practical</td> </tr> <tr> <td style="border: 1px solid black; text-align: center;">10</td> <td style="border: 1px solid black; text-align: center;">05</td> </tr> </table>		Teaching	Practical	10	05
Teaching	Practical				
10	05				
Introduction to OB : Definition, Nature, : Evolution of Organizational Behavior Approach – Historical perspective – from Robert Owen(1825) to Elton Mayo(1925), Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach					
Month: February - March					
Teaching days	26				
Periods Allotted	16				
Periods available <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black;">Teaching</td> <td style="width: 50%; border: 1px solid black;">Practical</td> </tr> <tr> <td style="border: 1px solid black; text-align: center;">10</td> <td style="border: 1px solid black; text-align: center;">05</td> </tr> </table>		Teaching	Practical	10	05
Teaching	Practical				
10	05				
Theory Micro Perspectives of OB: Individual behavior: Personal factors Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality Personality theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B Learning & Perception- meaning, nature & process. Learning-meaning, theories & principles; Attitude-concept, components of attitude, formation of attitude, Values-concept, types of values, sources of values.					




 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

Month: March - April		<p>Theory Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z ; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioural Managerial Grid , Situational- Harsey Blanchard, Fiedler’s LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership</p>
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	<p>Theory Macro Perspective of OB: Organizational Culture-meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building</p>
10	05	
Month: March - April		
Teaching days	26	
Periods Allotted	16	<p>Theory Macro Perspective of OB: Organizational Culture-meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building</p>
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. Shinde
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2020-21 Class: MBA II (SEM III)

Subject: Marketing Management **Paper Title:** Buying Behavior & Brand Management
Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit				
Month: August - September					
<table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table>	Teaching days	26	Periods Allotted	16	<p>A. Introduction to consumer Behavior: Concept and Definition, need and significance for studying consumer behavior, Factors influencing buying behavior, consumer buying behavior process, Participants in buying behavior. B. Consumer modeling: - The economic model – Learning model - psychoanalytic model – The sociological model- The Howard Sheth model of buying behavior – The Nicosia model The Engel – Kollat - Blackwell Model.</p>
Teaching days	26				
Periods Allotted	16				
Periods available					
<table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching	Practical	10	05	
Teaching	Practical				
10	05				
Month: September - October					
<table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table>	Teaching days	26	Periods Allotted	16	<p>A. Individual Relational importance: Consumer behavior and Perception, Learning, Personality, Attitude, Motivation. Social class and group: Definition and meaning of social stratification –factors responsible for social stratification –characteristic features of social classes Social influence on consumer behavior. Definition and Meaning of Group - Reasons For formation of group –Types of Groups relevant to consumer behavior – Family life cycle- Friendship Group Formal social clubs-Shopping Friends groups- Work group-Reference group. B. Industrial buying behavior: process, factors influencing industrial buying behavior, marketing mix for industrial buying behavior</p>
Teaching days	26				
Periods Allotted	16				
Periods available					
<table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching	Practical	10	05	
Teaching	Practical				
10	05				



Month: October - November		Brand management: Brand name and trademark, branding Decisions, advantages and disadvantages of branding, brand equity, brand image, brand personality, brand identity system, brand strategies, brand extension.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: November - December		Brand Development: Brand Rejuvenation, Rebranding, Celebrity endorsements, brand positioning and brand building. Co-Branding
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 1

Case study discussion: 2



(Signature)
 I/c. Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
 TEACHING PLAN

Academic Year: 2020-21 Class: MBA I (SEM II)

Paper Title: Research Methodology

Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit								
<p>Month: June - July</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Research Fundamentals: (a) Meaning, objectives & Motivation in Research. Types of research – Research Approach. Research process (identification of research/management problem –, research question, statement of a research problem), Distinction between management problem and managerial research problems - relevance & scope of research in management.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
<p>Month: June - July</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Theory Research Design- (a) Features of good Design, Types of Research Design, Sampling Design steps in sample Design Characteristics of a good Sample Design, random samples & nonrandom sampling Design, determining size of sample. Statistical design. Measurement & scaling techniques- measurement scales, Errors in measurement. Scaling technique. Hypothesis – concept, definition, types of hypothesis, features of good hypothesis</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: August – September

