



Maratha Vidya Prasarak Samaj's

ARTS & COMMERCE COLLEGE, VADNER BHAIRAV

Tal. Chandwad, Dist. Nashik, Pin – 423111

Affiliated to S.P.Pune University, Pune

(ID No-PU/NS/AC/142/2009)

ISO 9001 : 2015 Certified

Website – www.vadnercollege.ac.in E- Mail – iqac.vadnercollege@gmail.com

1.3.1 Institution integrates crosscutting issues relevant to Professional Ethics, Gender, Human Values, Environment and Sustainability into the Curriculum

Sr. No	Program Cross-	Name Course Title	Course Code	cross- cutting issues Address
1.	FYBA	Mantrupanchak Kavitasangrah	1027	Gender Issues
2.	SYBA	Social Psychology	2227	
3.	TYBA	Political Ideology	3167	
4.	FYBA	Vitthal to Aala Aala & Handabhar Chandnya	11022B	
5.	FYBA	Element of Geomorphology	1207	Environment and Sustainability
6.	FYBA	Indian Economy : Problem & Prospect	1157	
7.	SYBA	Element of Climatology and Oceanography	2207	
8.	FYBA	Indian Economic Environment	11151	
9.	FYBA	Indian Economic Environment	11152	
10.	SYBA	Environmental Awareness	2999	
11.	SYB.Com	Environmental Awareness	2777	

12.	TYBA	Regional Geography of India	3207	
13.	FYBA	Compulsory English	1017	Social Ethics
14.	SYBA	Compulsory English	2017	
15.	SYBA	Samajik Natak – Natsamrat	2028	
16.	TYBA	Industrial Psychology	3227	
17.	FYBA	Foundation of Psychology	11221	
18.	FYBA	Introduction to Social Psychology	11222	
19.	FYBA	Indian Government & Politics	1167	Human Rights
20.	FYBA	Introduction to Indian Constitution	11161A	
21.	FYBA	Introduction to Indian Constitution	11162A	
22.	SYBA	Political Theory & Concept	2167	
23.	TYBA	International Politics	3168	
24.	TYBA	Industrial Psychology	3227	Human Values and Professional Ethics
25.	FYB.Com	Marketing & Salesmanship	1253	
26.	FYB.Com	Marketing & Salesmanship	116 C	
27.	FYB.Com	Marketing & Salesmanship	126 C	
28.	FYB.Com	Value Education	12019	



पुणे विद्यापीठ

एफ.वाय.बी.ए

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मराठी विषय

पुनर्रचित अभ्यासक्रम

शैक्षणिक वर्ष

जून 2013 पासून पुढे



पुणे विद्यापीठ

विषय : मराठी - पुनर्रचित अभ्यासक्रम , जून २०१३ पासून पुढे

प्रथम वर्ष कला - सामान्यस्तर अभ्यासपत्रिका क्रमांक - १ (1024)

● अभ्यासक्रमाची उद्दिष्टे-

- १ सामान्य स्तर बी. ए. १, २ आणि ३ पर्यंतच्या सामान्य स्तरावरील मराठी या विषयाचा अभ्यास करणा-या विद्यार्थ्यांस स्थूलपणे मराठी साहित्य, मराठी भाषा आणि मराठी संस्कृती यांचा क्रमशः परिचय करून देणे.
- २ साहित्यासंबंधी - विशेषतः मराठी साहित्यासंबंधी रुची निर्माण करणे.
- ३ विद्यार्थ्यांच्या वाङ्मयीन अभिरुचीचा विकास करणे.
- ४ आस्वाद घेण्याची डोळस क्षमता विकसित करणे.
- ५ साहित्याभ्यासातून जीवनविषयक समज विकसित करणे.
- ६ मराठी साहित्यातील भिन्न भिन्न प्रवाह आणि प्रकार लक्षात घेणे.
- ७ जागतिकीकरणात विविध क्षेत्रांना सामोरे जाण्यासाठी भाषिक क्षमता विकसित करणे.
- ८ व्यक्तिमत्त्व विकासात भाषेचे महत्त्व स्पष्ट करणे.



● सत्र पहिले

कथासंग्रह/कादंबरी/नाटक/ललितगद्य यापैकी एक पुस्तक आणि उपयोजित मराठी	६० गुण
घटक १ - नेमलेला कथासंग्रह	
‘मराठी विनोदी कथा ’ - संपादक डॉ. द. ता. भोसले	४० गुण
घटक-२ - व्यावहारिक आणि उपयोजित मराठी	
अ - व्यक्तिमत्त्व विकास आणि भाषा, व्यक्तिमत्त्व विकासात भाषेचे स्थान	०४ गुण

ब - भाषिक कौशल्ये- श्रवण कौशल्य, संभाषण कौशल्य ०८ गुण
वाचन कौशल्य, भाषण कौशल्य, लेखन कौशल्य

क - कार्यक्रम संयोजन कौशल्ये- ०८ गुण
सूत्रसंचालन, प्रास्ताविक, परिचय, स्वागत-सत्कार ,
मनोगत, आभार इत्यादी.



सत्र दुसरे ८० गुण

घटक - ४ नेमलेला कविता संग्रह ' मातृपंचक ' ३० गुण
- संपादक डॉ. स्नेहल तावरे, डॉ. वेदश्री थिगळे

घटक - ५ अ. वर्तमानपत्रासाठी बातमी लेखन ५ गुण
ब. दृक-श्राव्य माध्यमांसाठी(आकाशवाणी व दूरदर्शन) मुलाखत लेखन ५ गुण
क. प्रशासकीय इंग्लिश पारिभाषिक संज्ञांचे मराठीकरण करणे. ५ गुण
ड. अशुद्ध शब्द शुद्ध स्वरूपात लिहिणे. ५ गुण

- 'मराठी विनोदी कथा' आणि 'मातृपंचक' ही दोन पुस्तके मराठी अभ्यासमंडळाने क्रमिक म्हणून नेमलेली आहेत. दुस-या सत्रात ८० गुणांची विभागणी खालीलप्रमाणे राहिल.

- प्रथम सत्र - मराठी विनोदी कथा - २० गुण
व्यावहारिक आणि उपयोजित मराठी - १० गुण
- द्वितीय सत्र - मातृपंचक - ३० गुण
व्यावहारिक आणि उपयोजित मराठी - २० गुण

एकूण ८० गुण

UNIVERSITY OF PUNE**Syllabus from 2014****S.Y.B.A.****Psychology**

S-1	A	Abnormal psychology		
	B	Psychology of Adjustment		
S-2	A	Developmental Psychology		
	B	Positive psychology		
G-2		Social Psychology		

University of Pune

S.Y.B.A. G-2:- Social Psychology

Objectives:

1. Acquaint Students with basic concepts, theories and applications of Social psychology
2. Familiarize students with group behaviour
3. Underline the importance of Close Relationships and Pro- social behaviour

Chapter 1 Understanding the Field of Social psychology

- 1.1 Definition and Three levels of Behaviour
- 1.2 History and Related Fields (Anthropology, Sociology, Gender Studies)
- 1.3 Role of theory in Social Psychology – Cognitive, Learning, Motivation
- 1.4 Social Psychology Research in the areas of Family, Law, Health and Industry
- 1.5 Application – Use of Internet in data collection in Social Psychology

Chapter 2 Understanding Self and Gender

- 2.1 What is Self? – Real, Ideal and Social Self
- 2.2 Concepts related to self – Self Concept, Self-Presentation, Self-Regulation and Impression Management
- 2.3 What is Gender, Gender Role Development?
- 2.4 Gender Differences in Self Esteem
- 2.5 Application – Improving Self Esteem (Tests)

Chapter 3 Behaviour in Groups and Social Influence

- 3.1 Definition, Characteristics and Types of Behaviour
- 3.2 Group Decision Making, Cooperation v/s Competition
- 3.3 Leadership- definition and characteristics
- 3.4 Conformity- nature and factors, Obedience
- 3.5 Application- Use of Compliance techniques – foot in the door, door in the face, that's not all, low ball, pique technique

Chapter 4 Attitudes and Prejudice

- 4.1 Definition, nature, components of attitudes
- 4.2 Attitude and Behaviour
- 4.3 Definition and Causes of Prejudice
- 4.4 Relationship between Prejudice, Discrimination and Exclusion
- 4.5 Application – Attitudinal Change and Reducing Prejudices

Chapter 5 Interpersonal attraction and Close Relationships

- 5.1 Internal Determinants of attraction – affiliation, affect
- 5.2 External determinants of attraction – proximity, observable factors
- 5.3 Interactive Determinants of Attraction, Effects of Rejection
- 5.4 Close Relationships –family, friendship, love – theories of Love
- 5.5 Application – Marriage – preparedness and problems- need for premarital and marital counselling

Chapter 6 Aggression

- 6.1 Definition and Levels (Irritation, Anger, Aggression, Violence)
- 6.2 Forms of aggression – inter group, intra group, child sexual abuse, domestic violence, workplace violence, bullying, ragging
- 6.3 Causes of aggression (theories -biological, Instinct, psycho social cognitive)
- 6.4 Perspectives – environmental,cultural, media
- 6.5 Application – Prevention and Control of Aggression

Chapter 7 Pro- social behaviour

- 7.1 Motives for Pro- social Behaviour
- 7.2 Dealing with Emergencies and Bystander effect
- 7.3 Internal and external factors influencing Pro-social behaviour
- 7.4 Commitment to Socially responsible behaviour
- 7.5 Application – How to increase pro – social behaviour

Chapter 8 Communication

- 8.1 Definition, Process and Types- Verbal, Non verbal
- 8.2 Codes for Non - verbal Communication
- 8.3 Healthy and Unhealthy communication
- 8.4 Communication skills – presentation, Group Discussion, Interview
- 8.5 Application – Tips on how to communicate effectively

Books for reading:

Baron R, Byrne D, Branscombe N(2014), Social Psychology ,13 th edition ,Pearson Publications, New Delhi

Baron R, Byrne D, Branscombe N, BharadwajG (2009), Social Psychology, Indian adaptation ,Pearson , New Delhi

Taylor, Pepleau and Sears(2005) ,Social Psychology, 12th edition, Pearson, New Delhi

Natu S.A, Vaidya A, Rajhans M(2012),Samajik Manasshastra, , Pearson Publications, New Delhi

Golwilkar S , Abhyankar S, Kher T(2012) , Samajik Manasshastra, Narendra Prakashan, Pune

Gadekar(2013), Pragatik Samajik Manasshastra, Diamond Publications, Pune

Deshpande, Sinharay, Vaidya, Samajik Manasshastra,

Tadsare, Tambake, Patil, Darekar (2008), , Samajik Manasshastra,Phadke Prakashan, Pune

Weiten, W. and Lloyd, M. Indian Edition 8th (2007). *Psychology applied to modern life: Adjustment in the 21st century*. Thomson

SAVITRIBAI PHULE PUNE UNIVERSITY, PUNE.

POLITICAL SCIENCE

Syllabus for TYBA

80:20 Pattern to be implemented from 2015-16

General Course

Paper No

Paper Title

G - 3

Political Ideologies
OR

G - 3

Local Self Government In Maharashtra

Special Course

S - 3

Public Administration

S - 4

International Politics

SYLLABUS FOR TYBA POLITICAL SCIENCE (G-3)

POLITICAL IDEALOGIES

Course Rationale:

This paper studies the role of different political ideologies and their impact in politics. Each ideology is critically studied in its historical context. In course of its evolution and development, the different streams and subtle nuances within each ideology, the changes and continuities in its doctrine and its relevance to contemporary times are highlighted. The close link between an idea and its actual realization in public policy needs to be explained as well. The philosophical basis of the ideologies is emphasized with special emphasis on key thinkers and their theoretical formulations. The legacy of all the major ideologies is to be critically assessed.

