

East:1962 NAAC 'A' Grade MHRD-NIRF-28<sup>th</sup> Rank SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

PHONE : EPABX - (0231) 2609000, 2609089 FAX : 0091-0231-2691533, 2692333, 2693294 शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

दूरध्तनी (ईपीएबीएक्स) २६०९००० (संलग्नता विभाग - २६०९०८९)

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

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जा.क्र. संलग्नता/टे.१/प्रशांत/ No 4 5 3 🚞 🛂 रि प त्र क

विनांक : 1'9 APR 2017

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

अ.न	विद्याशाखा	प्रथ	म सत्र	द्विती	य सत्र
		सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
9	कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	१२/०६/२०१७	98/90/२०9७	08/99/2090	30/08/2092
२	पदव्युत्तर अभ्यासक्रम (विद्यापीठ व्रमहाविद्यालयीन)	२९/०६/२०१७	30/99/2090	9८/9२/२०१७	28/04/2092
3	कला व लिलतकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	9२/०६/२०१७	98/9o/२o9७	०६/११/२०१७	30/08/2096
8	वाणिज्य व व्यवस्थापन बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम	92/08/2090	98/90/२०9७	08/99/2090	30/08/209८
4	व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.	२१/०६/२०१७	30/99/2090	9८/9२/२०१७	28/04/209८
Ę	<b>समाजकार्य</b> पदवी अभ्यासक्रम	92/0६/२०9७	98/90/2090	08/99/2090	३०/०४/२०१८
lo	<b>समाजकार्य</b> पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	30/99/2090	9८/9२/२०१७	28/04/209८
6	शिक्षणशास्त्र पदवी अभ्यासक्रम	92/4/2090	98/90/2090	08/99/2090	30/08/209८
9	<b>शिक्षणशास्त्र</b> पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	३०/११/२०१७	9८/9२/२०१७	28/04/2092
90	विधी पदवी अभ्यासक्रम	09/७/२०१७	08/92/2090	२७/१२/२०१७	२५/५/२०१८
99	विधी पदव्युत्तर अभ्यासक्रम	२१/०६/२०१७	30/99/2090	9८/9२/२०१७	28/04/209८
92	अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	9२/०६/२०१७	90/99/2090	9८/9२/२०१७	9८/०५/२०9८
93	अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	03/00/2090	99/9२/२०9७	9८/9२/२०१७	२६/०५/२०१८
98	आंतरविद्याशाखीय आणि अभ्यास केंद्रातंर्गत अभ्यासक्रम	२१/०६/२०१७	30/99/2090	9८/9२/२०१७	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."

> 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 विद्यापीट, कोल्हापूर.

४. परीक्षा नियंत्रक कार्यालय.

सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in-Affiliation T-1 Circulars या ठिकाणी उपलब्ध आहे.

Abasaheb Garware Institute of Management Studies, Sangli.

# Abasaheb Garware Institute of Management Studies, Sangli Academic Calender 2017-18 ( & F ハ・エ & エロ)

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						12.00
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	

I/c. Director,

Abasaheb Garware Institute of Management Stufies, Sangli.

# Abasaheb Garware Institute of Management Studies, Sangli Academic Calender 2017-18 (タモハーエル と エビ)

Date	Jan	Feb	March	April	May	June
1, 1				SUNDAY	Maharashta Day	
2		Industrial Visit at Enkrish Webtech Pvt Ltd, Sangli	Holi	MID TEST		
3		Sport's Day		MID TEST	v o	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	Commensement of MBA I & II			MID TEST		
10				MID TEST		SUNDAY
11		SUNDAY	SUNDAY			
12						
13		Mahashivratri			SUNDAY	
14	SUNDAY			Dr. B <mark>abasah</mark> eb 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						

I/c. Director,

Suhasentte

Abasaheb Garware Institute of Management Stufies, Sangli.



NAAC 'A' Grade

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

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शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट्र

दूरध्वनी (ईपीएबीएक्स) १६०९००० (संलग्नता विभाग - १६०९०८९)

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जा.क्र. संलग्नता/टे.१/प्रशांत/ ३७७२

दिनांक :-२७/४/२०१८

#### परिपत्रक

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

विद्याशाखा	प्रथम	सत्र	द्वितीय सत्र			
Iquiriidi	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती		
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	94/0६/२०9८	03/99/२०9८	२६/११/२०१८	०२/०५/२०१९		
पदव्युत्तर अभ्यासक्रम (महाविद्यालयीन)	99/0६/२०9८	9७/99/२०9८	०८/१२/२०१८	93/04/2099		
कला व ललितकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	१५/०६/२०१८	03/99/2096	२६/११/२०१८	02/04/2098		
वाणिज्य व व्यवस्थापन बी.बी.ए. पदवी अभ्यासक्रम	94/08/2090	03/99/२०9८	२६/११/२०१८	०२/०५/२०१९		
व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए.	99/08/209८	9७/99/२०9८	0८/१२/२०१८	१३/०५/२०१९		
समाजकार्य पदवी अभ्यासक्रम	94/08/2096	03/99/2096	२६/११/२०१८	०२/०५/२०१९		
समाजकार्य पदव्युत्तर अभ्यासक्रम	99/0६/२०9८	9७/99/२०9८	0८/9२/२०१८	93/04/2099		
शिक्षणशास्त्र पदवी अभ्यासक्रम	१५/०६/२०१८	03/99/209८	२६/११/२०१८	०२/०५/२०१९		
शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	११/०६/२०१८	9७/99/२०9८	06/45/5046	93/04/2099		
विधी पदवी अभ्यासक्रम	१६/७/२०१८	५/११/२०१८	29/92/2096	30/8/2098		
विधी पदव्युत्तर	99/६/२०9८	9७/99/२०9८	C/92/209C	93/4/2099		
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	त्रेकी, टेक्सटाईल, नी, वास्तुशास्त्र, १८/०६/२०१८		90/9२/२०9८	9८/०५/२०१९		
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	02/06/2096	0८/9२/२०9८	99/92/209८	28/4/2099		
आंतरविद्याशाखीय आणि अभ्यास केंद्रातंर्गत अभ्यासक्रम	99/0६/२०9८	96/99/2096	०८/५२/२०१८	93/04/2099		

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 साप्ताहीक सुट्टी येत असल्यास त्यांच्या दुस-या दिवशी सत्रारंभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहीक सुट्टी येत असल्यास त्यांच्या आधीचा दिवस सत्रसमाप्तीचा

डॉ. व्ही.डी.नांदवडेकर कुलसचिव

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, Sangii.

#### Abasaheb Garware Institute of Management Studies, Sangli

Academic Calender 2018-19 (SEM - I & III)

Date	July		Sept Sept	018-19 ( S E M -	Nov	Dec
	July	August	Sept	Oct	MID TEST	Dec
1				150 VE (32 760 25) -	IVIID 1E31	
2	i, '	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		Day	SUNDAY			SUNDAY
17		Parasi Day		ga-S		
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		/
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Management Studies, Sandi.

