

## SES's L.S. RAHEJA COLLEGE OF ARTS AND COMMERCE (AUTONOMOUS)

Syllabus for Approval	BoS meeting held on: <b>19<sup>th</sup> March 2025</b>	AC meeting held on :
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### Board of Studies: COMMERCE

Sr No.	Heading	Particulars
1.	Nomenclature of the Course	SYBCOM Introduction to Management
2	Eligibility for Admission	College Admission Regulations
3	Programme	Bachelor of Commerce
4	Semesters	Semester: III
5	NEP Vertical	Major
6	Credit	4
7	Total Marks	100
8	Level	Undergraduate
9	Pattern	Semester III
10	Status (Revised or New) If revised, % of change)	Revised – 40% of change
11	To be implemented from Academic Year	From the Academic Year: 2025-26

Date:

Chairperson

Dr. Laila Patel

**SES's L.S. RAHEJA COLLEGE OF ARTS AND COMMERCE  
(AUTONOMOUS)**



**BOARD OF STUDIES: COMMERCE**

**PROGRAMME: B.COM COMMERCE - MAJOR**

**SEMESTER: III**

**NOMENCLATURE OF THE COURSE: INTRODUCTION TO  
MANAGEMENT**

**NEP Vertical: MAJOR**

**Credit: 4**

(As Per Choice Based Credit System (under NEP 2020) with effect  
from the academic year 2025-2026)



<b>Programme:</b>	<b>B.COM COMMERCE MAJOR</b>
<b>Nomenclature of the Course</b>	<b>INTRODUCTION TO MANAGEMENT</b>
<b>Total Marks</b>	<b>100</b>
<b>Semester:</b>	<b>III</b>
<b>Academic year</b>	<b>2025-26</b>

**LEARNING OBJECTIVES:**

1. To provide basic understanding of Management concepts
2. To elaborate the various principles of Management & its relevance in an organisation.
3. To facilitate implementation on functional aspects of Management thoughts

**COURSE OUTCOMES:**

1. Students will understand the importance of Management concepts
2. Students will comprehend the practical application of Management principles
3. Students will be able to develop thinking on evolution of Management

<b>Unit</b>	<b>Course Content</b>	<b>Andragogy</b>	<b>No of Lectures</b>
<b>1</b>	<p><b>Introduction to Management</b></p> <p>1.1 Management-Concept, definition, function, skills &amp; competencies.</p> <p>1.2 Traditional theories of Management- Classical approach – Henry Fayol’s principles of Management, FW Taylor’s Scientific Management Approach &amp; Elton Mayo’s Human Relations approach.</p> <p>1.3 Modern approach to Management- Peter Drucker’s approach to Management</p> <p>1.4 Significance of Indian Ethos to Management</p>	<p><b>Lecture method, Case study, Group discussion, class presentation.</b></p>	<b>15</b>
<b>2</b>	<p><b>Management Principles</b></p> <p>2.1 Planning- conceptual clarification, steps &amp; functions</p> <p>2.2 Decision making- conceptual clarification, techniques &amp; impact</p> <p>2.3 Organising - conceptual clarification &amp; types of organisations</p> <p>2.4 Delegation of Authority- conceptual clarification, process &amp; barriers of delegation</p> <p>2.5 Controlling- conceptual clarification, steps &amp; techniques of controlling.</p>	<p><b>Lecture method, Case study, Group discussion, class presentation.</b></p>	<b>15</b>

<b>3</b>	<b>Management Approaches</b> 3.1 MBO, MBE & MIS- conceptual clarification 3.2 Motivation- conceptual clarification & influencing factors 3.3 Leadership- conceptual clarification, leadership styles & leadership qualities 3.4 Decision making- concept – techniques & essentials of decision making	<b>Lecture method, Case study, Group discussion, class presentation.</b>	<b>15</b>
<b>4</b>	<b>Recent Trends in Management</b> 4.1 EGHS – Environmental, Health & Safety – Concept, Role & responsibilities. 4.2 Talent Management – Concept & Need. 4.3 Entrepreneurial management- Concept & importance 4.4 Corporate social responsibility- concept, need, importance & case studies.	<b>Lecture method, Case study, Group discussion, class presentation.</b>	<b>15</b>

### SUGGESTED READINGS

1. Robbins, Stephen P. & Coulter Mary A. (2017). Management, Pearson Education.
2. Koontz, H. & Weihrich, H. (2020). Essentials of Management, Tata McGraw-Hill Education Pvt. Ltd.
3. Prasad, L. M. (2020). Principles and Practice of Management, Sultan Chand and Sons, New Delhi.
4. Gupta, C. B. (2021). Management Theory and Practice, Sultan Chand and Sons, New Delhi.
5. Tripathi, P.C. & Reddy P.N. (2021). “Principles of Management”, Tata McGraw-Hill Education Pvt. Ltd.

### (A-1) RUBRICS FOR CONTINUOUS EVALUATION

Particulars	40 %
Internal tests/ Assignment & Viva-voce	20
Digital posters/ Debates/Creative activity	10
Class participation/Regularity	10

**(B)**

**QUESTION PAPER PATTERN FOR SEMESTER END  
EXAMINATION**

Q1. Answer any two out of three on Unit 1- 15 Marks

Q2. Answer any two out of three on Unit 2- 15 Marks

Q3. Answer any two out of three on Unit 3- 15 Marks

Q4. Answer any two out of three on Unit 4- 15 Marks

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