SECTION-I

UNIT-I: - Ideology

08

- a) Origin, Meaning, Definition
- b) Nature and Scope

UNIT-II: - Nationalism

14

- a) Meaning, Definitions and Elements
- b) Progressive and Reactionary
- c) Internationalism

UNIT-III: - Democratic Socialism

14

- a) Meaning, Nature and Features
- b) Achievements and Limitations
- c) Types : Fabianism, Syndicalism, Guild Socialism

UNIT-IV: - Fascism

12

- a) Factors responsible for the rise of Fascism
- b) Principles
- c) Corporate State

SECTION-II

UNIT-V: - Marxism

12

- a) Historical Materialism
- b) Theory of Surplus Value
- c) Marxian State

UNIT-VI: - Phule-Ambekarism

12

- a) Equality
- b) Religion
- c) Democracy

UNIT-VII: - Gandhism **12**
a) Truth and Non-Violence
b) Theory of Satyagraha
c) Gram Swaraj

UNIT-VIII: - Feminism **12**
a) Meaning and Nature
b) Liberal Feminism
c) Feminism in India : Caste, Patriarchy, Women's Representation

Readings:

- L. P. Baradat, Political Ideologies: Their Origins and Impact, Englewood Cliffs NJ, Prentice Hall, 1989.
. ———, The Liberal Tradition in China, Hong Kong and New York, Chinese University of Hong Kong Press, 1983.
D. Bell, The End of Ideology, New York, The Free Press, 1960.
R. N. Berki, Socialism, London, John Dent and Sons, 1975.
Sir I. Berlin, "Nationalism: Past Neglect and Present Power" in H. Hardy (ed.) Against the Current, Oxford, Oxford University Press, 1981.
J. Bondurant, Conquest of Violence: the Gandhian Philosophy of Conflict, Berkeley, University of California Press, 1965.
R. M. Christenson, et al., Ideologies and Modern Politics, London, Thomas Nelson and Sons, 1971.
P. Gay, The Dilemma of Democratic Socialism: Eduard Bernstein's challenge to Marx, New York, Columbia University Press, 1952.
E. Gellner, Nations and Nationalism, Oxford, Blackwell, 1983. Political Science 76 J. Gray, Liberalism, Minneapolis, University of Minnesota Press, 1986.
J. Gray, Liberalisms: Essays in Political Philosophy, London, Routledge, 1989.
D. Ingersoll and R.K. Mathews, The Philosophic Roots of Modern Ideologies: Liberalism, Communism and Fascism, Englewood Cliffs NJ, Prentice Hall, 1991.
R. N. Iyer, The Moral and Political Thought of Mahatma Gandhi, New York, Oxford University Press, 1973.
M. Kitchen, Fascism, London, Dent, 1979.
D. J. Manning, Liberalism, London, John Dent and Sons, 1976.
H. C. Mansfield, The Spirit of Liberalism, Cambridge, Harvard University Press. Political Science 77
D. McLellan, Marxism after Marx, London, Macmillan, 1975.
———, On Nationality, Oxford, The Clarendon Press, 1995.
Dr. Lodhi Kaniz Fatma Niyaz Ahmed, Modern Political Ideologies, Success Publication, Pune, 2015.
Dr. Benke Suvarna, Political Theory (Marathi), Peasant Publication, Jalgaon, 2014.
Dr. Chavan Shankar, Modern Political Ideology (Marathi), Pratima Prakashan, Pune.
Dr. Devare P.D., & Dr. D.S. Nikumbh, Modern Political Ideologies (Marathi), Prashant Publication, Jalgaon, 2008.
Dr. Date Sunil & Dr. Dhobale Ramesh, Political Ideologies (Marathi), Vidya Book Publishers, Aurangabad, 2009.
Dr. Rathi Shubhangi, Modern Political Ideologies (Marathi), Atharva Publication, Jalgaon, 2014.
Kulkarni A.N., Modern Political Ideologies, Vidya Prakashann Nagpur, 2014

OR



सावित्रीबाई फुले पुणे विद्यापीठ, पुणे

F. Y. B. A. मराठी

मराठी विषयाचा पुनर्रचित अभ्यासक्रम- जून २०१९ पासून

Choice Based Credit System [CBCS]

निवड आधारित श्रेयांक पद्धत

सत्र	विषयाचे नाव
नियमित अभ्यासक्रम	
पहिले	मराठी साहित्य : कथा आणि भाषिक कौशल्यविकास [CC-1 A]
दुसरे	मराठी साहित्य : एकांकिका आणि भाषिक कौशल्यविकास [CC-1 A]
पर्यायी अभ्यासक्रम	
पहिले	व्यावहारिक व उपयोजित मराठी - भाग १ [CC-1 A]
दुसरे	व्यावहारिक व उपयोजित मराठी - भाग २ [CC-1 A]

३३. https://m.maharashtratimes.com/editorial/samwad/predictive-reviews-of-rural-problems/amp_articles/68120291.cms
३४. <https://marathi.pratilipi.com/>
३५. <https://www.youtube.com/watch?v=uMMRRXj-54Q&feature=youtu.be>
३६. https://mr.m.wikipedia.org/wiki/%E0%A4%97%E0%A5%8C%E0%A4%B0%E0%A5%80_%E0%A4%A6%E0%A5%87%E0%A4%B6%E0%A4%AA%E0%A4%BE%E0%A4%82%E0%A4%A1%E0%A5%87
३७. <https://www.bbc.com/marathi/india-43021905>
३८. <https://www.loksatta.com/lekh-news/indian-women-authors-gauri-deshpande-chaturang-anniversary-issue-1761601/>
३९. https://mr.m.wikipedia.org/wiki/%E0%A4%AD%E0%A4%BE%E0%A4%B8%E0%A5%8D%E0%A4%95%E0%A4%B0_%E0%A4%9A%E0%A4%82%E0%A4%A6%E0%A4%A8%E0%A4%B6%E0%A4%BF%E0%A4%B5

दुसरे सत्र

विषयाचे नाव : मराठी साहित्य : एकांकिका आणि भाषिक कौशल्यविकास [CC-1 A]

अभ्यासक्रमाची उद्दिष्टे :

१. एकांकिका या साहित्यप्रकाराची ओळख करून देणे.
२. एकांकिका या साहित्यप्रकाराचे स्वरूप, घटक आणि प्रकार यांची ओळख करून देणे.
३. मराठी साहित्यातील निवडक एकांकिकांचे अध्ययन करणे.
४. भाषिक कौशल्यविकास करणे.

घटक	तपशील	श्रेयांक	तासिका
१	एकांकिका : स्वरूप एकांकिका : घटक एकांकिका : संहितामूल्य व प्रयोगमूल्य	१	१५
२	अभ्यासपुस्तक : मराठी एकांकिका (विठ्ठल तो आला आला – पु. ल. देशपांडे, हंडाभर चांदण्या – दत्ता पाटील) पद्मगंधा प्रकाशन, पुणे संपादक : प्रा. डॉ. शिरीष लांडगे, प्रा. डॉ. बाळकृष्ण लळीत, प्रा. डॉ. भास्कर ढोके	१	१५
३	भाषा उपयोजनाची विविध आविष्कार रूपे संवादलेखन कल्पनाविस्तार घोषवाक्य लेखन भाषांतर	१	१५

संदर्भ ग्रंथ

१. एकांकिका वाटचाल, संपादक श्री. रं. भिडे व इतर, सोमय्या पब्लिकेशन, मुंबई, १९६९.
२. निवडक मराठी एकांकिका, संपादक सुधा जोशी, साहित्य अकादमी, दिल्ली, १९८३.
३. निवडक एकांकिका, वि.भा. देशपांडे, १९७७.
४. सर्वोत्कृष्ट मराठी एकांकिका, प्रभाकर नारायण परांजपे, सुपर्ण प्रकाशन, पुणे, १९४८.
५. मराठी एकांकिका तंत्र व विकास, श्री. रं. भिडे, सुपर्ण प्रकाशन, पुणे.
६. एकांकिका विचार आणि सर्वोत्तम एकांकिका, जयंत पवार व इतर, नेहरू सेंटर प्रकाशन, मुंबई १९९३.
७. टॅक्स फ्री आणि इतर एकांकिका (प्रस्तावना), चंद्रशेखर फणसळकर, कॉन्टिनेन्टल प्रकाशन, पुणे १९९५.
८. समग्र एकांकिका भाग १ व २, विजय तेंडुलकर, पॉप्युलर प्रकाशन, मुंबई, २००४.
९. चतुरंग सवाई एकांकिका, संपादक चतुरंग परिवार, १९८८-२०१२ रौप्यमहोत्सवी वाटचाल विशेषांक.
१०. <https://www.youtube.com/watch?v=0fnZMG8zdpk>

प्रश्नपत्रिकेचे स्वरूप : पहिले आणि दुसरे सत्र

विद्यापीठ सत्र परीक्षा		
वेळ : ३ तास	घटकनिहाय प्रश्न तपशील	गुण : ७०
प्रश्न क्रमांक		गुण
प्रश्न १ ला	२ पैकी १ प्रश्नाचे उत्तर प्रत्येकी १५० शब्दांपर्यंत (घटक १)	१०
प्रश्न २ रा	४ पैकी २ प्रश्नांची उत्तरे प्रत्येकी १५० शब्दांपर्यंत (घटक २)	२०
प्रश्न ३ रा	२ पैकी १ प्रश्नाचे उत्तर प्रत्येकी ३०० शब्दांपर्यंत (घटक २)	२०
प्रश्न ४ था	४ पैकी २ प्रश्नांची उत्तरे प्रत्येकी १५० शब्दांपर्यंत (घटक ३)	२०
सत्र परीक्षा एकूण गुण		७०
अंतर्गत मूल्यमापन		
लेखी परीक्षा (घटक २)		२०
प्रकल्प / गटचर्चा / गृहपाठ / चर्चासत्र / उपक्रम सहभाग / अभ्यासभेट (घटक ३)		१०
अंतर्गत मूल्यमापन एकूण गुण		३०
सत्र परीक्षा आणि अंतर्गत मूल्यमापन एकूण गुण		१००
अंतर्गत मूल्यमापनाचे नियोजन महाविद्यालयाने करावे. विद्यापीठाच्या निर्देशानुसार विहित मुदतीत गुण विद्यापीठाकडे पाठवावे.		
विद्यार्थ्यांचे अंतर्गत मूल्यमापनविषयक लेखन / तपशील विद्यापीठाच्या निर्देशानुसार, विहित कालावधीपर्यंत महाविद्यालयाकडे जमा असणे आवश्यक आहे.		

Structure /Pattern of syllabus- F.Y.B.A

1. Title of the course – **Gg- 110- Elements of Geomorphology (G-1)**
2. Preamble of the syllabus
 - i. To introduce the students to the basic concepts in Geomorphology.
 - ii. To introduce latest concepts in Geomorphology.
 - iii. To acquaint the students with the utility and application of Geomorphology in different regions and environment.
 - iv. To make the students aware of the need of protection and conservation of different landforms.
3. Introduction: Pattern –**Annual (20 marks internal -80 marks University)**
4. Eligibility- **12th pass any faculty**
5. Examination-
 - A. Pattern of examination-
 - i (Internal term end and University exam),**
 - ii. Pattern of question paper- 20-80**

Internal Exam- 60 Marks = (converted to 20 marks)

University Exam- 80 Marks =

- B. Standard of passing- Internal -08- University -32= Annual marks 40**
- C. ATKT rules- No**
- D. Award of class- F.Y.B.A. Pass**
- E. External students- F.Y.B.A. Pass**
- F. Setting of question papers / pattern of question paper

Internal Exam- 60 Marks = (converted to 20 marks)

- Question 1. Answers in 20 words- 14marks (any 7out of 10)
- Question 2. Answers in 50 words -08 marks (any 2out of 4)
- Question 3. Answers in 150 words- 18 marks (any 3 out of 5)
- Question 4. Answers in 300 words- 20 marks (any 1 out of 2)

University Exam- 80 Marks =

- Question 1. Answers in 20 words- 20 marks (any 10 out of 15)
- Question 2. Answers in 50 words -10 marks (any 2out of 4)
- Question 3. Answers in 150 words- 20 marks (any 2 out of 4)
- Question 4. Answers in 300 words- 30 marks (any 2 out of 4)

G. Verification / Revaluation- Yes

6. Structure of the Course
 - a. Compulsory paper- **F.Y.B.A. General**
 - b. Optional paper- **No**
 - c. Question paper and papers etc - **One**
 - d. Medium of instructions- **Marathi and English**
 7. Equivalence of previous syllabus along with propose syllabus- **yes**
 8. University terms- **Annual**
 9. Subject wise detail syllabus – **As per attached sheets**
 10. Recommended books- **Mentioned in Syllabus**
- Qualification of teacher- **M.A./M.Sc(Geography), as per UGC and University norms**

Equivalence of Syllabus in Geography (F.Y.B.A.) effective from June 2013

Old Syllabus June 2008		New Syllabus June 2013	
Gg-110	Physical Geography	Gg-110	Elements of Geomorphology

Gg- 110 -Elements of Geomorphology (G-1)**Revised Syllabus (from June, 2013)****Objectives:**

- I. 1. To introduce the students to the basic concepts in Geomorphology.
- II. To introduce latest concept in Geomorphology
- III. To acquaint the students with the utility and application of Geomorphology in different regions and environment.
- IV. To make the students aware of the need of protection and conservation of different landforms

Section I			
Unit No.	Unit	Sub Unit	No. of periods
1	Introduction to Geomorphology	a. Introduction to Physical Geography and its branches b. Geomorphology- Definition, Nature and Scope	8
2	Fundamental Concepts of The Earth	a. The Earth Size, Shape, Radius, Circumference, Parallels of Latitudes and Meridians of Longitudes. b. Time: Local time and Standard time, Time Zone and International Date Line.	6
3	The Earth	a. The earth – its Interior, Composition & Structure b. Origin of Continents and Ocean basin i. Wegener's Continental Drift Theory ii. Theory of Plate Tectonics- iii. Theory of Sea Floor Spreading	5 6
4	Rocks	a. Rock- Definition and origin. b. Type of Rocks- Igneous, Sedimentary and Metamorphic rocks	5 5
5	Crustal Movements	a. Internal Movements- Definition, Causes b. Classification of Movements i. Slow movements- Folding and Faulting ii. Rapid movements – Volcanism and Earthquakes	5 5

Section II			
6	Weathering	a. Definition of Weathering. b. Type of Weathering- Mechanical, Chemical, biological and Anthropogenic weathering c. Hydrological cycle	6
7	Agents of Erosions and Depositions	Landforms created by following agents a. Rivers. b. Sea-waves.	6
8	Mass Wasting	Concept – Type – Soil Creep, Landslides, Debris flows, Avalanches, Mud Flow	8
9	Slopes	Meaning & Definition of slopes, Types and slope segments Concave, Convex , Terraced, Rectilinear	6
10	Applications of Geomorphology	a.Human Activity: i. Settlement ii. Transport iii. Landuse iv. Mining v. Resource Evaluation b.Environmental Hazards & Assessment: i. Landslides ii. Tsunami iii. Soils Degradation iv. Floods c. Watershed Management: d.Field Visit (Not more than two days) for observations and identification of landforms.	6 5 4 4

Reference Books:

- 1 Physical Geography, Strahler. A.A. and Strahler A.N. 2002
- 2 Morphology and Landscape, H. Robinson, University Tutorial Press Ltd, London
- 3 The Face of Earth, Penguins 1980, Dury G. H.,
- 4 Introduction to Geomorphology, Oxford University Press, Calculatta 2001, Kale V. & Gupta A.
- 5 Geomorphology, Prayag Pustakalay, Alahabad, 1988, Singh Savinder
- 6 Prakrukik Bhuvigyan, Arvind Bhagwat, Shrikant Karlekar
- 7 Sugam Prakrutik Bhuvigyan, Prof. Suresh Date, Mrs. Date
- 8 Praktitik Bhugol, Part 1 & 2, W. R. Ahirrao, T. M. Varat, S. S. Alizad
9. Praktitik Bhugol, A. B. Savadi & P.S. Kolekar, Niralo Prakashan
10. Science and Systems of the Human Environment, John Wiley & Sons INC
11. Siddhartha K, 2001, The Earths Dyanamic Surface- Kisalaya Publication Pvt Ltd New Delhi

University of Pune

BOARD OF STUDIES IN ECONOMICS

F.Y.B.A. Economics Revised Syllabus (From June - 2013)

G-1 Indian Economy – Problems and Prospects

OR

G-I Agricultural Economics

UNIVERSITY OF PUNE

BOARD OF STUDY IN ECONOMICS

F.Y.B.A. ECONOMICS REVISED SYLLABUS COMMITTEE.