# Abasaheb Garware Institute of Management Studies, Sangli

		Feb	lender 2018-19 ( Mar	Apr	May	June
Date	Jan	Teb		Mid Term	Maharashtra Day	
1		Guest Lecture/ Industry Inter.	WISE	Mid Term		Sunday
2	t, '	Sunday	Sunday/ WISE workshop	Mid Term		
3			Maha Shivaratri/ WISE workshop	Mid Term		
4	Guest Lecture/			Mid Term	Sunday	Ramzan Eid
5	Industry Inter.			Gudi Padawa		
6	Sunday			Sunday		
7			Traditional	Mid Term		
8			Day EVA	Mid Term		Sunday
9			Sunday	Mid Term		
10		Sunday	Sulluay	Mid Term		
11					Sunday	
12				Mid Term Ram Navam		
13	Sunday			Sunday		
14	Commensmen of MBA I & II			Sulluay		
15		Inter Colleg	ge Guest Lectur			Sunday
16		Comp.	Industry Inte	Mahavir		
17		Sunday	Sunday	Jayanti	Buddha Pornin	12
18					Buddila Formin	
		Chh. Shiva Maharaj. Jav		Good Frida	Sunday	
20	Sunday					
21			Holi	Sunday		
22						Sunday
23				Uni. Exam S	start	
24		Sunda	y Sunda	Uni. Exam s	ocal C	
2!					Sunday	
2						
2	7 Sunday			Sunda	У	
2	8					
2	9					Sunday
3	0		Sund			Ve Dir

Abasaheb Garware Instituté o Management Studies, Sangli.



NAAC 'A' Grade

SHIVAJI UNIVERSITY, KOLHAPUR-416 004. MAHARASHTRA

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शिवाजी विद्यापीठ, कोल्हापुर - ४१६ ००४. महाराष्ट्र दूरस्वनी (ईपीएबीएक्स) २६०९००० (संलञ्नता विभाग - २६०९०८९)

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जा.क्र. संलग्नता/टे.१/प्रशांत/ 302

दिनांक :-

#### परिपत्रक

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

			/ I Term	द्वितीय सत्र	/ II Term
विद्याशाखा	Faculties	सत्रारंभ /	सत्रसमाप्ती /	सत्रारंभ /	सत्रसमाप्ती
	1 douttee	Opening	Closing	Opening	Closing
0 0		Date	Date	Date	Date
कला, वाणिज्य, विज्ञान,	Arts,				
सामाजिक शास्त्रे, पदवी अभ्यासक्रम	Commerce, Science	11/06/2019	24/10/2019	21/11/2019	03/05/202
	Humanities (U.G.)				
पदव्युत्तर अभ्यासक्रम	P.G Centres at	17/06/2019	24/10/2019	11/11/2019	14/05/202
(महाविद्यालयीन)	(College Level)	2770012025	- 1/20/2027	X2/1X/2017	14705/202
पदव्युत्तर अभ्यासक्रम (विद्यापीठ अधिविभाग)	P.G. Centres at	17/06/2019	24/10/2019	11/11/2019	14/05/202
	University Level	2110012029	-1120/2027	22/22/2012	11/05/202
कला व ललितकला	Arts and Fine				
बी.आय.डी. व बी. डेस.	Arts,BID & B.Des	11/06/2019	24/10/2019	21/11/2019	03/05/202
पदवी अभ्यासक्रम	(U.G. Level)				
वाणिज्य व व्यवस्थापन	Commerce &				
बी.बी.ए., बी.सी.ए.,	Management B.B.A	11/06/2019	24/10/2019	21/11/2019	03/05/202
पदवी अभ्यासक्रम	& B.C.A	11/00/2017	24/10/201)	##/##/#U12	03/03/202
	(U.G. Level)				
व्यवस्थापन	Management				
पदव्यत्तर अभ्यासक्रम	Courses at	17/06/2019	24/10/2019	11/11/2019	14/05/202
एम.बी.ए., एम.सी.ए.	(P.G. Level) M.B.A,	1.110012019	Z-4/10/2019	11/11/2019	14/03/202
	M.C.A				
समाजकार्य	Social Work	11/06/2019	24/10/2019	21/11/2019	03/05/202
पदवी अभ्यासक्रम	(U.G. Level)	11/00/2019	24/10/2019	21/11/2019	03/03/202
समाजकार्य	Social Work	17/06/2019	24/10/2019	11/11/2019	14/05/202
पदव्युत्तर अभ्यासक्रम	(P.G. Level)	17/00/2019	24/10/2019	11/11/2019	14/05/202
शिक्षणशास्त्र	Education	11/06/2019	24/10/2019	21/11/2019	03/05/202
पदवी अभ्यासक्रम	(U.G. Level)	11/00/2019	24/10/2019	21/11/2019	03/03/202
शिक्षणशास्त्र	Education	17/06/2019	24/10/2019	11/11/2019	14/05/202
पदव्युत्तर अभ्यासक्रम	(P.G. Level)	17/00/2019	24/10/2019	11/11/2019	14/05/202
विधी	Law	22/07/2019	14/12/2019	07/01/2020	11/0//202
पदवी अभ्यासक्रम	(U.G Level)	22/0//2019	14/12/2019	07/01/2020	11/06/202
विधी	Law	17/06/2019	24/10/2019	11/11/2010	14/05/202
पदव्युत्तर अभ्यासक्रम	(P.G.Level)	17/00/2019	24/10/2019	11/11/2019	14/05/202
अभियांत्रिकी, टेक्सटाईल,	Engineering,				
फार्मसी, वास्त्शास्त्र,	Textile, Pharmacy,	19/06/2019	22/11/2019	23/12/2019	10/05/202
पदवी अभ्यासक्रम	Architecture (U.G.	19/00/2019	22/11/2019	23/12/2019	18/05/202
14 51 65 31 5187 4	Level)				-
अभियांत्रिकी, टेक्सटाईल,	Engineering, Textile,				
कार्मसी, वास्तुशास्त्र,	Pharmacy,	01/07/2019	07/12/2019	16/12/2019	22/05/202
पदव्युत्तर अभ्यासक्रम	Architecture (P.G.	01/0//2019	0//12/2019	10/12/2019	23/05/202
	Level)				
आंतरविद्याशाखीय आणि	Interdiscipline				
अभ्यास केंद्रातंर्गत	Faculty	17/06/2019	24/10/2019	11/11/2019	14/05/202
अभ्यासक्रम	racuity				

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 अंतर्भृत आहे.

२.सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहीक सुट्टी येत असल्यास त्यांच्या दुस-या दिवशी सत्रांरभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहीक सुट्टी येत असल्यास त्याच्या आधीचा द्वितस सत्रसमाप्तीचा दिवस राहील.

डॉ. व्ही.डी.नांदवडेकर

कुलसचिव SANO

प्रति,

प्राचार्य/संचालक, सर्व संलग्न महाविद्यालये/ मान्यताप्राप्त शिक्षण, प्रस्था.

२. विभागप्रमुख, सर्व अधिविभाग, शिवाजी विद्यापीठ, कोल्हापूर

3. विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, केल्ह्यपूर

४. संचालक परीक्षा व मूल्यमापन मंडळ

Abasaheb Garware Institute of Management Studies, Sangli.