Teaching days	26
Periods Allotted	16

Periods available

Teaching	Practical
10	05

Theory Data Collection and Analysis: (a) Methods of data collection, Primary data – Schedule and questionnaire. Construction of schedule and questionnaire align with objectives framed. Collection of secondary data. Processing and analyzing data – Descriptive Analysis (Mean, Mode, Median, Standard Deviation, and Variance Analysis) Inferential Analysis ('t' test, Chi- Square test, F test), Testing of hypothesis – Procedure for hypothesis testing. Parametric and Non parametric test of hypothesis. Confidence level. Use of Ms-Excel and SPSS for data analysis – descriptive and inferential statistics

Month: August – September

Teaching days	26
Periods Allotted	16

Periods available


Teaching	Practical
10	05

Theory Interpretation and Report Writing: (a) Interpretation of data, Techniques of Interpretation, report writing, layout of a project report.

Seminar: 01

Case study discussion: 02




I/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2020-21 Class: MBA II (SEM IV)

Subject: Marketing Management
Faculty Name: Ms. Snehal Rajage

Paper Title: Contemporary Issues in Marketing

Particulars		Topic /Unit
Month: May- June		Global Marketing-Global Marketing Environment, Entry Strategies, Global market segmentation, targeting and Positioning, Global Marketing mix- Product Design Decisions, Geographic expansion strategic alternatives, New product in Global Market, Global Pricing Strategies, Global Pricing Policy alternatives, Channel Objectives and constraints, Channel Structure, Advertising decisions in Global marketing.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: May- June		Rural Marketing - Introduction, Characteristics of rural marketing, Rural marketing mix challenges, Rural marketing environment, Rural consumer behavior, STP for Rural Markets, Rural Marketing mix strategies, Services Marketing in rural areas, ICT in Rural Areas, The future of Rural marketing in India. Marketing of Agricultural Inputs, agricultural products, non- farm products.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	



Month: June - July		Digital Marketing –Meaning, definition and benefits, emergence of digital marketing, Digital marketing plan, Digital marketing types, Digital marketing framework, Digital marketing and buying behavior
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: May- June		Event Marketing –Meaning and importance, STP for event marketing, Event Marketing Mix- Product, Price, Place, Promotion, Partnership, physical evidence, People, Programming, Applications of event marketing – Entertainment, Sports, Festivals, Social events, Corporate events
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminars: 01

Case study discussion: 02



(Signature)
 Vd/G Director,
 Abasaheb Garware Institute of
 Management Studies, Sangli.

Abasaheb Garware Institute of Management

Studies, Sangli

TEACHING PLAN

Academic Year: 2019-20 Class: MBA I (SEM I)

Paper Title: Organizational Behaviour Faculty Name: Ms. Snehal Rajage

Particulars		Topic /Unit
Month: September - October		Introduction to OB : Definition, Nature, : Evolution of Organizational Behavior Approach – Historical perspective – from Robert Owen (1825) to Elton Mayo (1925), Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	Micro Perspectives of OB: Individual behavior: Personal factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality, Theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B, Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude-concept, components of attitude, formation of attitude, Values-concept, types of values, sources of values.
10	05	
Month: September - October		
Teaching days	26	
Periods Allotted	16	Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioral-Managerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: October - November		Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioral-Managerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioral-Managerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership
10	05	



Month: October - November		Macro Perspective of OB: Organizational Culture-meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. Hemadas

**V/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.**



Women's Education Society's

Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2019-20 Class: MBA II (SEM III)

Paper Title: Marketing Management III - Service Marketing and Retail Marketing

Faculty Name: Ms. Snehal Rajage

Particulars		Topic /Unit
Month: August - September		Service Marketing – Meaning, definition, importance of services, distinction between services & goods, characteristics of services, Marketing Mix in Service Marketing- Product, Price, Place, Promotion, People – Moment of Truth, Service encounters service personnel issues, emotions and service situations, service profit chain, Physical Evidence- evidence types, role of physical evidence, stimulus response model, services scapes, Process – types, Service Blueprint, service process matrix, service recovery and empowerment Service Quality –Gap model, SERVQUAL Model
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	Application of 7 P's of Services Marketing – Tourism and Hospitality management, Banking, Insurance and Financial Services, Healthcare services, Education services, Entertainment, Consultancy, Transportation
10	05	
Month: August - September		
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	Retail Marketing: Introduction to retail, Factors behind the change of Indian Retailing industry, Classification of retailers: Store based and Non-store based retailers, Organised and Unorganised Retailing, retail consumer, retail marketing mix, Store location and site evaluation, Store layout, design.
10	05	
Month: September - October		
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	