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Dr. R.G Rasal.	Subject Expert

University of Pune
F.Y.B.A. Economics Revised Syllabus.
G-1 Indian Economy – Problems and Prospects
(From June - 2013)
Section – I

1. Developing Economy. (12)

- 1.1 Developed and Developing Economy – Meaning & Concept.
- 1.2 Basic Characteristics of Indian Economy as a Developing Economy.
- 1.3 Comparison of Indian Economy with Developed Countries –
 - a) Population b) Per-capita Income c) Human Development Index.
 - d) Agriculture e) Industry f) Service Sector.
- 1.4 Major issues of Development in India

2. Population . (12)

- 2.1 Theory of Demographic Transition.
- 2.2 Size and Growth of Population.
- 2.3 Features of Indian population
 - 2.3.1 Sex Composition.
 - 2.3.2 Rural Urban Distribution.
 - 2.3.3 Age Composition.
 - 2.3.4 Density of Population.
 - 2.3.5 Occupational Distribution.
 - 2.3.6 Quality of Population.
- 2.4 Causes of growing Population.- High Birth rate and Decreasing Death rate.
- 2.5 Problems of Over Population
- 2.6 Measures for Population Control.
- 2.7 Population Policy 2005 onward

3. Poverty and Unemployment (12)

- 3.1 Meaning and Concept of Poverty.
- 3.2 Poverty line- Need of redefining.
- 3.3 Measurement of Poverty.
- 3.4 Causes of Poverty.

- 3.5 Measures of eradication of Poverty.
- 3.6 Unemployment – Nature & Types, Causes & Measures

4. Agriculture. (12)

- 4.1 Place of Agriculture in Indian economy.
- 4.2 Agricultural Productivity – Causes of Low Productivity & Measures.
- 4.3 Green Revolution- Achievements & Failures.
- 4.4 Sources of Agricultural Finance.
- 4.5 Agricultural Marketing – Defects & Measures.
- 4.6 Suicide of Farmer's - Causes and Measures to prevent Farmer's Suicide
- 4.7 Special Economic Zone- Concept, Features, Problems.

Section – II

5. Industry. (12)

- 5.1 Role of Industrialization.
- 5.2 Industrial Policy – 1991.
- 5.3 New Economic Reforms – Concept
 - i) Liberalization ii) Privatisation, iii) Globalization
- 5.4 Small and Large Scale Industry – Growth and Problems.
- 5.5 Growth of Knowledge Based Industry – IT, Software Consultancy.

6. Labour. (12)

- 6.1 Meaning and Classification of Labour.
- 6.2 Characteristics of Industrial Labour.
- 6.3 Industrial Dispute :- Causes, Measures for Settlement.
- 6.4 Social Security Measures in India.

7. Planning. (12)

- 7.1 Meaning, Concept, Need and Objectives.
- 7.2 Types of Planning – Merits and Demerits.
- 7.3 Objectives, Achievements, and Failures of 11th Five Year Plan.
- 7.4 Objectives, of 12th five year plan

8. Economy of Maharashtra. (12)

- 8.1 Salient Features of Economy of Maharashtra.
- 8.2 Co-operative Movement – Progress, Problems & Prospectus.

UNIVERSITY OF PUNE
Revised structure of Syllabus for B.A. Geography to be effective from

F.Y.B.A. – June, 2013

S.Y.B.A. – June, 2014

T.Y.B.A. – June, 2015

F.Y.B.A.		
G-1	Gg-110	Elements of Geomorphology

S.Y.B.A.		
G-2	Gg-210	Elements of Climatology and Oceanography
		OR
G-2	Gg-210	Geography of Disaster Management
S-1	Gg-220	Economic Geography
		OR
S-1	Gg-220	Tourism Geography
S-2	Gg-201	Fundamentals of Geographical Analysis

Gg 210: Elements of Climatology and Oceanography (G2)

Objectives:

1. To introduce the students to the basic principles and concepts in Climatology and Oceanography.
2. To acquaint the students with the applications of Climatology and Oceanography in different areas and environment.
3. To make the students aware of the Planet Earth and thereby to enrich the student's knowledge.

Section I - Climatology			
No.	Unit	Sub Units	Periods
1	Introduction to Climatology and Atmosphere	1. Definition, nature and scope 2. Importance of Climatology in modern times. 3. Weather and climate, elements of weather and climate 4. Composition and structure of the atmosphere	10
2	Insolation	1. Heat budget of the Earth. 2. Factors affecting horizontal distribution of temperature. 3. Inversion of temperature, lapse rate and its types. 4. Global warming.	8
3	Atmospheric Pressure and Wind System	1. Vertical and horizontal distribution of pressure. 2. Formation of pressure belts and their relation with winds. 3. Concept of pressure gradient. 4. Type of winds- planetary winds, periodic winds (Monsoon winds), local winds - land and sea breezes, mountain and valley winds. 5. El Niño and La Niña	10
4	Atmospheric Moisture and Precipitation	1. Sources of moisture, methods to express humidity of the air- absolute and relative humidity. 2. Forms of precipitation- rain, snow, dew, hail and fog. 3. Types of clouds- high, medium low clouds.	10
5	Atmospheric Disturbances	1. Cyclones- tropical and temperate and associated weather conditions. 2. Anticyclones and associated weather conditions.	7

Section II – Oceanography			
6	Oceanography	1. Definition, nature and scope. 2. Relevance of Oceanography on earth	8
7	Submarine Relief	1. General idea of ocean relief. 2. Relief of Atlantic, Pacific and Indian oceans.	8
8	Properties of Ocean Water	1. Properties of ocean water- temperature, density. 2. Salinity- meaning and causes. 3. Salinity of oceans, seas, and lakes with examples.	10
9	Movements of Ocean Water	1. Waves- Characteristics of sea waves, tsunamis. 2. Ocean currents- meaning, causes, types. 3. Ocean currents of Atlantic, Pacific and Indian Oceans 4. Effects of ocean currents. 5. Tides- meaning, causes, types. 6. Equilibrium theory of tides.	12
10	Coastal Environment	1. Significance of Coastal Environment. 2. Oceans as Storehouse of Resources for the future	7

Reference Books:

- Critchfield, H.J., 1997. General Climatology, Prentice Hall of India Pvt. Ltd, New Delhi.
 Dasgupta, A. and Kapoor, A.N., Principles of Physical Geography.
 Grald, S., General Oceanography.
 Ttrewartha, G., Introduction to Weather and Climate.
 King, C.A.M., Oceanography for Geographers.
 Lake, P., Physical Geography.
 Lutgens, F.K. and Tarbuck, E.J., 2007. The Atmosphere, Pearson Prentice Hall,
 Pirie, R.G., Oceanography (Contemporary).
 Ross, D.A., 1988. Introduction to Oceanography. Prentice Hall, New Jersey.
 Sharma, R.C. and Vatel. M.,- Oceanography for Geographers.
 Strahler, A.A. and Strahler, A. N., 2002. Physical Geography: Science and Systems of the Human Environment, John Wiley and Sons, INC.
 Strahler, A.H. and Strahler, A. N., 1992. Modern Physical Geography, John Wiley and Sons, Inc.
 Strahler, A.N., 1965. Introduction to Physical Geography, John Wiley and Sons, INC.
 Ahirrao, W.R., Alizad, S.S. and Dhapte, C.S., 1998. Climatology and Oceanography, Nirali Prakashan, Pune.
 Bhagvat Arvind and Karlekar Shrikant : Prakrutik Bhuvvidnyan
 Datye and Datye : Sugam Prakrutik Bhuvvidyan.

Various websites of internet.

F.Y.B.A. Economics

G-1 Indian Economic Environment

Annexure –II

1) Title of the course:

Class: F.Y.B.A.

Subject: Economics.

Title: Year of Implementation: From June - 2019

2) Preamble of the syllabus:

The proposed curriculum is with an objective to enhance the existing syllabus, make it contextual as well as applicable and to incorporate all the latest changes in the national economy. The board examined the short comings of the existing syllabus and expressed the need to change it. While doing so the board analyzed other curricula of existing universities in respective subjects in terms of content, relevance, quality and pattern of teaching that has been synthesized in the present proposal. While framing the draft of syllabus, guidance from industrial experts and professionals was sought.

The present era is that of structural transformation especially within the country. Moreover fast changing international scenario and approach of other countries towards our human resource makes it mandatory for the educational system to impart latest knowledge to our students, so that they are prepared to merge themselves in the challenging economic and corporate environment.

Hence, a change in the paper and restructuring of syllabus becomes imperative. The syllabus needs to be holistic in nature. It should be contextual and clear the basics of economics but at the same time it should teach application of the theories in day to day life.

In the modern world, competition is an inseparable part of our lives. To inculcate a competitive spirit among the students, the syllabus should include all the recent advancement with in and out of the country with its pros and cons.

3) Objectives of the paper

The revised syllabus has changes in the name of the paper, topics and sub topics offered as compared to the old syllabus. The paper will make the syllabus more comprehensive and modified to suitably align with the changing Indian scenario. The paper will set an apt background for students to comprehend knowledge of economics in their academic career and apply the knowledge in their life.

9) University terms

Academic calendar of the affiliating university will be followed.

10) Subject wise detail syllabus

Semester 1		
Units	Name and sub titles of the Chapter	No of lectures
Unit 1	Introduction	16
	1.1 Meaning, Factors affecting Economic Environment- Economic, Political, Technological, Social & Cultural	08
	1.2 Challenges to Indian Economy: Natural Resources, Energy Resources, Education, Health, Environment	04
	1.3 Comparison of Indian Economy with the World Economy- Population, Agriculture, Industry and Service Sector	04
Unit 2	Agricultural Environment	16
	2.1 Role of Agriculture in Indian Economy	04
	2.2 Challenges to Indian Agriculture-Productivity, Rural Credit, Marketing, Rural Entrepreneurship	08
	Recent Trends in Indian Agriculture: Cropping pattern, Technology, Crop Insurance, Water Management, Agri-Business	04
Unit 3	Industrial Environment	16
	3.1 Role of Industry in Indian Economic Development	04
	3.2 Industrial Policy Resolution, 1991- Liberalization, Privatization and Globalization (LPG)	03
	3.3 Challenges to Indian Industry-Labour & Employment, Regional Imbalance, Finance, Technology	03
	3.4 Micro, Small and Medium Enterprises (MSME)- Definition & Role	03
	3.5 Recent trends in Indian Industry- Indian Multinationals & New Policies	03
Semester 2		
Unit 1	Service Sector Environment	12
	1.1 Role and Growth of Service Sector in Indian Economy	02

	1.2 Challenges to Indian Service sector- Business-based & Knowledge-based Sector, Education sector, Health sector, Insurance, Tourism, Banking	06
	1.3 Recent Trends in Indian Service Sector- Digital Economy, E-Commerce, E- Finance	04
Unit 2	Banking Environment	18
	2.1 Banking- Definition, Functions, Changing Structure of Banking in India- New Private Banks, Small Banks, Payment Banks	08
	2.2 Bank Accounts- Types, Procedure and Operation of Accounts	05
	2.3 Recent Trends in Indian Banking Environment- E-Banking, E- Wallets, Bank Mergers and Amalgamations	05
Unit 3	Overview of Indian economy	18
	3.1 Challenges of Indian Economy- Poverty, Employment, Inequality, Informal Sector	09
	3.2 Policy Measures (Two-Three recent Programmes)- Poverty Alleviation Programmes; Employment Generation Programmes; Agriculture Development Programmes, Skill Development Programmes	09

11) Recommended books

Semester I: Basic Reading List

- Agrawal A.N., Problems of Development & Planning, (Latest Edition)
- Ashwani Mahajan, 'Indian Economy' S. Chand & Company Ltd., New Delhi.
- Cherunilam Francis, 'Business Environment-Text and Cases' Himalaya Publishing House(Latest Edition)
- Faisal Ahmed 'Business Environment: Indian and Global Perspective' PHL Learning Pvt. Ltd. (Latest Edition)
- Fernando A.C. (2014) 'Business Environment' Pearson Education,
- Misra & Puri, 'Business Environment', Himalaya Publication House, Mumbai. (Latest Edition)
- Misra & Puri, 'Indian Economy', Himalaya Publication House, Mumbai. (Latest Edition)

Recommended Reading

- Asian Development Bank (2009) 'Urban Poverty in India' BS Books



ज्ञान-विद्यया विमुक्तये

प्रो. राजनीश जैन
सचिव

Prof. Rajnish Jain
Secretary



सत्यमेव जयते

विश्वविद्यालय अनुदान आयोग
University Grants Commission

(मानव संसाधन विकास मंत्रालय, भारत सरकार)
(Ministry of Human Resource Development, Govt. of India)

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D.O.No.F.13-1/2000(EA/ENV/COS-I)

22nd May, 2019

Dear Sir/Madam,

This issues in supersession of earlier letter of even number dated 14th May, 2019.