#### Abasaheb Garware Institute of Management Studies, Sangli Academic Calender 2019-20

(SEM I & III)

Date	July	August	Sept	Oct	Nov	Dec
Date	July	August Commensment of	Зерс	Oct	1404	Dec
1		MBA II	SUNDAY			SUNDAY
1,			Ganesh		MBA II Internal	
2			Chaturthi	Gandhi Jayanti	Project VIVA	
		MBA II 1st Project			Salar Salar	
3		Presentation			SUNDAY	
4		SUNDAY		Guest Lecture -		
5		SUNDA		ISL.		,
6				SUNDAY	MID TEST Starts	
7	SUNDAY			SOME		
8	30,10,1		SUNDAY	Dasara		SUNDAY
9						
10			Moharam		SUNDAY / Eid	
11		SUNDAY				
					MID TEST Ends	
12		Bakari Eid			GuruNanak Jayanti	
13		114		SUNDAY		
14	SUNDAY					
		Independence				
15		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	SUNDAT		SUNDAY			SUNDAY
23			JOHDAI			JOHDA
24					SUNDAY	
25		SUNDAY		Dhanatrayodashi		X-Mas
26				70000111		
27				SUNDAY		
	0111-2-11					
28	SUNDAY		Guest Lecture - BSE			SUND AND
29			SUNDAY	Bhaubij		SUNDAY
30						
31						

Abasaheb Garware Institute of Management Studies, Sangit.

#### Abasaheb Garware Institute of Management Studies, Sangli Academic Calender 2019-20

(SEM II & IV)

Date	Jan	Feb	March	Apr	May	June
1	Commensement of MBA II	Inter Colllege Competition	SUNDAY	Mid Test	Maharashtra Day	June
2	1,	SUNDAY		Ram Navmi		
3		Industrial Visit		Mid Test	SUNDAY	
4				Mid Test	-1	
5	SUNDAY			SUNDAY		
6			The same of the same of	Mahavir Jayanti		
7			"EVA" Cultural Event	Mid Test	Buddha Pournima	SUNDAY
8			SUNDAY	Mid Test		
9		SUNDAY		Mid Test		
10	Commensement 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	P SLOTE I
18						
19	SUNDAY	Chh. Shivaji Maharaj Jayanti		CHAIDAY		
20	JULIAN	realitate) sayanti		SUNDAY		
21		Maha Shiv Ratri				CHAIDAY
22			SUNDAY			SUNDAY
23		SUNDAY				
24					SUNDAY	
25	Sport's Day		Gudhi Padwa		Ramjaan Eid	
26	Republic Day SUNDAY			SUNDAY	July Liu	
27						
28						SUNDAY
29			SUNDAY			JUNIDAI
30						
31					SUNDAY	

Vc. Director,

Abasaheb Garware Institute of Management Studies, Sangil-



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 विद्यापीट/संलग्नता टी.1/प्रशांत/ 1985

दिनांक: 2/9/2020

No 0 0 0 9 = 2 SEP 2020 शैक्षणिक वर्ष २०२०-२०२१ मधील विविध विद्याशाखाकरिता सत्रारंभ व सत्रसमाप्तीच्या तारखां खालीलप्रमाणे राहतील.

<sup>(,)</sup> विद्याशाखा		ाम सत्र	द्विती:	य सत्र	
	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती	
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे, पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	90/4/2029	
पदव्युत्तर अभ्यासक्रम (विद्यापीठ व महाविद्यालयीन)	२२/६/२०२०	98/92/2020	99/9/२०२9	24/4/2029	
कला व लितिकला बी.आय.डी. व बी. डेस. पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	90/4/2029	
वाणिज्य व व्यवस्थापन बी.बी.ए., बी.सी.ए., पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	90/4/2029	
व्यवस्थापन पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.	२२/६/२०२०	98/92/2020	99/9/2029	२५/५/२०२१	
समाजकार्य पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/2029	90/4/2029	
समाजकार्य पदव्युत्तर अभ्यासक्रम	25/2/2020	98/92/2020	99/9/२०२9	२५/५/२०२१	
शिक्षणशास्त्र पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/2029	90/4/2029	
शिक्षणशास्त्र पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	२५/५/२०२१	
विधी पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/2029	90/4/2029	
विधी पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/2029	२५/५/२०२१	
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदवी अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	90/4/2029	
मियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र, पदव्युत्तर अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/2029	24/4/2029	
आंतरविद्याशाखीय आणि अभ्यास केंद्रातंर्गत अभ्यासक्रम	२२/६/२०२०	98/92/2020	99/9/२०२9	२५/५/२०२१	

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

२) सत्रारंभच्या दिवशी महाविद्यालयाची साप्ताहीक सुट्टी येत असल्यास त्याच्या दुस-या दिवशी सत्रांरभ करावा. सत्रसमाप्तीच्या दिवशी महाविद्यालयाची साप्ताहीक सुट्टी येत असल्यास त्याच्या आधीचा दिवस सत्रसमाप्तीचा दिवस राहील.

> डॉ.व्ही.डी.नोंदवडे कुलसचिव

प्रति.

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

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

 विभागप्रमुख, सर्व प्रशासकीय विभाग, शिवाजी विद्यापीठ, कोल्हापूर. सदरचे परिपत्रक विद्यापीठाच्या संकेतस्थळावर www.unishivaji.ac.in - Affiliation-Affiliation

T-9 Circulars मध्ये उपलब्ध आहे.

Abasaheb Garware Institute of Management Studies, Sangli.

## Abasaheb Garware Institute of Management Studies, Sangli

### Academic Calender 2020-2021

(SEM I & III)

			(SEM I &		Maria	Dec	Jan
Date	July	August	Sept	Oct	Nov	Dec	3411
1	**	Bakari Eid			SUNDAY		
	п			Gandhi			Commensment of
2		SUNDAY		Jayanti			MBA I SUNDAY
3							SUNDAT
4				SUNDAY			
5	SUNDAY		CHINDAY			SUNDAY	
6			SUNDAY				
7				Dasara	SUNDAY	Presentation of 1st Project Draft	
·						Draft	
9		SUNDAY		The last sale			
10		Commensment of MBA II					SUNDAY
11				SUNDAY			Presentation of 2nd Project Draft
12	SUNDAY					CHNDAY	
13			SUNDAY			SUNDAY	
14					Deepawali		
15		Independen ce Day			SUNDAY		
					Deepawali		
16		SUNDAY			Padwa		SUNDAY
17		MARCO SERVICE		CHAIDAY			SUNDA
18				SUNDAY			
19	SUNDA'	1					
20			SUNDAY			SUNDAY	Presentation of 3rd Project Draft
21	ı						
22	2	Ganesh Chaturthi			SUNDAY		
23	3	SUNDAY					SUNDAY
2							JUNDAI
2	5			SUNDAY/ asara	D	X-Mas	
2	6 SUNDA	AY					Republic Da
2	7		SUNDA	Υ		SUNDA	
2	28				SUNDAY		
2	29				GuruNana		
3	30	SUNDAY			Jayanti		SUNDAY
3	31						JOHDAI
	Service Control						N