Month: September - October		Retail Strategies, store management, Managing the Retail Store: Store management, Role of Store managers, Retail Personnel Management Process, Retail supply chain management, Information system, Visual merchandise, Customer Service, Retail franchising, Ethical and Legal issues in retailing, Careers in Retailing: Employment opportunities, ownership opportunity. Online Retailing
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. M. M. M.

**I/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.**



Women's Education Society's
**Abasaheb Garware Institute of Management
 Studies, Sangli**
 TEACHING PLAN

Academic Year: 2019-20 Class: MBA I (SEM II)

Paper Title: Research Methodology Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit								
Month: January - February <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Research Fundamentals: (a) Meaning, objectives & Motivation in Research. Types of research – Research Approach. Research process (identification of research/management problem –, research question, statement of a research problem), Distinction between management problem and managerial research problems - relevance & scope of research in management.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: January - February <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Research Design- (a) Features of good Design, Types of Research Design, Sampling Design steps in sample Design Characteristics of a good Sample Design, random samples & nonrandom sampling Design, determining size of sample. Statistical design. Measurement & scaling techniques- measurement scales, Errors in measurement. Scaling technique. Hypothesis – concept, definition, types of hypothesis, features of good hypothesis.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: February - March <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Data Collection and Analysis: (a) Methods of data collection, Primary data – Schedule and questionnaire. Construction of schedule and questionnaire align with objectives framed. Collection of secondary data. Processing and analyzing data – Descriptive Analysis (Mean, Mode, Median, Standard Deviation, and Variance Analysis) Inferential Analysis ('t' test, Chi- Square test, F test), Testing of hypothesis – Procedure for hypothesis testing. Parametric and Non parametric test of hypothesis. Confidence level. Use of Ms-Excel and SPSS for data analysis – descriptive and inferential statistics.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: March - April		Interpretation and Report Writing: (a) Interpretation of data, Techniques of Interpretation, report writing, layout of a project report.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. J. Ghomdekar
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2019-20 Class: MBA II (SEM IV)

Paper Title: Marketing Management IV - Strategic Marketing

Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit								
Month: January - February <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Overview of Marketing Strategy – Concept, Relationship with Corporate Vision, Mission and Objectives. Strategic Role of Marketing. Formulating and implementing marketing strategy. Identification of attractive markets, Industry/ business analysis and sustaining competitive advantage.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: January - February <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Strategic Implications of Product Life Cycle, Market Entry Strategies - Pioneer Strategy and follower Strategy, Growth Market Strategies – Market Leaders Strategies - Flanker Strategy, Confrontation Strategy, Market Expansion, Contraction. Market Challenger Strategies – Frontal Attack, Leapfrog Strategy, Flank Attack, Guerrilla Attack, Bypass Attack. Market Follower strategies – Cloner, Imitator, and Adopter. Market Nicher strategies. Strategic Choice for Mature Markets, Strategies for declining Markets. Services Marketing Strategies</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: February - March <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>CRM as business strategy: concept, CRM process, measuring CRM, CRM framework, Tangible Components of CRM, CRM in services, CRM in product management, Zero customer defection, customer loyalty, and customer loyalty development strategies. International Marketing strategy – Entry strategies, International organization, Product Design Decisions, Geographic expansion strategic alternatives, New product in Global Market, Global pricing policy alternatives, Channel objectives & constraints, Advertising decision in international marketing.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: February - March	
Teaching days	26
Periods Allotted	16
Periods available	
Teaching	Practical
10	05

Green Marketing Strategy – Meaning & importance, issues involved in green marketing – social responsibility, pressure of government, competitive pressure, cost of profit. Problems of green marketing, green marketing strategies Social marketing strategy – Meaning, nature, importance & scope of social marketing, types of non-business organizations, markets involved in social marketing, developing a marketing program for social cause, Cause related marketing