As per directives of Hon'ble Supreme Court of India, a course on Environment should be implemented at all branches of Higher Education in India. The University Grants Commission had earlier passed instructions through numerous letters to all the universities/institutions to compulsorily implement Six Months Core Module Syllabus on Environmental Studies for under-graduate courses in all branches of higher education and also to create awareness among the students for preservation of environment which will go a long way for providing safe and healthy atmosphere for future generations.

You are once again requested to kindly ensure the implementation of Six Month Core Module Syllabus for Environmental Studies for under-graduate course (available on UGC website www.ugc.ac.in) in your University and affiliated colleges/institutes in case not implemented so far. The task of teaching the Module on Environmental Studies be entrusted with the teachers who fulfil the qualifications laid down by the UGC.

With kind regards,

Yours sincerely,

(Rajnish Jain)

The Vice Chancellor of all the Universities.

Copy to:

Publication Officer, UGC for uploading on UGC website.

(Rajnish Jain)

University of Pune



Atad...
S. P. 11... (Jr.) College
Ch...
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Ganeshkhind,
PUNE - 411 007.

Telephone Nos. :
5696061
5690060
5690062

Telegraph : 'UNIPUNE'
Fax : 020-5693899

Ref. No. CBS/1003

Date : 15/7/2004

Circular No. 286 of 2004

Subject : Implementation of six months course entitled "A Course in Environmental Awareness"

It is notified for the information of all concerned that the University Authorities have decided to institute six month course entitled "A Course in Environmental Awareness" as enclosed in the appendix. (Syllabus, Evaluation Pattern and Guidelines for the conduct of the course are enclosed.)

The above decision will come into force from Academic Year 2004-2005.

The Head, Department of Environmental Studies, University of Pune, Pune - 7 and the Principals of all Affiliated Colleges are requested to bring the contents of this Circular to the notice of all concerned teachers and students.

23/07/04

[Signature]
for Director
B.C.U.D.

Copy to :

1. The Principals of all Affiliated Colleges.
2. The Department of Environmental Studies, University of Pune, Pune - 7

Copy f.w.c.s. for, information to

1. The members of the Management Council
2. The Dean, All Faculties
3. The Members of Board of Studies in
4. The Controller of Examinations
5. The Director, B.C.U.D.
6. The Director, Competitive Examination Center
7. The System Analyst, Data Processing Unit
8. The Deputy Registrar (Admission)
9. The Deputy Registrar (Examinations 1,2,3,4)
10. The Asst. Registrar (Examinations, Co-ordination Unit)
11. The Asst. Registrar (Examinations, S & T Unit)
12. The Asst. Registrar (Strong Room)
13. The Asst. Registrar (Admission)
14. The Asst. Registrar (Records & Meeting)
15. The Law Officer
16. The Public Relation Officer
17. The University Sub-Centers, Ahmednagar & Nasik
18. The Section Officer, Eligibility Section
19. The Section Officer, Affiliation Unit
20. The Section Officer, External Examination Center
21. The Section Officer, Approval Unit.
22. The Section Officer, Examination Section B.A/B.Com./ B. Sc. Unit

Reference No. : AC / (B) 81 PA 81/2004

Dated : 21/22 / 5. 04

M.C. / 06 PV B-7 /2004

Date 15-6-2004

A Course in Environmental Awareness Syllabus

SECTION-I

Sr. No.	Topic	Sub-topics	No. of periods
1.	Nature & Scope of Environmental Studies.	Definition scope, importance, Multi disciplinary nature, Need for public awareness	2
2.	Natural Resources	Renewable & non-renewable Natural resources & associated problems of forest, water, mineral, energy, land & food - case studies, conservation of resources.	7
3.	Eco system	Types, characteristics, structure & function.	6
4.	Biodiversity & its conservation	Definition: Genetic species & eco system diversity. Biogeographical classification of India. Biodiversity at global, national & local levels, conservation of biodiversity.	5

SECTION II

5.	Environmental Pollution	Definition course effects & control measures of air, water, soil marine noise, thermal nuclear, Role of an individual in prevention of pollution - case studies, Disaster management	7
6.	Social Issues & the environment	Urban problems, Resettlement problems, climatic change, global warming acid rain, ozone layer depletion, nuclear accidents, Air act, Environment Protection Act, water, forest wild life act, public awareness.	5
7.	Human Population & environment	Population - explosion, Family Welfare Programme, Environment & Human Health, Human Rights, Value Education, HIV/AIDS, Role of I.T. in Environment & human health - case studies.	4
8.	Fieldwork	Visit to a local area- urban, rural, industrial, agricultural, study of simple eco system-pond, river, hill etc	4

40

List of Reference Books,

1. A text Book of environmental Sciences – S.S. Purohit shammi & A.K. Agarwal
 2. The Biodiversity of India- Bharucha Erach
 3. Marine Pollution – Clark R.S.
 4. Down to Earth, Center for Science & Environment
 5. Encyclopedia of Indian Natural History – (B.N.H.S.) Hawkins R.E. Mumbai
 6. Environmental Protection & Laws-Jadhav H. & Bosale V.M. (1995) Himalaya Pub. House, Delhi.
 7. पर्यावरण शास्त्र – डॉ. घोळप टी. एन.
 8. पर्यावरण शास्त्र – डॉ. करमरकर, प्रा. शगनीस, देवस्थळी, सोईफोडे.
 9. पर्यावरण शास्त्र – डॉ. घारपुरे.
 10. पर्यावरण विज्ञान – प्रा. अहिरयवार् अलिहाड, वगट, घापटे, भोस.
-

University of Pune

"A Course in Environmental Awareness" (Compulsory at the B.A., B.Com., B.Sc. Degree Level)

Guidelines for the conduct of the course

1. A Certificate course in Environmental Awareness with duration of six months (40 lectures) has been introduced from the academic year 2004-05 at the second year of degree course (B.A., B.Com and B.Sc.) as a compulsory course.
2. The syllabus prepared by the University is enclosed (see enclosure)
3. The details of the teaching plan are enclosed herewith
4. A proposed evaluation system has been enclosed
5. A Fee of Rs.200 per student be charged to meet the expenditure on the conduct of the course. The Utilization of Rs. 200/- shall be as follows -
 - A. Rs. 50/- will be send to University of Pune.
 - B. Rs. 5/- each to Principal, Coordinator & Asstt. Coordinator per student.
- 6.a. A course Coordinator be appointed to organize teaching and evaluation.
- 6.b. Coordinator will be appointed by the Principal.
7. Faculty wise Asstt. Coordinator shall be appointed in multifaculty colleges.
8. **Qualifications of a Teacher.**
University approved teacher (Lecturer) in any subject possessing substantial knowledge to teach, courses on environmental studies shall be eligible to teach the proposed course.

Principal of the College shall be authorized to decide the eligibility of the teacher. based on published work or expository articles or books written by the teacher on environmental studies or workshop/refresher course/ training programme on environmental studies attended by the teacher.
9. A candidate has to appear for this course in the IInd year / IInd Terms of the degree course.

10 a. This course can be cleared in the IIIrd year also if candidate remains absent or fails in this course in the IInd year of degree course

b. The candidate will have to pass in the examination of "A Course in Environmental Awareness" in order to obtain degree certificate from the University.

11. **Appointment of Examiner** : Principal shall appoint Chairman An examiner, paper setter, remuneration for Examination work shall be paid out of the fees mentioned above. The norms for payment shall be as follows.

A. MCQ Rs 5/- *multiple choice questions*

B. Essay type question Rs. 5/-

C. Field work Rs. 10/- per candidate

12. A candidate has to pass in this paper in order to obtain degree certificate. If the candidate passes in all subjects of degree course but fails in this paper, he will not obtain degree certificate

13. This Scheme will start from academic year 2004-2005 for second year students of degree course.

14. **Examination** : The evaluation along the pattern suggested below shall be organized by the principal at the College level. The grade sheet shall be submitted to the Controller of Examination, University of Pune before the end of the University Examination's of B.A./B.Sc./B.Com. The grade shall reflect on the final Mark statement of each student. The results of University examination of the student who fail to get Minimum C Grade in this course shall be Kept in reserve till the concerned students complete the course and secure the required (Minimum) Grade.

A) Multiple Choice Question : 50 Marks

B) Essay type questions : 25 Marks

C) Field Works : 25 Marks

Total : 100 Marks Passing Marks : 40 Marks

Following Grades will be awards.

Grade O : above 75 . Grade A : 61 to 75 . Grade B : 51 to 60, Grade C : 40 to 50

15. **Administration Charges** : Principal will be authorized for sufficient administration charges which will include charges of the non-teaching staff, use of class rooms & other infrastructure of the College etc.

Savitribai Phule Pune University, Pune
T.Y.B.A
Gg.: 310 Regional Geography of India (G-3)
June 2015

Objective :-

1. To acquaint the students with geography of our Nation.
2. To make the student aware of the magnitude of problems and Prospects at National level.
3. To help the students to understand the inter relationship between the subject and the society.
4. To help the students to understand the recent trends in regional studies.

SECTION - I

Sr. No.	Topic	Sup Topic	Learning Points	Periods
1	Introduction	Location , Extent and Geopolitical Significance	1. Historical Background 2. Location and Extent 3. Relationship with Neighboring Countries 4. Geopolitical Importance of Indian Ocean.	10
2	Physiography	Major Physiographic Regions and their Importance	1. The Northern Mountains 2. The North Indian Plains 3. The Peninsular Plateau 4. The Coastal low lands 5. The Islands	12
3	Drainage	Drainage System of India The Himalayan River System The Peninsular River System	1. The Indus , The Ganga , The Brahmaputra 2. East Flowing Rivers- Mahanadi, Godavari, Krishna, Kaveri. 3. West Flowing Rivers- Narmada, Tapi, Mahi 4. Rivers of the Sahyadri - Amba & Damanganga	12
4	Climate	Characteristics , Origin and Mechanism of Monsoon, Various Seasons	1. Characteristics of Indian Climate 2. Role of Various Controlling Factors on Climate of India 3. Monsoon: Origin and Mechanism 4. Various Seasons and Weather Associated with them	11

SECTION – II

5	Soils and Natural Vegetation	Types and Distribution	Types of Soils and its Distribution Soil Degradation and Conservation Types of Natural Vegetation and its Distribution	12
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			Deforestation and Conservation	
6	Minerals and Energy Resources	Mineral Resources Energy Resources	1.Mineral Resources & its distribution Iron ore, Manganese, Bauxite, Copper 2.Energy Resources- a)Major Conventional & its Distribution Coal, Mineral Oil, Natural Gas b)Non-conventional - Hydroelectricity, Solar energy, Wind energy, Biogas, Atomic energy	12
7	Agriculture	Significance and Recent Trends in Agriculture	1. Significance of Agriculture in Indian Economy 2. Green Revolution 3. White Revolution 4.Blue Revolution 5. Livestock Resources, 6.Tissue Culture & Horticulture 7. Poly House and Agriculture	11
8	Planning and Development	Regional Planning and development	1.Concept, Objectives, Need, Nature of Regional Planning 2.Experience of Regional Planning in India 3.Regional Development of Maharashtra	10

Suggested Readings:

1. Aher A.B , Chaodhari A. P & Chaodhari Archana. Regional Geography of India Prashant Publication Jalgaon 2015
2. Deshpande C.D: India-A Regional Interpretation Northern Book Centre, New Delhi.1992.
3. Farmer, B.H.: An Introduction to South Asia. Methuen, London, 1983.
4. Govt. of India: India - Reference Annual, 2001 Pub. Div, New Delhi, 2001.
5. Govt. of India: National Atlas of India, NATMO Publication, Calcutta..
6. Govt. of India: The Gazetteer of India. Vol I & III Publication Division, New Delhi, 1965.
7. Learmonth, A.T.A. et.al(ed.) : Man and Land of South Asia Concept, New Delhi.
8. Mitra, A.: Levels of Regional Development India Census of India, Vol I, Part I-A (i) and (ii) New Delhi, 1967.
9. Routray, J.K.: Geography of Regional Disparity Asian Institute of Technology, Bangkok, 1993.
10. Shafi, M: Geography of South Asia, McMillan & Co., Calcutta, 2000.
11. Singh, R.L.(ed.): India: A Regional Geography. National Geophysical Society. India, Varanasi, 1971.
12. Spate, O.H.K. and Learmonth, A.T.A.; India and Pakistan - Land, People and Economy Methuen & Co., London, 1967.
13. P. G. Saptarshi, J. C. More, V. R. Ugale & A. H. Musmade :A Geographical Region of India : Diamond Publication (2009) (Marathi)
14. Patil S. G., Suryawanshi R. S., Pacharne S., Choudhar A. H. : Economic Geography, Atharav Prakashan, Pune. (2014) (Marathi).
15. Aher A. B. , Arekar R.: Commercial Geography, Atharav Prakashan, Pune. (2013) (Marathi).
16. Datt & Sunderm: Indian Economy (2014)

UNIVERSITY OF PUNE

Revised Course Structure of English

F. Y. B. A. Compulsory English (w. e. f- 2013-2014)

Prescribed Text: *Visionary Gleam: A Selection of Prose and Poetry* (Board of Editors- Orient Blackswan)

Objectives

- a) To familiarize students with excellent pieces of prose and poetry in English so that they realize the beauty and communicative power of English
- b) To expose them to native cultural experiences and situations in order to develop humane values and social awareness
- c) To develop overall linguistic competence and communicative skills of the students