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

# Women's Education Society's Abasaheb Garware Institute of Management Studies, Sangli Academic Calender 2020-2021

							State To	(SEM	& II	lune		luly	Aug	Sep
-	Feb	T	Ma	arch	-	Apr	Ma	***************************************		lune				
te	Fer	+		oject			Kaami	gar &					SUNDAY	
	i.		Submi	ission of			Mahar							
1			M	BA II			Da							
2					Goo	d Friday		DAY SEM I						
-								TERM						
3								Starts			S	UNDAY		SUNDAY
		-			S	UNDAY								
5 .					-					SUNDAY				
6				DAV							-		SUNDAY	
7	SUN	IDAY	5	UNDAY			7				-			
8								NDAY			1	residente Dis-		
9	+		-				MBA	A I SEM I D TERM						
10								AM Ends						
							LA	1101				SUNDAY		SUNDAY
11			Ma	hashivRati	ri	SUNDAY			+					SUNDAI
	+			Transition of the second										
12	Pre	sentati	0			SudhiPadv	va			SUNDAY			Thursday of a s	
13		of 4th											Li di salaman il	
-		roject				Dr. B.		hay Triti	ya		-			
14	ıls	UNDA'	1	SUNDAY		Ambedka		Ramjaa Eid						
1						Jayanti								
				na II (CEM	· ····				1				SUNDA	·
1			M	IBA II (SEM	1									
1	.5			EXAM Star										
-								SUNDA	V					
1	16					100		SUNDA						
	17													
F		5	P	MBA II (SEI	VI III)	SUND	ΔV					SUND		
	18			MID TER	M	30110								
				EXAM Er	lus									SUNDAY
		Ch. Sh	ivaji											
	19	Mah												
		Jaya	nti							SUND	AY			
-	20					Shree	Ram							
		SHIN	DAY	SUND	ΑY		mee					-	SUN	DAY
	21	301	<i></i>											
	22	-				-		SUN	DAY			-		
	23									-				
	24	-		-		SUN	DAY/					SUI	IDAY	
							havir							
	25					Ja	yanti							SUNDAY
		+							ddha					
	26							Pou	rnima					
	-		File							SUI	VDAY			
	27		missi	on				-						
	28		UNDA		NDA\	1							SL	INDAY
				Dhul	ivand	lan								
	29							C	JNDA	v -				
		0 1	nterna VIVA					31	אעוווע					N.M. analo
	121													

#### Abasaheb Garware Institute of Management Studies, Sangli

Academic Calender 2020-21 (Sem II & IV)

Date	July	August	Calender 2020-21 (Se Sep	Oct	Nov	Dec
	30.7					
2				Mahatma Gandhi Jayanti		
				SUNDAY		
3	SUNDAY			MID TERM EXAM Starts	Deepawali	
5	Commensment of MBA I & II		SUNDAY		Diwali Padwa	SUNDAY
6	IVIDATQII				Bhaubij	
7					SUNDAY	
8		SUNDAY				
9				MID TERM EXAM Ends		
10	Guest Lecture		Ganesh Chaturthi			
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		1 1 00

I/c. Director,
Abaseheb Garware Institute of



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. महाराष्ट

(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-

0 5 JAN 2022 No 0 0 0 0 7

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

विद्याशाखा	प्रथग	न सत्र	द्वितीय सत्र		
A STATE OF THE STA	सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती	
कला, वाणिज्य, विज्ञान, सामाजिक शास्त्रे (पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/६/२०२२	
पदव्युत्तर अभ्यासक्रम (विद्यापीठ व महाविद्यालयीन)	9/90/2029	28/9/2022	2/3/2022	30/६/२०२२	
कला व लितिकला (बी.आय.डी. व बी. डेस.पदवी अभ्यासक्रम)	9/90/2029	२४/१/२०२२	२/३/२०२२	30/8/2022	
वाणिज्य व व्यवस्थापन (बी.बी.ए., बी.सी.ए.,पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/६/२०२२	
व्यवस्थापन (पदव्युत्तर अभ्यासक्रम एम.बी.ए., एम.सी.ए.)	9/90/2029	28/9/2022	2/3/2022	30/8/2022	
समाजकार्य (पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/8/2022	
समाजकार्य (पदव्युत्तर अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/६/२०२२	
शिक्षणशास्त्र (पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/8/2022	
शिक्षणशास्त्र (पदव्युत्तर अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/६/२०२२	
विधी (पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	२/३/२०२२	30/६/२०२२	
विधी (पदव्युत्तर अभ्यासक्रम)	9/90/2029	28/9/2022	२/३/२०२२	30/६/२०२२	
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र (पदवी अभ्यासक्रम)	9/90/2029	28/9/2022	2/3/2022	30/8/2022	
अभियांत्रिकी, टेक्सटाईल, फार्मसी, वास्तुशास्त्र (पदव्युत्तर अभ्यासक्रम)	9/90/2029	२४/१/२०२२	2/3/2022	30/8/2022	
आंतरविद्याशाखीय आणि अभ्यास केंद्रातंर्गत अभ्यासक्रम	9/90/2029	२४/१/२०२२	२/३/२०२२	30/६/२०२२	

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

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

3) २४/१/२०२२ ते २/३/२०२२ या दरम्यान संबंधित अभ्यासक्रमांच्या प्रथम सत्राच्या परीक्षा आयोजित करण्यात येतील.

> डॉ.व्ही.एन.शिंदे प्रभारी कुलसचिव

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.inG Affiliation-Affiliation T-9 Circulars मध्ये आहे.

D/Prashant 2/Legal Letter /Page No.15

Abasaheb Garware Institute of Management Studies, Sangli,



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

शिवाजी विद्यापीठ, कोल्हापूर - ४१६ ००४. महाराष्ट

(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/ 2420

दिनांक-

0 5 JAN 2022

परिपत्रक

No 0 0 0 0 6

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

प्रथम	ा सत्र	द्वितीय सत्र	
सत्रारंभ	सत्रसमाप्ती	सत्रारंभ	सत्रसमाप्ती
9/८/२०२9	28/9/2022	२/३/२०२२	३०/६/२०२२
9/८/२०२१	28/9/2022	२/३/२०२२	30/8/2022
9/८/२०२१	28/9/2022	२/३/२०२२	30/६/२०२२
9/2/2029	२४/१/२०२२	2/3/2022	30/६/२०२२
9/८/२०२१	28/9/2022	3	30/६/२०२२
9/८/२०२१	२४/१/२०२२	2/3/2022	30/६/२०२२
9/८/२०२१	28/9/2022	2/3/2022	30/६/२०२२
9/2/2029	28/9/2022	2/3/2022	30/६/२०२२
	सत्रारंभ  १/८/२०२१  १/८/२०२१  १/८/२०२१  १/८/२०२१  १/८/२०२१  १/८/२०२१	9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२         9/८/२०२१       २४/१/२०२२	सन्नारंभ सत्रसमाप्ती सन्नारंभ  9/८/२०२१ २४/१/२०२२ २/३/२०२२  9/८/२०२१ २४/१/२०२२ २/३/२०२२  9/८/२०२१ २४/१/२०२२ २/३/२०२२  9/८/२०२१ २४/१/२०२२ २/३/२०२२  9/८/२०२१ २४/१/२०२२ २/३/२०२२  9/८/२०२१ २४/१/२०२२ २/३/२०२२

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

- २) विद्यापीठ अनुदान आयोगाच्या दिनांक १६ जुलै २०२१ रोजीच्या मागदर्शक सूचनांनुसार पुढील शैक्षणिक वर्षाची सुरूवात (Commencement of Next Academic Session for this batch) दिनांक ०१/८/२०२२ पासून करण्याबाबत सूचित केलेले आहे.
  - 3) २४/१/२०२२ ते २/३/२०२२ या दरम्यान संबंधित अभ्यासक्रमांच्या प्रथम सत्राच्या परीक्षा आयोजित करण्यात येतील.