Seminar: 01

Case study discussion: 02



(Signature)
I/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

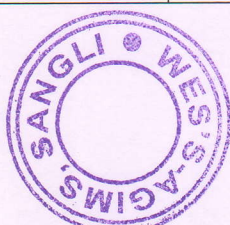
Abasaheb Garware Institute of Management Studies, Sangli

TEACHING PLAN

Academic Year: 2018-19 Class: MBA I (SEM I)

Paper Title: Organizational Behaviour Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit
Month: August- September	
Teaching days	26
Periods Allotted	16
Periods available	
Teaching	Practical
10	05
Introduction to OB : Definition, Nature, : Evolution of Organizational Behavior Approach – Historical perspective – from Robert Owen (1825) to Elton Mayo (1925), Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach.	
Month: August- September	
Teaching days	26
Periods Allotted	16
Periods available	
Teaching	Practical
10	05
Micro Perspectives of OB: Individual behavior: Personal factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality, Theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B, Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude- concept, components of attitude, formation of attitude, Values- concept, types of values, sources of values.	
Month: September - October	
Teaching days	26
Periods Allotted	16
Periods available	
Teaching	Practical
10	05
Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z ; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioral- Managerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership	



Month: September - October		Macro Perspective of OB: Organizational Culture-meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. M. Mhamdy
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2018-19 Class: MBA II (SEM III)

Paper Title: Marketing Management II - Sales and Distribution Management

Faculty Name: Ms. Snehal Rajage

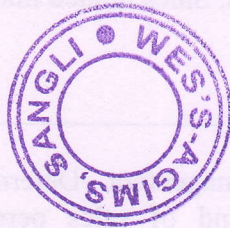
Particulars	Topic /Unit								
Month: July- August <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Sales Management – Evolution, Definition, sales management functions, place & importance of sales management in the organization. Sales forecasting – Meaning, Importance, Types of forecasting, Forecasting methods and procedure, Importance, merits & demerits of various methods. Sales related marketing policies.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: August -September <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Sales Force Management –Determining size of sales force, Determining kind of sales personnel, Controlling sales personnel, evaluating and supervising , Sales Meeting & Sales Contests, Sales Quota, sales Territory, Sales control and cost analysis – The sales audit, sales analysis, marketing cost analysis</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: September - October <table border="1" style="width: 100%;"> <tr> <td style="width: 70%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Personal Selling –Importance of personal selling, Formulation of personal selling strategy, Personal selling objectives, Personnel selling situations, Personal Selling Process, Characteristics of good sales person, Selling skills, Negotiation Skills, Different phases of negotiation, B2B Selling</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: September - October		Logistics & Supply Chain Management - Definition & scope of logistics, key logistics activities, market logistics decision, emerging concepts in logistics. Concept of supply chain management, need for SCM, advances in SCM. Distribution: 6 C's of distribution. Selection and appointing distributors.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



(Signature)
I/c. Director,

Abasaheb Garware Institute of Management Studies, Sangli.



Women's Education Society's

Abasaheb Garware Institute of Management Studies, Sangli

TEACHING PLAN

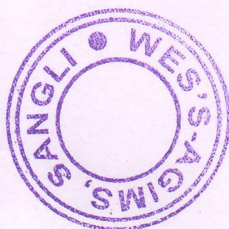
Academic Year: 2018-19

Class: MBA I (SEM II)

Paper Title: Financial Management

Faculty Name: Mr. Sidharth Patil

Particulars		Topic /Unit
Month: January- February		Financial Management :- Introduction, meaning, objectives, Scope of financial management Finance functions, Structure of finance department, Emerging role of the finance manager, Profit maximization to wealth maximization approach.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: January- February		Techniques of Financial Statement Analysis:- Comparative financial statements, Trend analysis, Common size statement, Ratio Analysis Classification of ratios, -Liquidity ratios, Leverage ratios, Activity ratios, Profitability ratios, Interpretation of ratios, Inter-firm analysis.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: February - March		Working Capital Management :- Nature and need of working capital, determinants of working capital estimation of working capital, financing of working capital, funds flow statement and cash flow statement.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	