Term-I

Prose- 1, 2, 3, 4

Poetry- 9, 10, 11

Grammar- 1, 2, 3

Communication Skills- 1,2,3,4,5

Term-II

Prose- 5, 6, 7, 8

Poetry- 12, 13, 14

Grammar- 4, 5

Communication Skills- 6,7,8,9,10

Prose

1. **An Astrologer's Day**- R.K Narayan
2. **Our Urgent Need of Self-esteem**-Nathaniel Branden
3. **The Gift of Magi**- O' Henry
4. **Karma**-Khushwant Singh
5. **Tryst with Destiny**-Jawaharlal Nehru
6. **Youth and the Tasks Ahead**-Karan Singh
7. **Prospects of Democracy in India**-B. R. Ambedkar
8. **The Eyes are not Here**-Ruskin Bond

Poetry

9. **A Red, Red Rose**- Robert Burns
10. **Where the Mind is without Fear**- Rabindranath Tagore
11. **If You Call Me**- Sarojini Naidu
12. **Upon Westminster Bridge**- William Wordsworth
13. **An old Woman**- Arun Kolatkar
14. **Success is Counted Sweetest**- Emily Dickinson

Grammar and Communication Skills

Grammar:

1. Articles

2. Prepositions

3. Verbs

3.1 Regular and Irregular Verbs

3.2 Auxiliaries (Primary and Modal)

4. Tenses

4.1 Present tense- A) Simple present, B) Present progressive, C) Present perfect, D) Present perfect progressive

4.2 Past tense- A) Simple past, B) Past progressive, C) Past perfect, D) Past perfect progressive

4.3 Future tense- - A) Simple future, B) future progressive, C) Future perfect, D) Future perfect progressive

5. Subject-Verb Agreement (Concord)

Communication skills:

1. Taking Leave

2. Introducing Yourself

3. Introducing People to One Another

4. Making Requests and Asking for Directions

5. Making and Accepting an Apology

6. Inviting and Accepting/Declining an Invitation

7. Making a Complaint

8. Congratulating, Expressing Sympathy and Offering Condolences

9. Making Suggestions, Offering Advice and Persuading

10. Expressing Agreement/Disagreement and Seeking Clarification

Question paper pattern of the course will be given in due course of time

UNIVERSITY OF PUNE

Revised Course Structure of English

S. Y. B. A. Compulsory English (w. e. f- 2014- 2015)

(1) Objectives

1. To develop competence among the students for self-learning
2. To familiarize students with excellent pieces of prose and poetry in English so that they realize the beauty and communicative power of English
3. To develop students' interest in reading literary pieces
4. To expose them to native cultural experiences and situations in order to develop humane values and social awareness
5. To develop overall linguistic competence and communicative skills of the students

(2) Course Content

Prescribed Text: *Literary Landscapes* (Ed. Board of Editors, Orient Blackswan)

Literature Components

1. Playing the English Gentleman- *Mohandas Karamchand Gandhi*
2. The Homecoming- *Rabindranath Tagore*
3. A Letter by Hazlitt to His Son- *William Hazlitt*
4. Freedom of the Press- *Shashi Tharoor*
5. A Cup of Tea- *Katherine Mansfield*
6. The Last Leaf- *William Sydney Porter*
7. Kalpana Chawla
8. My Lost Dollar- *Stephen Leacock*
9. The Quality of Mercy- *William Shakespeare*
10. The Village Schoolmaster- *Oliver Goldsmith*
11. The Solitary Reaper- *William Wordsworth*
12. O Captain! My Captain!- *Walt Whitman*
13. Laugh and Be Merry- *John Masefield*
14. Still I Rise- *Maya Angelou*
15. Another Woman- *Imtiaz Dharker*
16. My Grandmother's House- *Kamala Suraiyya Das*

Language Components

1. Vocabulary

- Introduction
- Collocations: Words that go together
- Phrasal verbs
- Commonly confused words
- One-word substitutes
- Idioms

2. Grammar

- The passive voice
- Direct and indirect speech
- Negative sentences
- Question tags
- Simple, compound and complex sentences

3. Written Communication

- Paragraph writing
- Report writing
- Letter writing

Term-wise division of the syllabus:

Term-I

Literature components

Unit – 1 to 4 and 9 to 12

Language components

1. Vocabulary

2. Grammar

*(The passive voice and
Direct and indirect speech only)*

Term-II

Literature components

Unit – 5 to 8 and 13 to 16

Language components

2. Grammar: *(Negative sentences, Question Tags, Simple, compound and complex sentences only)*
3. Written Communication

S. Y. B. A. (S 1)

द्वितीय वर्ष कला (विशेषस्तर १)

मराठी साहित्यातील विविध साहित्यप्रकार

उद्दिष्टे :

- १ मराठी साहित्यप्रकारांच्या तात्त्विक घटकांचे ज्ञान देणे.
- २ वेगवेगळ्या कालखंडातील मराठीतील अभिजात साहित्यकृतींचा संस्कार घडविणे. साहित्याविषयीची अभिरुची निर्माण करणे.
- ३ साहित्यकृतीला मुक्त प्रतिसाद देण्याची क्षमता विकसित करणे.
- ४ साहित्यकृतीचे आकलन, आस्वाद आणि मूल्यमापन करण्याची दृष्टी निर्माण करणे.
- ५ साहित्याचा सूक्ष्म पातळीवर अभ्यास करण्याची क्षमता विकसित करणे.
- ६ पदव्युत्तर अभ्यास करण्याची पूर्वतयारी करणे.

सत्र पहिले

नाटक

एकूण तास: ४८

सत्रांत परीक्षा गुण: ६०

१) तात्त्विक मीमांसा

तास : १२

गुण १५

१ : नाटक या साहित्यप्रकाराची तात्त्विक मीमांसा

- १ नाटक साहित्यप्रकाराची संकल्पना
- २ नाटकाचे घटक
- ३ नाटकाचे प्रकार
- ४ नाटक या साहित्यप्रकाराची वाटचाल

२) नाटक संहिता

तास : ३६

गुण ४५

नटसम्राट- वि.वा.शिरवाडकर

संदर्भ ग्रंथ

- १ शोकनाट्याचे साहित्यरूप - डॉ. सदा कऱ्हाडे
- २ अँरिस्टाटलाचे काव्यशास्त्र - गो.वि. करंदीकर
- ३ मराठी रंगभूमी : घटना आणि परंपरा - डॉ. भालेराव स्मृतिग्रंथ
- ४ मराठी नाट्यतंत्र (संपा.) मो.द. ब्रह्मे
- ५ आजचे नाटककार (सं.)डॉ. द. दि.पुंडे/ डॉ. स्नेहल तावरे
- ६ नट नाटक व नाटककार - व.शां. देसाई
- ७ कुसुमाग्रज - शिरवाडकर एक शोध - डॉ. द. दि. पुंडे
- ८ मराठी शोकात्म नाटके - डॉ. उज्ज्वला जाधव
- ९ भारतीय रंगभूमीची परंपरा - डॉ. माया सरदेसाई
- १० मराठी शोकांतिका : नवविचार - डॉ. पुष्पलता राजापुरे - तापस
- ११ स्वातंत्र्योत्तर सामाजिक नाट्यसृष्टी - डॉ. श्रीकांत पाटील
- १२ भारतीय नाट्यप्रयोगविज्ञान - प्रा.अ. म. जोशी
- १३ Shakespearean Tragedy - A. C. Brally
- १४ Modern Tragedy - Raymond Williams
- १५ नटसम्राट : एक अभ्यास - प्रा.मो.द. ब्रह्मे
- १६ नटसम्राट : एक समीक्षा (संपा.) - गो. तु. पाटील
- १७ शिरवाडकरांची नाटके - डॉ. शोभा देशमुख
- १८ कुसुमाग्रज साहित्यदर्शन - डॉ. उषा देशमुख
- १९ स्वातंत्र्योत्तर सामाजिक नाट्यसृष्टी - डॉ. श्रीकांत पाटील
- २० मराठी नाटक : नव्या दिशा नवी वळणे - डॉ. तारा भवाळकर
- २१ भरतमुनींचे नाट्यशास्त्र - डॉ. सरोज देशपांडे

SAVITRIBAI PHULE PUNE UNIVERSITY, PUNE.
REVISED SYLLABUS IN PSYCHOLOGY
FOR T.Y.B.A.
TO BE IMPLEMENTED FROM 2015-2016

PAPER NO.	PAPER TITLE
G3	INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY OR APPLIED PSYCHOLOGY
S3	SCIENTIFIC RESEARCH AND EXPERIMENTAL PSYCHOLOGY
S4	PSYCHOLOGY PRACTICAL: TEST AND EXPERIMENTS

G3: INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY

(To be implemented from 2015-2016)

Objectives:

To acquaint the students with:

- 1- The emergence of Industrial and Organizational Psychology
- 2- The work done in Industrial and Organizational Psychology
- 3- The significance of training, performance appraisal, leadership models
- 4- The importance of Engineering Psychology

TERM- I

TOPIC 1: INDUSTRIAL AND ORGANIZATIONAL (I/O) PSYCHOLOGY- NATURE AND SCOPE

[12 Periods]

- 1.1: I/O Psychology: Meaning, subject matter and functions of Industrial Psychology
- 1.2: The history of I/O Psychology
- 1.3: I/O Psychology in the present
- 1.4: Future of I/O Psychology
- 1.5: Application: Industry- Academia Connect

TOPIC 2: PERSONNEL SELECTION AND TRAINING

[12 Periods]

- 2.1: Job Profile, job analysis and Recruitment techniques
- 2.2: Interviews, psychological testing and Needs assessment for training
- 2.3: Psychological Principles in training and training for knowledge and skill
- 2.4: Evaluation of Training Programme
- 2.5: Application: Bio data, Resume, CV and the importance of reference checks

TOPIC 3: EVALUATING JOB PERFORMANCE

[12 Periods]

- 3.1: Uses of performance evaluation: Downsizing, promotion, seniority
- 3.2: Sources of evaluation: The evaluator and performance appraisal
- 3.3: Appraisal rating systems: Graphic rating scales and rating errors
- 3.4: Non-rating evaluation methods: Checklists and comparison methods
- 3.5: Application: 360 degree evaluation

TOPIC 4: MOTIVATION AT THE WORKPLACE

[12 Periods]

- 4.1: Concept of work motivation
- 4.2: Need theories: McClelland, Herzberg
- 4.3: Cognitive theories: Goal Setting Theory, Self Efficacy Theory
- 4.4: Motivation: Self discipline – seven step process
- 4.5: Application: Using motivation theory at work

TERM II**TOPIC 5: JOB SATISFACTION****[12 Periods]**

- 5.1: Job satisfaction as a job attitude
- 5.2: Components of job satisfaction: Satisfaction with work, with pay and with Supervision
- 5.3: Measuring job satisfaction: Job Descriptive Index, Minnesota Satisfaction
- 5.4: Theories of job satisfaction: Motivator-Hygiene Theory, Dispositional approach
- 5.5: Application: Relationship of job satisfaction to productivity and withdrawal behavior.

TOPIC 6: LEADERSHIP**[12 Periods]**

- 6.1: Leadership: Meaning, nature and styles
- 6.2: Approaches to leadership: Human Relations, Theory X & Theory Y
- 6.3: Fiedler's Contingency Model
- 6.4: Specific leader skills
 - a. Leadership through power
 - b. Leadership through vision: Transactional and Transformational
 - c. Leadership through persuasion
- 6.5: Application: challenges like merger, takeover, diversification

TOPIC 7: ENGINEERING PSYCHOLOGY**[12 Periods]**

- 7.1: History and scope of engineering psychology
- 7.2: Time and Motion Study
- 7.3: Person-Machine System
- 7.4: Work space design
- 7.5: Application- advances in the field

TOPIC 8: IMPORTANCE OF OB AND OD**[12 Periods]**

- 8.1: Meaning and nature of OB
- 8.2: Trends and challenges to OB- globalization, diversity, ethics
- 8.3: Meaning and nature of OD
- 8.4: Systems theory of OD
- 8.5: Application - Organizational change



Savitribai Phule Pune University
(Formerly University of Pune)

Three Year B.A. (Bachelor of Arts) Degree Program in Psychology
(Faculty of Humanities)

F.Y.B.A. PSYCHOLOGY

Choice Based Credit System

Syllabus

To be implemented from Academic Year 2019-2020

sources is highly recommended to make the teaching-learning process interactive and interesting.

3: Structure of the course:

Year	Semester	Paper No.	Title of the Paper	Lectures per week	Credit for semester
First Year	1	DSC-PSY-1A	Foundations of Psychology	03	03
	2	DSC-PSY-1B	Introduction to Social Psychology	03	03

4: Implementation of UG course structure:

- 1: This is 6 semester 132 credit degree course.
- 2: Each theory credit is equivalent to 15 clock hours of teaching and each practical credit is equivalent to 30 clock hours of laboratory teaching in a semester.
- 3: There is 15 to 18 weeks (90 days) of teacher-student interaction during the semester.

Each semester shall have 3 credits for teaching. Each credit is equal to 15 hours, so this course shall have 45 teaching hours. In addition to that there shall be three hours allotted to internal evaluation. Changes as per the university guidelines shall be communicated from time to time.

F.Y.B.A. Psychology
(w.e.f. 2019-2020)
(Choice Based Credit System) 70:30-Pattern
(70-Semester-End Exam & 30-Internal Evaluation)

Course DSC-PSY- 1A: Foundations of Psychology

Course objectives and learning outcomes:

After the completion of this course students will be able to demonstrate the following competencies:

- a) Understand the basic psychological processes and their applications in day to day life.
- b) Develop the ability to evaluate cognitive processes, learning and memory of an individual.
- c) Understand the importance of motivation and emotion of the individual.
- d) Understand the personality and intelligence of the individuals by developing their psychological processes and abstract potentials.