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	(SEM	March	Ane	NA
7 10 1	- Dec	Placement	160		Apr	May Maharashtra
1		Activity		MahaShivRatri		Din/SUNDAY
2		SUNDAY			Gudhi-padwa	
3	X 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/S UNDAY	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		8				Guest Lecture
29		SSR Activity				SUNDAY
30		SUNDAY				
31						

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

ersity's Exam Schedule

#### 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			- Fillers		
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	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

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

# 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		Leadership	Topic /Unit			
Month: Dec	ember -Janu	ary	Introduction to OB: Definition, Nature,: Evolution of			
Teaching d	lays	26	Organizational Behavior Approach – Historical perspective – from Robert Owen(1825) to Elton Mayo(1925),			
Periods Allotted 16		16	Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political			
Periods avai	Periods available Teaching Practical 10 05		Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach,			
Teaching			and System Approach			
10						
Month: Jan	uary- Februa	ary	Cresistance to charge			
Teaching d	lays	26	Theory Micro Perspectives of OB: Individual behavior: Personal factors Biographical characteristics & Learned			
Periods All	Periods Allotted 16		characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality			
Periods available			Personality theories — Sigmund Freud, Erikson, Chris Argyris, Types of Personality — Type A & type B Learning & Perception—meaning, nature & process. Learningmeaning, theories & principles; Attitude-concept,			
Teaching	Teaching Practical 10 05					
10			components of attitude, formation of attitude, Values concept, types of values, sources of values.			





Month: January	- February	Women's Education Society's			
Teaching days	26	Theory Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H.			
Periods Allotted	16	Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z; Individual conflict &group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of			
Periods available	LITERAPIO MEG. 1910	groups. Stages of group formation. Group dynamics -			
Teaching Pr	actical	factors affecting group dynamics. Behavioural Problems in group communication process. Stress—Causes effect &			
10 05	tiell), iqeT	coping strategy, Leadership styles – Autocratic, Democratic, lassez-fair; theories of leadership-			
		BehaviouralManagerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership			
Month: February	y - March	Anthropology, Social P. Science: Atternaches to I			
Teaching days	26	Theory Macro Perspective of OB: Organizational Culture-			
Periods Allotted	16	meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome			
Periods available		resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building			
Teaching Pra	ctical	Periode Attorted 16 characteristics, Erviron			
10 05	am retout (1920	factors, Personality con			
L Unison, Cm		Fersonality andres			
		Periods available Commission of Perception of Santage			
		Feathing   Fractical   Greating through &			

Seminar: 01

Case study discussion: 02

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

## 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

Particul	lars	Topic /Unit
Month: December- J	anuary	Corporate Social Responsibility – Concept History &
Teaching days	26	Evolution of CSR, Concept of charity, Corporate Philanthropy, Corporate Citizenship; Relation between CSR
Periods Allotted	08	and Corporate Governance; Models of CSR In India; Drivers of CSR; Major Codes on CSR;  CSR initiatives in India
Periods available Teaching Practical 10 05		
Month: - January - I	Sebruary 26	CSR- legislation in India; Section 135 of Companies Act2013; Scope for CSR Activities under Schedule VII; Appointment
Periods Allotted 08  Periods available  Teaching Practical 10 05		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

Seminar: 01

Case study discussion: 01

SAM & TO

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
Month: April - May		Research Fundamentals	Meaning, objectives & Motivation in Research. Types	
Teaching	days	26		of research – Research Approach. Research process
Periods Al	lotted	16		(identification of research/management problem –, research question, statement
Periods ava	Periods available Teaching Practicals  10 hrs 5 hrs			of a research problem).  Distinction between
Teaching				management problem and managerial research problems
10 hrs				relevance & scope of research in management.
Month: May	y - June		Research Design	Features of good Design. Types of Research Design. Sampling Design steps in sample Design Characteristics
Teaching d	lays	24		
Periods All	lotted	16		of a good Sample Design, random samples & nonrandom
Periods avai	lable			sampling Design, determining size of sample. Statistical design. Measurement &
Teaching Practicals 10 hrs 5 hrs			scaling techniques-	
			easurement scales, Errors in measurement. Scaling technique. Hypothesis – concept, definition, types of	
				hypothesis, features of good hypothesis.

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Month: June - Ju	ıly	Data Collection and	Methods of data collection,
		Analysis	Primary data – Schedule and
Teaching days	26		questionnaire. Construction of schedule and questionnaire
Periods Allotted	16		align with objectives framed. Collection of secondary data.
Periods available			Processing and analyzing data  - Descriptive Analysis  (Mean, Mode, Median,
Teaching	Practicals.		Standard Deviation, and
10 hrs	5 hrs		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
Month: July - Au	gust	Interpretation	inferential statistics. Interpretation of data,
		and Report Writing	Techniques of Interpretation,
Teaching days	20		report writing, layout of a project report.
Periods Allotted	16 .		
Periods available	8		
Teaching Practicals			
10 hrs	5 hrs		entro Daniar Cherry (1994)
			andon, emeles & servadors



I/c. 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

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



Month: June - July			International HRM	Concept, Differences between international and domestic
Teaching days		26		HRM, Model of International HRM, Drivers of Globalization, Multi-
Periods Allotte	d	18		culturalism, Cultural pre- dispositions- Ethno-centralism –
Periods available	e18		collina teomoganiko s	Polycentricism – Regio- centricism- Geocentricism.
Teaching	Prac	ticals		Geert Hofstede's cultural dimensions
10 hrs	1 646411118		Hatty sign T	Cross cultural practices of International HRM- USA, UK, China, Germany and Japan.
Month: July - August		Expatriation and Repatriation	Identifying Potential expatriate, selection criteria of Expatriates,	
Teaching days	os vend isolosk	20		Challenges faced by Expatriates Women Expatriates, Challenges and Advantages of Women expats, Process and Importance of Cross-cultural
Periods Allotte	ed	16		
Periods available 8  Teaching Practicals 10 hrs 5 hrs			training. Repatriation: Reasons, Process benefits from returnees,	
			Challenges of re entry, Tips for successful repatriation.	
			Tips for successful repair attent	
			Changing Environment	nerth May Vanc
Experiment, various sense i sense i Experime Jobs, week loves e demographics. Le retrouveue				caching days 24



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### 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

Particula	rs	Topic /Unit			
Month: January - Febr	uary	Introduction to OB: Definition, Nature, : Evolution of			
Teaching days	26	Organizational Behavior Approach - Historical perspective			
Periods Allotted 16		- from Robert Owen(1825) to Elton Mayo(1925), Disciplines contributing to OB - Psychology, Sociology,			
Periods available		Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach,			
Teaching Practical 10 05		and System Approach			
Month: February - Ma	rch				
Teaching days	26	Theory Micro Perspectives of OB: Individual behavior: Personal factors Biographical characteristics & Learned			
Periods Allotted 16  Periods available Teaching Practical 10 05		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-			
			Section C.		concept, types of values, sources of values.



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Management Studies, Sangli.