Month: February - March		Financial decisions- Cost of capital, cost of different sources of finance, weighted average cost of capital, concept of optimal capital structure; capital budgeting Nature and significance, Techniques of capital budgeting - Payment method, Accounting rate of return, Net Present Value, Profitability Index, Internal rate of return.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



(Signature)
I/c. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



Women's Education Society's
Abasaheb Garware Institute of Management
Studies, Sangli
TEACHING PLAN

Academic Year: 2018-19 Class: MBA II (SEM IV)

Paper Title: International Business

Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit								
<p>Month: January - February</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Unit – 1 International Business – Meaning, Nature & Scope; Stages of Internationalization Advantages and problems of International Business; International Business Environment – Economic, Political, Technological, Social & Cultural Environment; Economic Integration (Trade Blocks) – Types of Economic Integration.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
<p>Month: February - March</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Unit 2 – International Institutions - International Monetary fund – Functions; Organization & Management; Resources; Financing Facilities & Policies World Bank – Policies of World Bank, Lending Programmes, World Trade Organization – Functions, Organization Structure; India & WTO</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
<p>Month: March - April</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> <p>Periods available</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	<p>Unit 3– International Trade - Government Influence on trade – protectionism, tariff barriers, non – tariff barriers, state trading, regulation of foreign trade; Foreign trade Procedure export procedures, Import procedures, Financing techniques, export promotion; Foreign Direct Investment – Forms of FDI; Cost & benefits of FDI; FDI in India.</p>
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: March - April		Unit 4 – Multinational Corporations Characteristics, importance & benefits of MNCS; code of conduct to guide & regulate MCS; Transfer of Technology – Methods & Issues in Transfer of Technology – Methods & Issues in Transfer of Technology; Global competitiveness – Factors of competitiveness; Role of innovation in competitive advantage .
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



U. Mame
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



Women's Education Society's

Abasaheb Garware Institute of Management Studies, Sangli

TEACHING PLAN

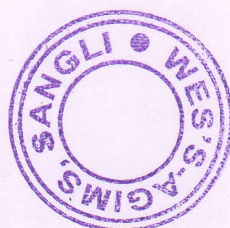
Academic Year: 2017-18

Class: MBA I (SEM I)

Paper Title: Organizational Behaviour

Faculty Name: Ms. Snehal Rajage

Particulars	Topic /Unit				
Month: August - September					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%; border: 1px solid black;">Teaching days</td> <td style="border: 1px solid black; text-align: center;">26</td> </tr> <tr> <td style="border: 1px solid black;">Periods Allotted</td> <td style="border: 1px solid black; text-align: center;">16</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Introduction to OB : Definition, Nature, Historical evaluation of OB, Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science, Approaches to the study of OB-Human Resource Approach, Contingency Approach, Productivity Approach & System Approach.
Teaching days	26				
Periods Allotted	16				
Periods available					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black;">Teaching</td> <td style="width: 50%; border: 1px solid black;">Practical</td> </tr> <tr> <td style="border: 1px solid black; text-align: center;">10</td> <td style="border: 1px solid black; text-align: center;">05</td> </tr> </table>	Teaching	Practical	10	05	
Teaching	Practical				
10	05				
Month: August - September					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%; border: 1px solid black;">Teaching days</td> <td style="border: 1px solid black; text-align: center;">26</td> </tr> <tr> <td style="border: 1px solid black;">Periods Allotted</td> <td style="border: 1px solid black; text-align: center;">16</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Micro Perspectives of OB: Individual behavior: Personal factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factor. Personality- concept, determinants of Personality, development of personality. Perception-meaning, nature & process. Attitude-concept, components of attitude, measurement of attitude, Values- concept, types of values, sources of values.
Teaching days	26				
Periods Allotted	16				
Periods available					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black;">Teaching</td> <td style="width: 50%; border: 1px solid black;">Practical</td> </tr> <tr> <td style="border: 1px solid black; text-align: center;">10</td> <td style="border: 1px solid black; text-align: center;">05</td> </tr> </table>	Teaching	Practical	10	05	
Teaching	Practical				
10	05				
Month: September - October					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%; border: 1px solid black;">Teaching days</td> <td style="border: 1px solid black; text-align: center;">26</td> </tr> <tr> <td style="border: 1px solid black;">Periods Allotted</td> <td style="border: 1px solid black; text-align: center;">16</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Micro & Macro Dynamics of OB: Motivation-concept, theories of motivation, Individual conflict & group interpersonal conflict, conflict resolution. Stress-Causes effect & coping strategy, Leadership, - theories of leadership, Roles & activities of leadership.
Teaching days	26				
Periods Allotted	16				
Periods available					
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black;">Teaching</td> <td style="width: 50%; border: 1px solid black;">Practical</td> </tr> <tr> <td style="border: 1px solid black; text-align: center;">10</td> <td style="border: 1px solid black; text-align: center;">05</td> </tr> </table>	Teaching	Practical	10	05	
Teaching	Practical				
10	05				