Unit 1: Psychology -Introduction: (12 lectures)

- 1.1 Psychology : a Science, goals of psychology
- 1.2 The brief history & perspective of Psychology: (Structuralism, Functionalism, Gestalt, Psychoanalysis, Behaviorism)
- 1.3 Career Avenues in Psychology & Fields of Psychology: (Clinical, Industrial & Organizational, Educational, Social, Developmental, Health, Criminal & Forensic, Military, Sports, Neuropsychology, Environmental, Positive, Spiritual and Women & Child psychology.)
- 1.4 The Indian Psychology: Past and present
- 1.5 Application: Understanding Behaviour through Methods in Psychology

Unit 2: Cognitive processes: (12 lectures)

- 2.1 Sensation, Attention and Perception, nature of perception, laws of perceptual organization
- 2.2 Learning- Classical and Operant conditioning, observational learning
- 2.3 Memory-processes, information processing model(s)
- 2.4 Forgetting: Theories of forgetting
- 2.5 Application: Techniques for improving memory.

Unit 3: Motivation and Emotion:

(12 lectures)

- 3.1 Motivation: Definition, Concept of Homeostasis & Maslow's Hierarchy of Motivation
- 3.2 Types of Motivation: Physiological, Psychological & Social
- 3.3 Motivational Conflicts: Intra-Conflicts & Inter-Conflicts
- 3.4 Emotion: Definitions, Nature & Importance, Basic Emotions (Joy, Excitement, Tenderness, Sadness, Anger, Fear & Love)
- 3.5 Application: Conflict Resolving Skills

Unit 4: Personality and Intelligence:

(12 lectures)

- 4.1 Personality – Definitions, Nature
- 4.2 Personality as a set of traits: Cattell's, Allport's & Big Five Theory of Personality
- 4.3 Freud's Psychoanalytical Theory of Personality and Transactional Analysis
- 4.4 Intelligence: Definitions, Theories of Intelligence (Gardner's Theory, Cattell's Theory of Intelligence)
- 4.5 Applications: Testing and enhancing Emotional intelligence.

References:

1. Ciccarelli, S. K.; White J. N. Adapted by Girishwar Misra (2018). Psychology (5th Edition). Pearson.
2. Chadha, N.K. & Seth, S. (2014). The Psychological Realm: An Introduction. Pinnacle Learning, New Delhi.
3. Carole, W. and Carol, T. (2007). Psychology (7th Edition). Pearson Education, India.
4. Feldman S. R.(2009). Essentials of understanding psychology (7th Ed.) New Delhi : Tata Mc Graw Hill.

Books in Marathi Language:

1. बच्छाव, बडगुजर आणि शिंदे (२००१). सामान्य मानसशास्त्र. स्वयंभू प्रकाशन, नाशिक
2. मुंदडा आणि खलाने (२०१३). मानसशास्त्राची मूलतत्त्वे. अथर्व प्रकाशन, जळगांव
3. अभ्यंकर, ओक आणि गोलविलकर (२०१४). मानसशास्त्र: वर्तनाचे शास्त्र. पिअर्सन
4. देशपांडे चंद्रशेखर आणि सहकारी (२०१४). सूक्ष्म कौशल्ये: मानसशास्त्रीय समुपदेशन प्रक्रियेचा गाभा. उन्मेष प्रकाशन

F.Y.B.A. Psychology
(w.e.f. 2019-2020)
(Choice Based Credit System) 70:30-Pattern
(70-Semester-End Exam & 30-Internal Evaluation)

Course DSC-PSY- 1B : Introduction to Social Psychology

Course objectives and learning outcomes:

After the completion of this course students will be able to demonstrate the following competencies:

- a) Understand the basics of social psychology.
- b) Understand the nature of self, concept of attitude and prejudice of the individual.
- c) Assess the interactional processes, love and aggression in our day today life. .
- c) Understand group dynamics and individual in the social world.

Unit 1: Introduction:

(Total 12 Lectures)

- 1.1 Definition, Brief history of social psychology (special emphasis on India),
- 1.2 Scope of social psychology
- 1.3 Levels of social behaviour
- 1.4 Approaches towards understanding social behaviour
- 1.5 Application: Community mental health

Unit- 2.Individual Level Processes

(Total 12 Lectures)

- 2.1 Difference between Social Cognition & Social Perception.
- 2.2 Self –Concept: Nature, Self-regulation and self-presentation.
- 2.3 Attitude: Definition, components, Dimensions and formation of attitude
- 2.4 Prejudice: Causes.
- 2.5 Application: Formation of attitude and Prejudice eradication

Unit 3: Interpersonal processes:

(Total 12 Lectures)

- 3.1 Interpersonal attraction, love
- 3.2 Pro-social behaviour
- 3.3 Locus of control, increasing our helping nature.
- 3.4 Aggression: Meaning, Nature and causes of Aggression
- 3.5 Application: Prevention and reducing aggression

Unit- 4.Group Dynamics

(Total 12 Lectures)

- 4.1 Groups: When we join and when we leave, The benefits of joining
- 4.2 Cooperation and Conflict
- 4.3 Conformity; Factors affecting Conformity, Obedience & Authority
- 4.4 Group decision making
- 4.5 Application: Team Building

Books for Reference

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2. Aronson, E., Wilson, T. D., & Akert, R. M. (2007). Social Psychology. (6th edi.), New Jersey: Pearson Education prentice Hall
3. Baumeister, R. F., & Bushman, B. J. (2008). Social Psychology and Human Nature. International student edition, Thomson Wadsworth USA
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2. गाडेकर, पाटील, इनामदार (२००७). प्रगत सामाजिक मानसशास्त्र. डायमंड, पुणे.
3. तडसरे, तंबाके, पाटील, दरेकर (२००३). सामाजिक मानसशास्त्र. फडके प्रकाशन, कोल्हापूर.
4. ढोरमारे आणि रसाळ (२०१५). सामाजिक मानसशास्त्र. उन्मेष प्रकाशन, पुणे.

घटक १ : ओळख

(१२ तास)

- १.१ सामाजिक मानसशास्त्र ची व्याख्या, थोडक्यात इतिहास (भारतीय संदर्भ)
- १.२ सामाजिक मानसशास्त्र विषयाची व्याप्ती
- १.३ सामाजिक वर्तनाचे स्तर
- १.४ सामाजिक वर्तन समजावून घेताना दृष्टीकोन
- १.५ उपयोजन : लोकसमुहाचे मानसिक आरोग्य

घटक २ : व्यक्ती स्तरावरील प्रक्रिया

(१२ तास)

- २.१ सामाजिक बोधन आणि सामाजिक संवेदन यातील फरक
- २.२ स्व संकल्पना : स्वरूप, स्व-नियमन आणि स्व सादरीकरण
- २.३ अभिवृत्ती: व्याख्या, घटक, अभिवृत्ती चे घटक आणि निर्मिती
- २.४ पूर्वग्रह : कारणे
- २.५ उपयोजन : अभिवृत्ती निर्मिती आणि पूर्वग्रह निर्मुलन

घटक ३ : आंतरव्यक्तिक प्रक्रिया

(१२ तास)

- ३.१ आंतरव्यक्तिक आकर्षण, प्रेम
- ३.२ समाज-अनुकूल वर्तन
- ३.३ नियंत्रण केंद्र, सहकार्य वर्तन वाढविणे
- ३.४ आक्रमकता : अर्थ, स्वरूप आणि आक्रमकतेची कारणे
- ३.५ उपयोजन : आक्रमकता प्रतिबंधन आणि कमी करणे

घटक ४ : समूह गतिमानता

(१२ तास)

- ४.१ समूह : आपण समुहात केव्हा दाखल होतो आणि केव्हा सोडून देतो, समूह सदस्य होण्याचे फायदे
- ४.२ सहकार्य आणि संघर्ष
- ४.३ अनुपालन : अनुपालन वर परिणाम करणारे घटक, आज्ञाधारकता आणि अधिकार
- ४.४ सामुहिक निर्णय घेणे
- ४.५ उपयोजन : संघभाव वाढविणे

University of Pune
F. Y. B. A. Political Science
G-1 General Paper

INDIAN GOVERNMENT AND POLITICS

(80. 20 pattern to be implemented from 2013-2014)

COURSE RATIONALE

This paper focuses in detail on the political processes and the actual functioning of the political system. It simultaneously studies in detail the political structure both Constitutional and Administrative. It emphasizes on local influences that derive from social stratification of castes and jatis, from language, religion, ethic and economic determinants and critically assesses its impact on the political processes. The major contradictions of the Indian Political Process are to be critically analyzed along with an assessment of its relative success and failure in a comparative perspective with other developing countries and in particular those belonging to the South Asian region.

Term I

Period

Topic 1: Background and the Salient Features of Indian Constitution

- a) Formation of Constituent Assembly
- b) Philosophy of the Preamble for Indian Constitution 12
- c) Major Features: Parliamentary Democracy, Federalism, Independent Judiciary –Social Justice and Social Transformation

Topic 2: Fundamental Rights, Duties and the Directive Principles of State Policy

- a) Nature of Fundamental Rights –Major Fundamental Rights-Right to Equality, Right to Liberty, Right to Freedom of Religion, Cultural and Educational Rights 12
- b) Importance of Fundamental Duties
- c) Nature and Significance of Directive Principles of State Policy

Topic 3: Federalism

- a) Salient Features of Indian Federalism
- b) Centre –State Relations 12
- c) Issues of Conflict-Water Issue, Border Issue and Sharing of Resources

Topic 4: Structure of Union Government -Legislature-Executive –Judiciary

- a) Union Legislature - Structure-Powers and Role
- b) Union Executive-President, Prime Minister and his Cabinet- 12
Role and Functions
- c) Judiciary- Nature of Judiciary, Supreme Court-Powers and Functions

Term II

Topic 5: Structure of State Government -Legislature-Executive –Judiciary

- a) State Legislature - Structure-Powers and Role 12
- b) State Executive-Governor , Chief Minister and his Cabinet-
Role and Functions
- c) Judiciary- Nature of Judiciary, High Court-Powers and Functions

Topic 6: Party System and Elections

- a) Nature and Changing Pattern of Party System
- b) Elections- Election Commission :-Major Features of Electoral System and
Patterns Of Voting Behavior 12
- c) Rise and Role of Regional Parties

Topic 7: Role of Caste and Religion in Indian Politics

- a) Caste and Politics of Identity
- b) Rise of OBCs 12
- c) Religion and Politics of Communalism

Topic 8: Issues of Regionalism and Development

- a) Causes and Patterns of Regionalism
- b) Issues of Development-Uneven Development-Leading to Regional Imbalance-Poverty Eradication, Health and Education 12

Readings:

Chavan Shankar, Bhartiya Shashan ani Rajkaran, Pratima Prakashan, Pune

Jagatap Bhanudas, P. Bhartiya Shashan ani Rajkaran.

Lodhi Kaniz Fatema Niyaz Ahmed and Prof. Salma A.S. : Government and Politics of India, Prashant Publication, Jalgaon.

G. Austin, The Indian Constitution: Corner Stone of a Nation, Oxford, Oxford University Press, 1966.

_____, Working a Democratic Constitution: The Indian Experience, Delhi, Oxford University Press, 2000.

D.D. Basu, An Introduction to the Constitution of India, New Delhi, Princeton Hall, 1994.

Jha Rajesh, Fundamentals of Indian Political System. Dorling Kindersley (India) Pvt Ltd, Pearson Education Society Delhi 2012

P. Brass Politics of India Since Independence, 2nd edn., Cambridge, Cambridge University Press, 1994.

Abbas/Kumar/Alam, Indian Government and Politics, Pearson, Delhi, 2011.

F.R. Frankle, India's Political Economy 1947-1977: the Gradual Revolution, Oxford, Oxford University Press, 1978

A Kohli, Democracy and Discontent: India's Growing Crisis of Governability, Cambridge, Cambridge University Press, 1991.

A.G. Noorain (ed.), Constitutional Questions in India: The President, Parliament and the States, Delhi, Oxford University Press, 2000.

Savitribai Phule Pune University
F. Y. B. A. Political Science
(CBCS pattern to be implemented from 2019-2020)
G-1 General Paper
INTRODUCTION TO INDIAN CONSTITUTION
Total Credits : 03

Objectives

The contents of this course are designed with the following objectives:

1. To acquaint students with the important features of the Constitution of India and with the basic framework of Indian government.
2. To familiarize students with the working of the Constitution of India.