Month: March - April		seigus of Man coment Studies, Sangli		
Teaching days 26 Periods Allotted 16		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		
			Periods available	
Teaching Practical 10 05		factors affecting group dynamics. Behavioural Problems in group communication process. Stress—Causes effect & coping strategy, Leadership styles — Autocratic		
		Democratic, lassez-fair; theories of leadership-BehaviouralManagerial Grid , Situational- Harsey Blanchard, Fiedler's LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership		
Month: March - April		A Manuschago So. of Psychology, Economics & position Some Approaches to the study of CO. Human Resource		
Teaching days	26	Theory Macro Perspective of OB: Organizational Culture-		
Periods Allotted	16	meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome		
Periods available		resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building		
Teaching Practical 10 05	6	factors Personality concept, determinants of personality  Tourseastly alsonic — Symund Penal Fritone Clinic		
Seguila aveilada		Argonic Topes of Personality - Type A & type B Learning		
Practical		nesses, theore & proceed Allustrations		

Seminar: 01

Case study discussion: 02



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#### 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	gd.	Topic /Unit	
Month: August - Sep	tember	A. Introduction to consumer Behavior: Concept and	
Teaching days	26	Definition, need and significance for studying consumer behavior, Factors influencing buying behavior, consumer	
Periods Allotted	16	buying behavior process, Participants in buying behavior.  B. Consumer modeling: - The economic model -	
Periods available	16	Learning model - psychoanalytic model - The sociological model- The Howard Sheth model of buying	
Teaching Practice 10 05	al	behavior – The Nicosia model The Engel – Kollat - Blackwell Model.	
Month: September -	Octomber	A. Individual Relational importance: Consumer behavior	
Teaching days	26	and Perception, Learning, Personality, Attitude, Motivation. Social class and group: Definition and	
Periods Allotted 16  Periods available		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	
			Teaching Practice 10 05



Ionth: October - Nove	ember 26	Brand management: Brand name and trademark, branding Decisions, advantages and disadvantages of branding, brand equity, brand image, brand personality, branding, brand extension.	
eaching days		brand identity system, brand strategies, brand extension.	
Periods Allotted	16	The second secon	
Periods available		Tuese 70 still	
Teaching Practica 10 05	al		
Month: November - D	ecember	D. J. Reinvengtion, Rehranding	
Month: November - D	December 26	Celebrity endorsements, brand positioning and oran	
Month: November - D Teaching days Periods Allotted		Brand Development: Brand Rejuvenation, Rebranding Celebrity endorsements, brand positioning and brand building. Co-Branding	
Teaching days	26	Celebrity endorsements, brand positioning and order	
Teaching days  Periods Allotted	26	Celebrity endorsements, brand positioning and oran	

Seminar: 1

Case study discussion: 2



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# 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	
Month: Jun	e - July			Research Fundamentals: (a) Meaning, objectives & Motivation in Research. Types of research – Research	
Teaching d	Teaching days 26		26	Approach. Research process (identification of	
Periods All	Periods Allotted 16		16	research/management problem -, research question statement of a research problem), Distinction between	
Periods avai	lable Practical	35		<ul> <li>management problem and managerial research problems</li> <li>relevance &amp;scope of research in management.</li> </ul>	
10	05			inthest withings beginned of a project report.	
Month: Jun	e - July			Theory Research Design- (a) Features of good Design, Types of Research Design, Sampling Design steps in	
Teaching d	ning days 26			sample Design Characteristics of a good Sample Design, random samples & nonrandom sampling Design,	
Periods Allotted 16			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		
Periods available					
Teaching 10	Practical 05				



TD 11			Theory Data Collection and Analysis: (a) Methods of	
Teaching days 26		26	questionnaire Construction data - Schedule a	
Periods Allotted 16		16	questionnaire align with objectives framed. Collection of secondary data. Processing and analyzing data	
Periods avai	lable		Descriptive Analysis (Mean, Mode, Median, Standard Deviation, and Variance Analysis) Inferential Analysis	
Teaching	Practica	al	Cost, Cli-Square test. F test) Testing of hypothesis	
	05		1 locedure for hypothesis testing Parametric and Name	
10			parametric test of hypothesis Confidence level The	
			Ms-Excel and SPSS for data analysis – descriptive and inferential statistics	
Month: Augi	ıst – Septe	ember	ATTENDED TO SERVICE TO	
Teaching da	iys	26	Statement of a problem of the state of the s	
Periods Allo	tted	16	Theory Interpretation and Report Writing (	
			Theory Interpretation and Report Writing: (a) Interpretation of data, Techniques of Interpretation,	
eriods availa	ıble		report writing, layout of a project report.	
Teaching I	Practical			
10 0	5			

Seminar: 01

Case study discussion: 02



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# Abasaheb Garware Institute of Management Studies, Sangli TEACHING PLAN

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

Subject: Marketing Management

Paper Title: Contemporary Issues in Marketing

Faculty Name: Ms. Snehal Rajage

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



Month: June	e - July		e an attache of Menas, ment Studies, Sangli
Teaching days 26		26	Digital Marketing –Meaning, definition and benefits emergence of digital marketing, Digital marketing plan
Periods Allotted 16		16	Digital marketing types, Digital marketing framework, Digital marketing and buying behavior
Periods avai	lable		
Teaching	Practic	eal	
10	05	WAR.	Losse Aball
Month: May	- June		The feel Sanderings ( both Marketing Esterorches). Has
Teaching days 26		26	Event Marketing –Meaning and importance, STP for
Periods Allotted 16		16	event marketing, Event Marketing Mix- Product, Price, Place, Promotion, Partnership, physical evidence, People,
Periods avail	lable	(g)	Programming, Applications of event marketing — Entertainment, Sports, Festivals, Social events, Corporate events
Teaching	Practical		
10	05		

Seminars: 01

Case study discussion: 02

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# **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

culars		Topic /Unit
r - Octob	er	Introduction to OB: Definition, Nature,: Evolution of
Teaching days 26  Periods Allotted 16		Organizational Behavior Approach – Historical perspective – from Robert Owen (1825) to Elton Mayo (1925).  Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political
Practical 05		and System Approach.
r - Octob	er	Micro Perspectives of OB: Individual behavior: Personal
26	aMi.	factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors.
16		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.
tical		
Novembe	er	Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow,
26		Herzberg, Elderfer, McClelland, Vroom, Theory Z; Individual conflict &group interpersonal conflict, conflict
Periods Allotted 16		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 &
ching Practical		coping strategy, Leadership styles – Autocratic,
		Democratic, lassez-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
	tical  26 16 tical  November 26 16	26



Teaching days	26
Periods Allotted	16

Periods available

Teaching	Practical
10	05

Macro Perspective of OB: Organizational Culturemeaning, 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.

Seminar: 01

Case study discussion: 02



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### 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			
	1 articula	ars		Topic /Unit
Month: August - September				Service Marketing — Meaning, definition, importance of services, distinction between services & goods, characteristic of services, Marketing Mix in Service Marketing- Product Price, Place, Promotion, People — Moment of Truth, Service
Teaching days 26		26		
Periods Allotted 16		16	encounters service personnel issues, emotions and service situations, service profit chain, Physical Evidence- evidence	
	Periods available			types, role of physical evidence, stimulus response model, services scapes, Process – types, Service Blueprint, service
Teaching 10	aching Practical 05			process matrix, service recovery and empowerment Service Quality –Gap model, SERVQUAL Model
Month: Aug	sining (	Ledan	ndA	Application of 7 P's of Services Marketing – Tourism and
Teaching days 26		sid.	Hospitality management, Banking, Insurance and Financial Services, Healthcare services, Education services,	
r erious All	Periods Allotted 16			Entertainment, Consultancy, Transportation
Periods avai	lable Practical			
10	05			
Month: Sept	ember - O	ctober	•	
Teaching da	Teaching days 26 Periods Allotted 16			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
Periods Alle				
Periods available				retail marketing mix, Store location and site evaluation, Store layout, design.
Teaching	ng Practical			
8	05			



October	
26	
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Periods available

Teaching	Practical
10	05

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

Seminar: 01

Case study discussion: 02



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## **Abasaheb Garware Institute of Management** Studies, Sangli TEACHING PLAN

Academic Year: 2019-20

Class: MBA I (SEM II)