Month: September - October		Macro Perspective of OB: Organizational Culture, Organizational Change, Organizational Development & development techniques, Organizational Behavior – A global approach, issue of culture, manage in diversity within & across the cultures.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. Mahale
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.



Women's Education Society's
Abasaheb Garware Institute of Management Studies, Sangli
TEACHING PLAN

Academic Year: 2017-18 Class: MBA II (SEM III)

**Paper Title: Marketing Management I - CONSUMER BEHAVIOR AND BRAND
MANAGEMENT**

Faculty Name: Ms. Snehal Rajage

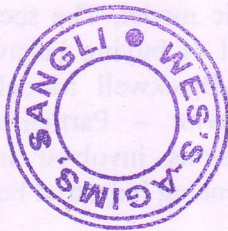
Particulars	Topic /Unit								
Month: August - September <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Introduction to consumer Behavior –Concept and need for studying consumer behavior, factors influencing consumer buying behavior, consumer buying process. Consumer Modeling:- The economic model, Learning model, psychoanalytic model, The sociological model, The Howard Sheath model of buying behavior, The Nicosia model, The Engel–Kollat-Blackwell Model. Industrial \ Organizational Buying Behavior – Participants in Industrial marketing-Buying decisions involved in industrial buying process-Factors influencing industrial buying behavior
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: August - September <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Individual Determinants of Consumer behavior- Perception-Meaning of perception- the perceptual process- Factor responsible for perceptual Distortion. Learning –Meaning of learning, components or elements of learning process. Personality- Meaning, Nature & Characteristics of Personality, Stages in the development of personality, personality influences and consumer behavior, self concept or self-image. Attitude and behavior- The concept of Attitude, Relationship between Attitude and Behavior, Factors involved in Attitude formation Motivation- Meaning of Motivation, Needs And goals- The Dynamic Characteristic of Motivation.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: September - October <table border="1" style="width: 100%;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Influence of Social class –Definition and meaning of social stratification, factors responsible for social stratification, characteristic features of social classes, Social influence on Consumer behavior. Group Dynamics and Consumer Reference Groups- Definition and Meaning of Group, Reasons For formation of group, Types of Groups relevant to consumer behavior, Family life cycle, Friendship Group, Formal social clubs, Shopping Friends groups, Work group, Reference group
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: September - October		Brand Management – Meaning, definition, importance & functions of branding, Advantages & disadvantages of Branding, types of brand. Managing brands- selecting brand name & logo, brand extension, brand rejuvenation, brand re-launch, brand proliferation, brand development through acquisition/ takeover, brand portfolio restructuring. Brand building process, Brand Equity – Meaning, brand equity models, building brand equity, measuring brand equity, brand valuation, managing brand equity, Brand positioning
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



M. Mohamed
Vc. Director,
Abasaheb Garware Institute of
Management Studies, Sangli.

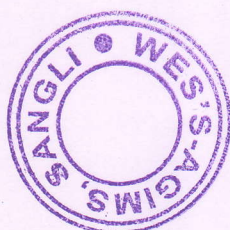


Women's Education Society's
**Abasaheb Garware Institute of Management
 Studies, Sangli**
 TEACHING PLAN

Academic Year: 2017-18 Class: MBA I (SEM II)