Semester-I	Period
Unit 1: Making of the Indian Constitution	12
a) Historical Background	
b) Constituent Assembly	
c) Preamble	
d) Salient Features	
Unit 2: Fundamental Rights, Duties and Directive Principles	12
a) Fundamental Rights	
b) Fundamental Duties	
c) Directive Principles of State Policy	
Unit 3: Federalism	12
a) Salient Features of Indian Federalism	
b) Centre –State Relations	
c) Issues of Conflict (Water and Border Issues)	
Unit 4: Constitutional Amendments: Scope and Limitations	12
a) Constitutional Provisions	
b) Major Constitutional Amendments (42, 44 & 86)	
c) Basic Structure of the Indian Constitution	
Semester- II	
Unit5: Legislature	12
a) Union Legislature – Structure, Powers and Role	
b) State Legislature – Structure, Powers and Role	
Unit6: Executive	12
a) Union Executive – i) President and Vice President– Powers, Functions and Role	
ii) Prime Minister - Powers, Functions and Role	
iii) Council of Minister – Powers and Functions and Role	
b) State Executive- i) Governor - Powers, Functions and Role	
ii) Chief Minister – Powers, Functions and Role	
iii) Council of Minister – Powers and Functions and Role	

Unit7: Judiciary**12**

- a) Supreme Court : Powers and Functions
- b) High Court : Powers and Functions
- c) Judicial Review and Judicial Activism

Unit8: Electoral System**12**

- a) Election Commission:Composition, Functions and Role
- b) Chief Election Commissioner
- c) Electoral reforms

References:

- 1) Austin Granville, 1999, *The Indian Constitution: Cornerstone of a Nation*, Oxford, Oxford University Press.
- 2) Austin Granville, 2003, *Working a Democratic Constitution: The Indian Experience*, Delhi, Oxford University Press.
- 3) आवटे श्रीरंजन राही श्रुती गणेश, 2019, *आपलं आयकार्ड*, पुणे, द युनिक अॅकॅडमी पब्लिकेशन,
- 4) Basu D.D., 2018, *Introduction to the Constitution of India*, New York, LexisNexis.
- 5) Brass Paul., 1994, *The Politics of Indian Since Independence*, Cambridge, Cambridge University Press,
- 6) बाचल वि. म., 2004, *भारतीय राज्यघटना आणि राजकीय व्यवहार*, पुणे, के सागर पब्लिकेशन.
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- 8) चपळगावकर नरेंद्र, 2002, *राज्यघटनेचे अर्धशतक*, मुंबई, मौज प्रकाशन.
- 9) जाधव तुकाराम वशिंरापूरकर महेश, 2012, *भारतीय राज्यघटना व घटनात्मक प्रक्रिया*, पुणे, द युनिक अॅकॅडमी पब्लिकेशन
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- 11) Jha Rajesh, 2012, *Fundamentals of Indian Political System*. Delhi, Dorling Kindersley (India) Pvt Ltd, Pearson Education Society.
- 12) कांबळे बाळ, वकील अलिम वदेवरे पी. डी., 2012, *भारताची राज्यघटना, राजकारण व कायदा*, पुणे, डायमंड प्रकाशन.
- 13) कश्यप सुभाष, (अनुवाद न. ब. पाटील) , 2001, *आपली संसद*, नॅशनल बुक ट्रस्ट इंडिया.
- 14) नांदेडकर व. गो., 2011, *भारतीय राज्यघटना आणि राज्यव्यवहार*, पुणे, डायमंड प्रकाशन.
- 15) पाटील बी.बी., 2016, *भारतीय शासन आणि राजकारण*, कोल्हापूर, फडके प्रकाशन.
- 16) साठे सत्यरंजन, 1998, *भारताच्या राज्यघटनेची ५० वर्षे*, पुणे, कॉन्टिनेंटल प्रकाशन.
- 17) व्होरा राजेंद्र व पळशीकर सुहास, 2010, *भारतीय लोकशाही: अर्थ आणि व्यवहार*, पुणे, डायमंड प्रकाशन.

University of Pune

S.Y.B.A Political Science

G-2 General Paper

POLITICAL THEORY & CONCEPTS

(80-20 Pattern to be implemented from 2014-2015)

Course Objectives:

This is an introductory paper to the concepts, ideas and theories in political theory. It seeks to explain the evolution and usage of these concepts, ideas and theories with reference to individual thinkers both historically and analytically. The different ideological standpoints with regard to various concepts and theories are to be critically explained with the purpose of highlighting the differences in their perspectives and in order to understand their continuity and change. Furthermore there is a need to emphasize the continuing relevance of these concepts today and explain how an idea and theory of yesteryears gains prominence in contemporary political theory.

Term-I

Unit: 1 - Introducing Political Theory

- a) Definitions, Nature & Scope
- b) Traditions of Political Theory: Liberal & Conservative

Unit: 2 - State

- a) Definitions Meaning and Elements
- b) Perspectives on State (Liberal, Marxist)

Unit: 3 - Power & Authority

- a) Conceptions of Power, Power as Exploitation, Authority, Hegemony, Foucault on Power
- b) Authority: Meaning, Nature & its forms

Unit-4 - Right and Justice

- a) Meaning, Nature & Kinds of Rights
- b) Dimensions of Justice (Social, Economic Political)

Term-II

Unit: 5 – Liberty and Equality

- a) Liberty: Meaning, Nature, Classification: Negative & Positive Liberty
- b) Equality: Meaning, Nature, Types of Equality: Equality OF Opportunity; political Equality, Affirmative Action

Unit: 6 – Democracy

- a) The Concept of Democracy, Direct Participatory & Liberal Democracy
- b) Perspectives on Democracy, Merits and demerits

Unit: 7 – Sovereignty

- a) Meaning & Characteristics of sovereignty**
- b) Theory of Popular Sovereignty**

Unit 8: Globalisation

- a) Definition, Meaning**
- b) Impact of Globalisation**

Readings:

Lodhi Kaniz Fatema, Political Theory

Chavan Shankar Political Theory , Pratima Prakshan ,Pune.

Benke Suvarna, Rajkiya Siddhant, Prashant Publication, Jalgaon

Bhargava Rajeev & Ashok Acharya (eds), Political Theory: An Introduction. Pearson Longman, 2008. (English Medium)

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Gaubha O.P, An Introduction to Political Theory, New Delhi, Macmillan, 1981.

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S. Benhabib and D. Cornell, Feminism as Critique, Cambridge, Polity Press, 1987. Political Science 7

S. I. Benn and R. S. Peters, Social Principles and the Democratic State, London, George & Allen, 1959. A. Brecht, Political Theory: The Foundations of Twentieth Century Political Thought, Bombay, The Times of India Press, 1965.

M. Carnoy, The State and Political Theory, Princeton NJ, Princeton University Press, 1984.

SYLLABUS FOR TYBA POLITICAL SCIENCE (G-3)

POLITICAL IDEALOGIES

Course Rationale:

This paper studies the role of different political ideologies and their impact in politics. Each ideology is critically studied in its historical context. In course of its evolution and development, the different streams and subtle nuances within each ideology, the changes and continuities in its doctrine and its relevance to contemporary times are highlighted. The close link between an idea and its actual realization in public policy needs to be explained as well. The philosophical basis of the ideologies is emphasized with special emphasis on key thinkers and their theoretical formulations. The legacy of all the major ideologies is to be critically assessed.

SECTION-I

UNIT-I: - Ideology

08

- a) Origin, Meaning, Definition
- b) Nature and Scope

UNIT-II: - Nationalism

14

- a) Meaning, Definitions and Elements
- b) Progressive and Reactionary
- c) Internationalism

UNIT-III: - Democratic Socialism

14

- a) Meaning, Nature and Features
- b) Achievements and Limitations
- c) Types : Fabianism, Syndicalism, Guild Socialism

UNIT-IV: - Fascism

12

- a) Factors responsible for the rise of Fascism
- b) Principles
- c) Corporate State

SECTION-II

UNIT-V: - Marxism

12

- a) Historical Materialism
- b) Theory of Surplus Value
- c) Marxian State

UNIT-VI: - Phule-Ambekarism

12

- a) Equality
- b) Religion
- c) Democracy

UNIT-VII: - Gandhism

12

- a) Truth and Non-Violence
- b) Theory of Satyagraha
- c) Gram Swaraj

UNIT-VIII: - Feminism

12

- a) Meaning and Nature
- b) Liberal Feminism
- c) Feminism in India : Caste, Patriarchy, Women's Representation

Readings:

- L. P. Baradat, Political Ideologies: Their Origins and Impact, Englewood Cliffs NJ, Prentice Hall, 1989.
- . ———, The Liberal Tradition in China, Hong Kong and New York, Chinese University of Hong Kong Press, 1983.
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- D. J. Manning, Liberalism, London, John Dent and Sons, 1976.
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- Dr. Rathi Shubhangi, Modern Political Ideologies (Marathi), Atharva Publication, Jalgaon, 2014.
- Kulkarni A.N., Modern Political Ideologies, Vidya Prakashann Nagpur, 2014

OR

SYLLABUS FOR TYBA POLITICAL SCIENCE (S-4)

INTERNATIONAL POLITICS

Course Rationale:

This paper deals with concepts and dimensions of international relations and makes an analysis of different theories highlighting the major debates and differences within the different theoretical paradigms. The dominant theories of power and the question of equity and justice, the different aspects of balance of power leading to the present situation of a unipolar world are included. It highlights various aspects of conflict and conflict resolution, collective security and in the specificity of the long period of the post Second World War phase of the Cold War, of Détente and Deterrence leading to theories of rough parity in armaments.

SECTION-I:

UNIT I :- International Politics 12

- a) Nature and Scope
- b) Theories of Idealism and Realism

UNIT II :- Approaches to the Study of International Relations 12

- a) Power Approach
- b) Decision Making Approach
- c) System Approach

UNIT III :- Power 12

- a) Meaning
- b) Elements
- c) Changing Nature of the National Power

UNIT IV :- Balance of Power 12

- a) Meaning and Nature
- b) Characteristics
- c) Changing Nature of the Balance of Power

SECTION -II

UNIT V :- Security 12

- a) Meaning and definition
- b) Regional Security
- c) Collective Security

UNIT VI :- Diplomacy 12

- a) Meaning
- b) Types of Diplomacy
- c) Challenges To Diplomacy

UNIT VII :- Disarmament**12**

- a) Meaning and Nature
- b) Types of Disarmament
- c) Issues and Challenges

UNIT VIII :- Issues in International Politics**12**

- a) Human Rights –Its variations and Measures
- b) Terrorism – Causes and Consciousness

Readings:

- D. A. Baldwin (ed.), *Neo-realism and Neo-liberalism*, New York, Columbia University Press, 1993. (ed.), *Paradoxes of Power*, New York, Basil Blackwell, 1989.
- J. C. Bennett (ed.), *Nuclear Weapons and the Conflict of Conscience*, New York, Charles Scribner's Sons, 1962.
- D.G. Brennan (ed.), *Arms Control, Disarmament and National Security*, New York, George Braziller, 1961.
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- K von Clausewitz, *War, Politics and Power: Selections*, Chicago, Henry Regnery Company, 1962.
- W. D. Coplin, *Introduction to International Politics*, Chicago, Markham, 1971
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- H. J. Morgenthau, *Politics Among Nations*, 6th edition, revised by K. W. Thompson, New York, Alfred Knopf, 1985.
- J. A. Vasquez, *The Power of Power Politics*, London, Frances Pinter, 1983.

F.Y. B.Com.
Optional Paper
Subject Name -: Marketing and Salesmanship
[Fundamentals of Marketing]
Course Code -: 106 – c.

Objectives -:

1) General Objective of the Paper.

- a) To create awareness about market and marketing.
- b) To establish link between commerce/Business and marketing.

2) Core Objectives of the paper.

- a) To understand the basic concept of marketing.
- b) To understand marketing philosophy and generating ideas for marketing research.
- c) To know the relevance of marketing in modern competitive world.
- d) To develop an analytical ability to plan for various marketing strategy.

Term I

Unit No.	Topic	No. of Lectures
1	<u>Basics of marketing</u> 1.1) Market – Marketing – Introduction, Meaning, Definition, Scope, Types and Significance. 1.2) Marketing Management – Introduction, Meaning, Definition, Scope, and Significance. 1.3) Functions of Marketing – Basic Functions, Functions of Exchanges, and Subsidiary Functions. 1.4) Marketing Mix - Introduction, Meaning, Definition, Scope, and Significance.	
2	<u>Marketing Environment</u> 2.1) Introduction – Definition and Nature. 2.2) Factors Constituting Marketing Environment. 2.3) Micro and Macro Environment. 2.4) Impact of Marketing Environment on Marketing Decisions.	
3	<u>Buyer Behaviour and Market Segmentation</u> 3.1) Introduction – Meaning, Definition, Scope and Significance of Buyer Behavior. 3.2) Determinants of Buyer Behaviour, Stages of Buyer Behaviour – Buying Process.. 3.3) Introduction, Meaning, Importance of Market Segmentation. 3.4) Bases for Segmentation – Qualities of Good Segmentation.	
4	<u>Product and Pricing Decision</u> 4.1) Concept of Product – Product Classification. 4.2) Factors Considered For Product Management – Role of Product Manager. 4.3) Factors Affecting Pricing Decisions – Pricing Objectives. 4.4) Pricing and Product Life Cycle – Pricing Methods.	
Total		48

Term II

Unit No.	Topic	No. of Lectures
5	<u>Logistics and Supply Chain Management</u> – 5.1) Introduction – Definition – Objectives – Scope and Significance 5.2) Market Logistics Decisions – Channel Structure. 5.3) Designing Distribution Channels. 5.4) Types of Marketing Channels.	
6	<u>Market Promotion Mix</u> – 6.1) Promotion Mix – Meaning, Scope and Significance. 6.2) Factors Affecting Market Promotion Mix 6.3) Advertisement and sales Promotion – Meaning and Definition. Means and Methods of Sales Promotion. 6.4) Advertising Meaning and Goals – Advertising Media– Meaning, Types, Advantages and Limitations.	
7	<u>Rural Marketing</u> – 7.1) Introduction – Meaning – Definition – Features – Importance – 7.2) Rural Marketing Mix – Importance, Elements, Scope 7.3) Present Scenario of Rural Market – 7.4) Problems And Challenges of Rural Market –	
8	<u>Services Marketing</u> – 8.1) Introduction – Meaning – Definition – Features – Importance of Services – Significance of Services in Marketing. 8.2) Classification of Services – Marketing of Industrial Goods Services, Marketing of Consumer Goods Services. 8.3) Marketing Mix for Services 8.4) Services Marketing And Economy – Scope of Services Marketing in Generation of Job Opportunity, Role of Services in Economy, Services Quality	
Total		48

Recommended Books

Sr. No.	Name of the Book	Publisher	Author
1	Marketing Management	Macmillan Publication	V.S.Ramaswamy S. Namakumari
2	Principals of Marketing	Prentice- Hall of India Pvt. Ltd.	Philip Kotler Gary Aramstrong
3	Rural Marketing	Dorling Kindersley (India) Pvt.Ltd.Pearson	Pradeep Kashyap
4	Marketing Management	Himalaya Publishing House	Dr.K.Karuna Karan
5	Marketing in India	Vikas Publishing House	S. Neelamegham
6	Basics of Marketing Management	S. Chand	Dr.R.B.Rudani
7	Services Marketing	Himalaya Publishing House	V. Venugopal Raghu V.N.