Paper Title: Research Methodology

	Particula	rs	Topic /Unit	
Month: January - February  Teaching days 26  Periods Allotted 16  Periods available		26	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	
Periods available Teaching 10	Practical 05		&scope of research in management.	
Month: Jan  Teaching d  Periods All  Periods avai  Teaching  10	lays lotted ilable Practical 05	26	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.	
Month: Feb Teaching d Periods All Periods avai Teaching 10	lays	26	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: March - April

Teaching days	26
Periods Allotted	16

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

#### Periods available

Teaching	Practical
10	05

Seminar: 01

Case study discussion: 02



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### 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

D	articulars	ET HER 25	5.01
1 articulars			Topic /Unit
Months Issues	- II I	3	
Month: Januar	y - Februar	y	
Teaching days		26	Overview of Marketing Strategy – Concept, Relationship with Corporate Vision, Mission and Objectives. Strategic
Periods Allotte	ed	16	Role of Marketing. Formulating and implementing marketing strategy. Identification of attractive markets, Industry/ business analysis and sustaining competitive
Periods availab	le		advantage.
Teaching Pr	actical	1	( O A O )
10 05			The state of the s
Month: January	- February		Charles I I I I I I I I I I I I I I I I I I I
Teaching days	26		Strategic Implications of Product Life Cycle, Market Entry Strategies - Pioneer Strategy and follower Strategy, Growth Market Strategies - Market Londons Strategies - Floring St
Periods Allotte	d 16		Market Strategies – Market Leaders Strategies - Flanker Strategy, Confrontation Strategy, Market Expansion, Contraction. Market Challenger Strategies – Frontal Attack,
Periods available			Leapfrog Strategy, Flank Attack, Guerrilla Attack, Bypass Attack. Market Follower strategies – Cloner, Imitator, and Adopter. Market Nicher strategies. Strategic Choice for
Teaching Practical			
10 05			Mature Markets, Strategies for declining Markets. Services Marketing Strategies
Month: Februar	y - March		CRM as husinoss strategy assessed CRM
Teaching days	26		CRM as business strategy: concept, CRM process, measuring CRM, CRM framework, Tangible Components of CRM, CRM in services, CRM in product management, Zero
Periods Allotted	d 16		customer defection, customer loyalty, and customer loyalty development strategies. International Marketing strategy
Periods available	2		Entry strategies, International organization, Product Design Decisions, Geographic expansion strategic alternatives, New
Teaching Pr	actical		product in Global Market, Global pricing policy alternatives
10 05			Channel objectives & constraints, Advertising decision in international marketing.



Ionth: February - M	
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

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### **Abasaheb Garware Institute of Management** Studies, Sangli TEACHING PLAN

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

Paper Title: Organizational Behaviour

	Particular	'S	Topic /Unit
Month: Aug	ust- Septem	nber	Introduction to OB: Definition, Nature, : Evolution of
Teaching d	ays	26	Organizational Behavior Approach – Historical perspective – from Robert Owen (1825) to Elton Mayo (1925),
Periods All	otted	16	Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political
Periods avai	lable Practical	/ NT	Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach.
10	05	Garl Sectly	
Month: Aug	ust- Septem	ıber	Micro Perspectives of OB: Individual behavior: Personal
Teaching d	ays	26	factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors.
Periods All	otted	16	Personality- concept, determinants of personality, Theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality
	Periods available		- Type A & type B, Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude-
Teaching Practical			concept, components of attitude, formation of attitude, Values-
10	05		concept, types of values, sources of values.
Month: Sep	tember - Oc	ctober	Micro & Macro Dynamics of OB: Motivation-concept,
Teaching d	lays	26	types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z;
Periods All	lotted	16	Individual conflict &group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of
Periods avai	ilable		groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in
Teaching	Practical		group communication process. Stress-Causes effect &
10	05		coping strategy, Leadership styles - Autocratic,
			Democratic, lassez-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



<b>Feaching days</b>	26

Macro Perspective of OB: Organizational Culturemeaning, 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.

#### Periods available

Teaching	Practical
10	05

Seminar: 01

Case study discussion: 02



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### 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

	A Plantal La		W + W + W + W + W + W + W + W + W + W +	
Particulars		S	Topic /Unit	
Month: July-	August		Sales Management – Evolution, Definition, sales	
Teaching da	ys	26	management functions, place & importance of sales management in the organization. Sales forecasting –	
Periods Allo	tted	16	Meaning, Importance, Types of forecasting, Forecasting methods and procedure, Importance, merits & demerits of	
Periods avails			various methods. Sales related marketing policies.	
8	Practical 05			
Month: Augu	nent Stud	reasonal)	Sales Force Management –Determining size of sales force,	
Teaching da		26	Determining kind of sales personnel, Controlling sales personnel, evaluating and supervising, Sales Meeting &	
Periods Allotted 16		16	Sales Contests, Sales Quota, sales Territory, Sales control and cost analysis – The sales audit, sales analysis,	
Periods avail			marketing cost analysis	
Teaching 10	Teaching Practical 10 05			
Month: Septe	ember - Oc	tober	Personal Selling –Importance of personal selling,	
Teaching da	nys	26	Formulation of personal selling strategy, Personal selling objectives, Personnel selling situations, Personal Selling	
Periods Allo	otted	16	Process, Characteristics of good sales person, Selling skills, Negotiation Skills, Different phases of negotiation, B2B	
Periods avail	able		Selling	
Teaching 10	Practical 05			
10	03			



Teaching days	26
Periods Allotted	16

Periods available

Teaching	Practical
10	05

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.

Seminar: 01

Case study discussion: 02



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# **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,	
Teaching days	26	Scope of financial management Finance functions, Structure of finance department, Emerging role of the	
Periods Allotted	16	finance manager, Profit maximization to wear maximization approach.	
Periods available		(Joseph )	
Teaching Pra	ctical	127 \@1	
10 05	swinD de tered	1/5/ /5/	
Month: January- February		Techniques of Financial Statement Analysis:- Comparativ	
Teaching days 26  Periods Allotted 16		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.	
Periods available			
8	ectical		
10 05			
Month: Februar	y - March	Working Capital Management :- Nature and need of	
Teaching days	26	working capital, determinants of working capital estimation of working capital, financing of working capital, funds flow	
Periods Allotte	d 16	statement and cash flow statement.	
Periods available	e		
1 CHOUS WYWAR			
	ractical		



<b>Teaching days</b>	26
Periods Allotted	16

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.

#### Periods available

Teaching	Practical
10	05

Seminar: 01

Case study discussion: 02



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# **Abasaheb Garware Institute of Management** Studies, Sangli TEACHING PLAN

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

Paper Title: International Business

Particu	ılars	Topic /Unit
Month: January - Fe	ebruary	Seminari 81
Teaching days	26	Unit – 1 International Business – Meaning, Nature & Scope; Stages of Internationalization
Periods Allotted	16	Advantages and problems of International Business International Business Environment – Economic, Political Technological, Social & Cultural Environment; Economic
Periods available		Integration (Trade Blocks) – Types of Econom. Integration.
Teaching Practice 10 05	al	megration.
Month: February - M	larch	Unit 2 – International Institutions -
Teaching days	26	International Monetary fund – Functions; Organization & Management; Resources; Financing Facilities & Policies
Periods Allotted	16	World Bank – Policies of World Bank, Lending Programmes, World Trade Organization – Functions, Organization Structure; India & WTO
Periods available		The state of the s
Teaching Practica 10 05	1	
Month: March - April		
Teaching days	26	Unit 3- International Trade - Government Influence on trade - protectionism, tariff
Periods Allotted	16	barriers, non – tariff barriers, state trading, regulation of foreign trade; Foreign trade Procedure export procedures,
Periods available		Import procedures, Financing techniques, export promotion; Foreign Direct Investment – Forms of FDI; Cost & benefits of FDI; FDI in India.
Teaching Practical 10 05	al	or PDI, PDI in India.