Paper Title: Operations Management Faculty Name: Mrs. Preeti Patil

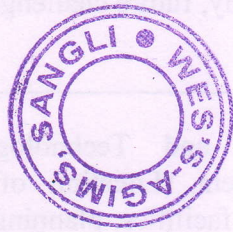
Particulars	Topic /Unit								
Month: January - February <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Introduction to Production/Operations Management – Introduction to Production/ operations function-Objectives-operations management Decisions, Types of manufacturing systems- Production strategy, product selection, Product design, Interface of operations management with other departments- Productivity, Factors affecting productivity, ,work study, future challenges in Operations management.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: February - March <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Facilities and Technology management - Facilities management (Location of facilities, capacity planning, layout of facilities, planning maintenance of facilities, case studies on plant location) plant layout and materials handling - manufacturing technology management emerging technology options and choice - Automation and flexible manufacturing system, Lean manufacturing system.
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								
Month: March - April <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 60%;">Teaching days</td> <td style="width: 40%; text-align: center;">26</td> </tr> <tr> <td>Periods Allotted</td> <td style="text-align: center;">16</td> </tr> </table> Periods available <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <tr> <td style="width: 50%;">Teaching</td> <td style="width: 50%;">Practical</td> </tr> <tr> <td style="text-align: center;">10</td> <td style="text-align: center;">05</td> </tr> </table>	Teaching days	26	Periods Allotted	16	Teaching	Practical	10	05	Production planning and control & materials management- Objectives of PPC, functions of PPC, project scheduling and PERT/CPM ,Materials management-Objectives, scope and functions, Purchasing management ,procedures for inventory management, Selective inventory control techniques, supply chain management, Logistics management
Teaching days	26								
Periods Allotted	16								
Teaching	Practical								
10	05								



Month: March - April		Quality Management - Quality concept(Definitions, dimensions),Quality philosophies, Quality assurance, Quality control, Quality circle,TQM,ISO Certifications, Quality tools and techniques.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



(Signature)
Vc. Director,

Abasaheb Garware Institute of Management Studies, Sangli.



Women's Education Society's

Abasaheb Garware Institute of Management Studies, Sangli

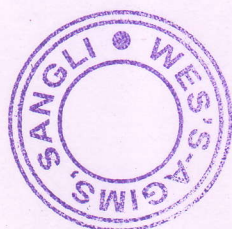
TEACHING PLAN

Academic Year: 2017-18 Class: MBA II (SEM IV)

Paper Title: International Business

Faculty Name: Ms. Snehal Rajage

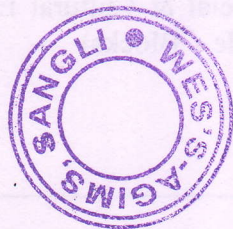
Particulars		Topic /Unit
Month: January - February		Unit – 1 International Business – Meaning, Nature & Scope; Stages of Internationalization Advantages and problems of International Business; International Business Environment – Economic, Political, Technological, Social & Cultural Environment; Economic Integration (Trade Blocks) – Types of Economic Integration.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: February - March		Unit 2 – International Institutions - International Monetary fund – Functions; Organization & Management; Resources; Financing Facilities & Policies World Bank – Policies of World Bank, Lending Programmes, World Trade Organization – Functions, Organization Structure; India & WTO
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	
Month: March - April		Unit 3– International Trade - Government Influence on trade – protectionism, tariff barriers, non – tariff barriers, state trading, regulation of foreign trade; Foreign trade Procedure export procedures, Import procedures, Financing techniques, export promotion; Foreign Direct Investment – Forms of FDI; Cost & benefits of FDI; FDI in India.
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	



Month: March - April		Unit 4 – Multinational Corporations Characteristics, importance & benefits of MNCS; code of conduct to guide & regulate MCS; Transfer of Technology – Methods & Issues in Transfer of Technology – Methods & Issues in Transfer of Technology; Global competitiveness – Factors of competitiveness; Role of innovation in competitive advantage .
Teaching days	26	
Periods Allotted	16	
Periods available		
Teaching	Practical	
10	05	

Seminar: 01

Case study discussion: 02



A. M. Shinde
Vc. Director,

Abasaheb Garware Institute of Management Studies, Sangli.