Revised syllabi (2019 Pattern) for three years B.com Degree course (CBCS)

Semester - I

Marketing and Salesmanship- I

(Fundamentals of Marketing)

Course Code – 116 - C

No. of Credits :- 03

Objectives of the Course

1. To introduce the basic concepts in Marketing.
2. To give the insight of the basic knowledge of Market Segmentation and Marketing Mix
3. To impart knowledge on Product and Price Mix.
4. To establish link between commerce, business and marketing.
5. To understand the segmentation of markets and Marketing Mix.
6. To enable students to apply this knowledge in practicality by enhancing their skills in the field of Marketing.

Unit No.	Unit Title	Contents	Purposed Skills To Be Developed
1	Introduction to Market and Marketing	1.1 Meaning and Definition of Market 1.2 Classification of Markets 1.3 Marketing Concept: Traditional and Modern 1.4 Importance of Marketing 1.5 Functions of Marketing: Buying, Selling, Assembling, Storage, Transportation, Standardization, Grading, Branding, Advertising, Packaging, Risk Bearing, Insurance, Marketing Finance, Market Research and Marketing Information. 1.6 Selling vs. Marketing	The basic knowledge of Market and Marketing will be developed amongst students.

2	Market Segmentation and Marketing Mix	<p>2.1 Market Segmentation: -</p> <p>2.1.1 Introduction</p> <p>2.1.2 Meaning and Definition</p> <p>2.1.3 Importance</p> <p>2.1.4 Limitations</p> <p>2.1.5 Bases for Segmentation</p> <p>2.2 Marketing Mix</p> <p>2.2.1 Introduction</p> <p>2.2.2 Meaning & Definition</p> <p>2.2.3 Elements of Marketing Mix- Product, Price, Place and Promotion</p> <p>2.2.4 Importance of Marketing Mix</p>	Students will develop the Marketing Segmentation knowledge along with the basic concept of Marketing Mix.
3	Product Mix and Price Mix	<p>3.2 Product Mix</p> <p>3.2.1 Meaning and Definition</p> <p>3.2.2 Product Line and Product Mix</p> <p>3.2.3 Product Classification</p> <p>3.2.4 Product Life Cycle</p> <p>3.2.5 Factors Considered for Product Management</p> <p>3.3 Price Mix</p> <p>3.3.1 Meaning and Definition</p> <p>3.3.2 Pricing Objectives</p> <p>3.3.3 Factors Affecting Pricing Decision</p> <p>3.3.4 Pricing Methods</p>	Students will get proper insight of Product and Price Mix.

4	Place Mix and Promotion Mix	<p>a. Place Mix</p> <ul style="list-style-type: none"> i. Meaning and Definition of Place Mix ii. Importance iii. Types of Distribution Channels – consumer goods and Industrial Goods iv. Factors Influencing selection of Channels <p>4.2 Promotion Mix</p> <ul style="list-style-type: none"> 4.2.1 Meaning of Promotion Mix 4.2.2 Elements of Promotion Mix- Personal Selling, Public Relation and Sales Promotion 4.2.3 Factors Affecting Market Promotion Mix 4.2.4 Promotion Techniques or Methods 	<p>Students will develop the skills of promoting a product along with gaining knowledge about the distribution channels.</p>
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Revised syllabi (2019 Pattern) for three years B.com Degree course (CBCS)

FY B Com Semester : II

Course Code - 126 (C)

Subject : Marketing and Salesmanship- Fundamental of Marketing- II

1. Objective of the Course

1. To introduce the concept of Salesmanship.
2. To give insight about various techniques required for the salesman.
3. To inculcate the importance of Rural Marketing.
4. To acquaint the students with recent trends in marketing and social media marketing.

Depth of the Program - Fundamental Knowledge

Objectives of the Program

1. To help the students to prepare themselves for opportunities in marketing field.
2. To study elaborately the process of salesmanship.
3. To know about Rural Marketing which is an important sector in modern competitive Indian Scenario.
4. To educate the students about the sources and relevance of Recent trends in Marketing.

UNIT NO.	UNIT TITLE	CONTENTS	PURPOSE SKILLS TO BE DEVELOPED
1	Salesmanship	1.1 Meaning and Definition of Salesmanship 1.2 Features of Salesmanship 1.3 Scope of Salesmanship 1.4 Modern Concept of Salesmanship 1.5 Utility of Salesmanship 1.6 Elements of Salesmanship 1.7 Salesmanship : Arts or Science	Students will get the knowledge of Salesmanship and various approaches.

		1.8 Salesmanship – a Profession 1.9 Qualities of Salesman	
2	Process of Selling	2.1 Psychology of Salesmanship – Attracting Attention, Awakening Interest, Creating Desire and Action 2.2 Stages in Process of Selling – (i) Pre-Sale Preparations (ii) Prospecting (iii) Pre-Approach (iv) Approach (v) Sales Presentation (vi) Handling of Objections (vii) Close (viii) After Sales Follow-up	Techniques of salesmanship skills will be developed.
3	Rural Marketing	3.1 Rural Marketing 3.1.1 Introduction 3.1.2 Definition of Rural Marketing 3.1.3 Features of Rural Marketing 3.1.4 Importance of Rural Marketing 3.1.5 Present Scenario of Rural Market 3.1.6 Challenges and Opportunities in Rural Marketing	Awareness and importance of Rural Marketing amongst students.
4	Recent Trends in Marketing	4.1 Digital Marketing 4.2 Green Marketing 4.3 Niche Marketing 4.4 E-marketing 4.5 Social Media Marketing- Challenges and Opportunities	Skills of Modern Marketing will be developed.

Teaching Methodology

Topic No.	Total Lectures	Innovative Methods to be used	Film shows and AV Applications	Project	Expected Outcome
1	14	Class Test, Group Discussion, Presentation, Case Study, Home Assignment	Short Film AV Application		Students will get knowledge of the basics of salesmanship which is a vital aspect of marketing.
2	14	Class Test, Group Discussion, Presentation, Case Study, Home Assignment	Short Film AV Application		It will help the students to implement this knowledge in practicality by enhancing their skills in the field of marketing by using various techniques of salesmanship.
3	12	Class Test, Group Discussion, Presentation, Case Study, Home Assignment	AV Application		It will help the students to gain insights about Rural Marketing and its uniqueness.
4	08	Class Test, Group Discussion, Presentation, Case Study, Home Assignment	Short Film, AV Application Use of You Tube		It will help the students to gain the insights about recent trends in marketing field.

**Value added course for F.Y.B. Com. Under Choice Based Credit System
w.e.f. academic year 2019-20**

Savitribai Phule Pune University has introduced Choice Based Credit System from the academic year 2019-20.

Students need to earn two credits during first and second semester through completion of two value added courses, i.e. one course for each semester.

Guidelines for value added courses :

1. One value added course each is to be conducted for semester – I and semester – II.
2. Completion of the course is compulsory.
3. Each course will be of 15 (Fifteen) hours and of 30 marks.
4. The course contents may be delivered by the teachers or experts from external agencies as per the requirement; **however, the evaluation must be carried out by the college.**
5. Colleges need to maintain proper records of the course, which consist of attendance of students, nature of assignments and the statement of marks.
6. The credits earned by the students need to be shown in the semester end mark sheet.
7. The evaluation of value added courses may be conducted by adopting any of the following method, suitable to the course:-
 - a. Written test (Objective or descriptive)
 - b. Practical examination
 - c. Laboratory work
 - d. Project
 - e. Presentations
8. **A list of five value added courses is given below; colleges need to choose any two courses; each for a semester.**

Course No. 1 – Computerised Accounting

Objectives of the course:

The course has been designed to acquaint students with the computerized accounting practices used in the industry. Practical knowledge about accounting software will be provided to the students' along with hands on experience in the computer laboratories. The course aims at enhancing skills and employability of students. This course is an extension of the existing curriculum of Financial Accounting.

Course Contents:

- Tally Fundamentals
- Accounts Masters – Groups, Ledgers, Voucher Types – Create, Display, Alter
- Accounting Voucher Types – Contra, Payment, Receipt, Journal, Sale, Purchase, Debit Note, Credit Note
- Data Export / Import,
- Finalization Adjustment entries
- Inventory Masters – Stock Groups, Unit of Measure, Godowns, Stock Items – Create, Display, Alter
- Invoicing – Enter Purchases / Sales / Debit Note / Credit Note in Invoice Mode – Accounting Invoice, Item Invoice, Additional expenses, Tax ledgers in Invoices
- Bank Reconciliation,
- Data Backup/Restore

Methods of Instruction

- Lecture
- Guest speakers
- Written assignments
- Laboratory practical

Certification :

The college needs to provide 'Course Completion Certificate' to every student who completes the course successfully. The certificate must contain the grade obtained by the student in the examination.

Course No. 2 – Employability Skill Enhancement Programme

Objectives of the course:

This programme is designed to aid candidates in their preparation for recruitment through campus or outside campus. The course will enable students to be a better professional through effective communication.. Students will learn skills to present themselves in an effective manner while facing interviews or similar test for placements.

Course Contents:

- Basic Communication Skills
- Reasoning Ability
- Verbal Ability
- Personal Grooming
- Personality Development
- CV Writing Skills
- Interview Techniques

Methods of Instruction

- Lecture
- Class discussion
- Role plays
- Guest speakers
- Written assignments
- Videos

Certification :

The college needs to provide ‘Course Completion Certificate’ to every student who completes the course successfully. The certificate must contain the grade obtained by the student in the examination.

Course No. 3 – Gender Sensitivity

Objectives of the course:

The course is designed to sensitize the students regarding the issues of gender and the gender inequalities prevalent in society. It aims at raising and developing social consciousness among the students. Students are expected to initiate the gender perspective in all the issues of their daily life. The course will develop capacity building among the students to enable them to engage in policy decisions to remove gender biases in all fields of life in the process of gender equality for nation building.

Course Contents:

1. Gender Inequality and its Impact on Men and Women

- a. Understanding the Notion of Citizenship
- b. Violation of Women's Rights as Citizens and Individuals
- c. Nature of Gender Inequalities
- d. Access to and Control over Resources and Positions of Power

2. Understanding patriarchy

- a. Biological Sex and Socially Constructed Gender
- b. Femininity and Masculinity,
- c. Gender Stereotypes and their Impact; Breaking the Stereotypes
- d. Gender Equality as Liberation of Men as well as Women

3. Contributing to Prevention of Sexual Harassment

- a. What is and is not Sexual Harassment
- b. Legal Provisions about prevention of Sexual Harassment
- c. Preconditions for Effective Working of Sexual Harassment Complaints Committees
- d. Role of men in prevention of sexual harassment at workplace
- e. Gender sensitive language, work culture and workplace

Methods of Instruction

- Lecture
- Class discussion
- Role plays
- Guest speakers
- Written assignments
- Videos

Certification :

The college needs to provide 'Course Completion Certificate' to every student who completes the course successfully. The certificate must contain the grade obtained by the student in the examination.

Course No. 4 – Intellectual Property Rights Laws

Objectives of the course:

The course is designed to create awareness about the laws relating to intellectual property rights. It aims at providing knowledge about the framework of intellectual property rights. Students will be able to understand various types of intellectual properties, its implications and significance. The case studies will help students understand practical side of intellectual property rights laws.

Course Contents ;-

- Intellectual Property Rights in India: Overview,
- Patents, Copyrights, Related Rights, Trademarks, Geographical Indications, Industrial Designs, New Patent Varieties, Unfair Competition
- Basic knowledge on the various branches of Intellectual Property Law
- holistic understanding of the legalities of Intellectual Property Rights
- Contemporary issues in Intellectual Property Laws
- Filings for Intellectual Property registration
- Steps of development of Intellectual Property

Methods of Instruction

- Lecture
- Class discussion
- Role plays
- Guest speakers
- Written assignments
- Videos

Certification :

The college needs to provide ‘Course Completion Certificate’ to every student who completes the course successfully. The certificate must contain the grade obtained by the student in the examination.

Course No. 5 – Value Education

Objectives of the course:

The course is designed to inculcate the values which are an utmost need of the hour to overcome various challenges. The students will learn to adopt and implement the suitable values at appropriate time, understand various challenges in value adoption in this contemporary world, use the 'Reflection method' to explore values from inside out.

The course is expected to acquaint students with the core values such as physical, mental and spiritual aspects of personality, developing respect for the dignity of individual and the society, inculcation of spirit of patriotism and national integrity and developing tolerance towards understanding of different religious faiths as well. The course will help students to be a better human being and a strong pillar of society.

Course Contents ;-

1. Values for excellence in life :

Developing Values, Personal Values, Family Values, Professional Values.

2. Life Skills :

Motivational Skills, Communication Skills, Life style modification, Accessibility and Addiction, Environmental Awareness.

3. Spiritual Education :

Different schools of meditation, exploring the self, universal concept of the supreme, changing the belief system, Self Esteem, Stress free living.

Methods of Instruction

- Lecture
- Class discussion
- Role plays
- Guest speakers
- Written assignments
- Videos

Certification :

The college needs to provide 'Course Completion Certificate' to every student who completes the course successfully. The certificate must contain the grade obtained by the student in the examination.