### Month: March - April

Teaching days	26
<b>Periods Allotted</b>	16

#### Periods available

Teaching	Practical
10	05

### 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.

Seminar: 01

Case study discussion: 02



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Management Studies, Sangli.

# Abasaheb Garware Institute of Management Studies, Sangli

TEACHING PLAN

Academic Year: 2017-18

Class: MBA I (SEM I)

Paper Title: Organizational Behaviour

P	articulars		Topic /Unit	
Month: August	t - Septembe	er	Introduction to OD . Definition No.	
Teaching days 26		26	Introduction to OB: Definition, Nature, Historica evaluation of OB, Disciplines contributing to OB. Psychology, Sociology, Anthropology, Social Psychology	
Periods Allott	ed	16	Economics & political Science, Approaches to the study of OB-Human Resource Approach, Contingency Approach.	
Periods availab	ole		Productivity Approach & System Approach.	
Teaching P	ractical		110	
10 0:	5		/s** \	
Month: August	- Septembe	r	Micro Perspectives of OB: Individual behavior: Personal	
Teaching days 26 Periods Allotted 16			factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizationa factor. Personality- concept, determinants of Personality, development of personality. Perception-	
Periods availab			meaning, nature & process. Attitude-concept, components of attitude, measurement of attitude, Values- concept, types	
Teaching Practical			of values, sources of values.	
10 05	5		or values, sources or values.	
Month: Septem	ber - Octobe	er	Micro & Macro Dynamics of OD: Medication	
Teaching days	26		Micro & Macro Dynamics of OB: Motivation-concept theories of motivation, Individual conflict &grouinterpersonal conflict, conflict resolution. Stress—Cause	
Periods Allotte	ed 16		effect & coping strategy, Leadership, - theories of leadership, Roles & activities of leadership.	
Periods availab	le			
Teaching P	ractical			
10 0	5			
		_		



Teaching days	26
Periods Allotted	16

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.

Periods available

Teaching	Practical
10	05

Seminar: 01

Case study discussion: 02



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



### 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

Particu	lars	Topic /Unit	
Month: August - Sep	tember	Introduction to consumer Debasis Consult 1 C	
Teaching days	26	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	
Periods Allotted	16		
Periods available	M	Sheath model of buying behavior, The Nicosia model, The Engel-Kollat-Blackwell Model. Industrial \ Organizational	
Teaching Practic	al	Buying Behavior - Participants in Industrial marketing-	
10 05	nemspaness	Buying decisions involved in industrial buying process- Factors influencing industrial buying behavior	
Month: August - Sep	tember		
guer sep		Individual Determinants of Consumer behavior- Perception-	
Teaching days 26		Meaning of perception- the perceptual process- Factor responsible for perceptual Distortion. Learning –Meaning of	
Periods Allotted	16	learning, components or elements of learning pro Personality- Meaning, Nature & Characteristics of Person	
Periods available		Stages in the development of personality, personality influences and consumer behavior, self concept or self-image.	
Teaching Practica	al	Attitude and behavior- The concept of Attitude, Relationship	
10 05		between Attitude and Behavior, Factors involved in Attitude formation Motivation- Meaning of Motivation, Needs And goals- The Dynamic Characteristic of Motivation.	
		godis The Dynamic Characteristic of Motivation.	
Month: September - (	<b>Jctober</b>	Influence of Social class –Definition and meaning of social	
Teaching days	26	stratification, factors responsible for social stratification, characteristic features of social classes, Social influence on	
Periods Allotted	16	Consumer behavior. Group Dynamics and Consumer Reference Groups- Definition and Meaning of Group, Reasons	
Periods available		For formation of group, Types of Groups relevant to consumer behavior, Family life cycle, Friendship Group, Formal social	
Teaching Practic	al	clubs, Shopping Friends groups, Work group, Reference group	
10 05			



Teaching days	26	
Periods Allotted	16	

Periods available

Teaching	Practical
10	05

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 relaunch, 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

Seminar: 01

Case study discussion: 02



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# **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

	Particul	arc		TEL . TET	
	Tarticul	iais		Topic /Unit	
Month: Jan	uary - Fel	bruary			
- T				Introduction to Production/Operations Management	
Teaching days			26	Introduction to Production/ operations function-Objective operations management Decisions, Types of manufacturing	
Periods Allotted			16	systems- Production strategy, product selection, Product	
Periods ava	ilable			design, Interface of operations management with other departments- Productivity, Factors affecting productivity,	
Teaching	Practica	1/2		,work study, future challenges in Operations management.	
10	05				
Month: Feb	ruary - M	arch		137 31	
io ominis	UI STEWNS	a) Car	Abassa	Facilities and Technology management - Facilities	
Teaching days 26		26		management (Location of facilities, capacity planning	
Periods Allotted 16			layout of facilities, planning maintenance of facilities, case studies on plant location) plant layout and materials handling		
Periods avai	lable			handling - manufacturing technology management emerging technology options and choice - Automation and	
Teaching				flexible manufacturing system, Lean manufacturing system.	
10					
Month: Mar	ch - April				
Teaching days 26			Production planning and control & materials management- Objectives of PPC, functions of PPC, project schedulin		
Periods Allotted 16			and PERT/CPM ,Materials management-Objectives, scope and functions, Purchasing management ,procedures for inventory management, Selective inventory control techniques, supply chain management, Logistics		
Periods available					
Teaching Practical			management		
10	05				



Teaching days	26
Periods Allotted	16

Quality Management - Quality concept(Definitions, dimensions), Quality philosophies, Quality assurance, Quality control, Quality circle, TQM, ISO Certifications, Quality tools and techniques.

Periods available

Teaching	Practical		
10	05		

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Seminar: 01

Case study discussion: 02

Abasaheb Garware Institute of Management Studies, Sangli.



## **Abasaheb Garware Institute of Management** Studies, Sangli TEACHING PLAN

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

Paper Title: International Business

Particulars  Month: January - February			Topic /Unit  Unit – 1 International Business –	
				Teaching days
Periods Allotted		16		
Month: Februar	y - March	<u>isanali</u>	Unit 2 – International Institutions - International Monetary fund – Functions; Organization &	
Teaching days 26			Management; Resources; Financing Facilities & Policies World Bank – Policies of World Bank, Lending Programmes, World Trade Organization – Functions, Organization Structure; India & WTO	
Periods Allotted 16				
Periods available				
Teaching Practical 10 05				
Month: March -	April		Unit 3— International Trade -	
Teaching days 26			Government Influence on trade – protectionism, taribarriers, non – tariff barriers, state trading, regulation of	
Periods Allotted 16			foreign trade; Foreign trade Procedure export procedures, Import procedures, Financing techniques, export promotion;	
Periods available			Foreign Direct Investment – Forms of FDI; Cost & benefits of FDI; FDI in India.	
Teaching Pr 10 05	actical		of FDI; FDI in India.	



### Month: March - April

Teaching days	26
<b>Periods Allotted</b>	16

#### Periods available

Teaching	Practical
10	05

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.

Seminar: 01

Case study discussion: 02



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