



**Anekant Education Society's
Tuljaram Chaturchand College of Arts, Science & Commerce, Baramati
(Autonomous)
Department of B.Voc Retail Management**

Date: 13th April, 2023

To,
The Principal,
Tuljaram Chaturchand College of Arts, Science and Commerce,
Baramati,

Subject: Request to approve the syllabus of S.Y. B.Voc Retail Management.

Respected Sir,

With reference to the above-mentioned subject, I would like to request you to approve the syllabus of various subjects under Retail Management. The meeting of the Board of Studies, B.Voc Retail Management was held on Saturday, 08th April, 2023 at 11.30 am to design and frame the syllabus of Second Year (SEM-III). In the meeting all the members thoroughly discussed the each content and finalized the syllabus of S.Y. B.Voc (SEM-III) Retail Management.

I therefore request you to approve the syllabus of Retail Management.

Thank you.

Prof. Mahesh S. Phule
Chairman, Board of Studies,
B.Voc Retail Management

Dr. AS Jyoti
15/4/23

Rm

NOTICE

Gen No. 17

Date: 03/04/2023

This is to inform to all the members of Board of Studies (B. Voc Retail Management) that the third meeting is scheduled on Saturday, 08th April, 2023 at 11.30 am at Department of Retail Management. The agenda of the meeting is as follows:

Agenda of the Meeting

1. To design the syllabus of S.Y.B.Voc RM SEM-III
2. To suggest methodologies for innovative teaching and evaluation techniques.
3. Any other matter with the permission of the chair.

[Handwritten Signature]

**Chairman
Board of Studies**



[Handwritten Signature]
Principal



**Anekant Education Society's
Tuljaram Chaturchand College of Arts, Science & Commerce, Baramati
Department of B.Voc Retail Management**

Board of Studies Meeting Attendance

Date: 08th April, 2023

The meeting was held on Saturday, 08th April, 2023 at 11.30 am to design and framework the syllabus under the Board of Studies, S.Y.B.Voc SEM-III Retail Management. The following members were present for the meeting.

Sr. No.	Name of the BoS members	Signature
1	Mr.. M.S. Phule	
2	Ms. Amruta Bapat	
3	Mr. Sudhir Taware	
4	Dr. Kishor Lipare	
5	Dr. Maruti Kumbhar	
6	Dr. Nandkumar Kadam	
7	Mr. Atul Salagare	
8	Mr. Akshay Shah	Ab

**Prof. Mahesh S. Phule
Chairman, Board of Studies,
B.Voc Retail Management**



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Resolutions Passed in the Board of Studies Meeting

Date: 08th April 2023

The meeting was held on Saturday 08th April 2023 at 11.30 am to design and frame the syllabus under the Board of Studies, Retail Management. The following resolutions were passed in the meeting with majority.

1. In the first session we discussed the marking scheme for practical and internship.
2. After the discussion it was resolved that the syllabus and the framework should be accepted after making necessary modifications in the syllabus and also adding some practical oriented decisions.
3. After the discussion it was also resolved that this syllabus need some corrections in Personality development, Principles of marketing, Business Accounting.
4. After the discussion it was resolved that over all 30 credits should be considered for each semester as per UGC.

**Prof. Mahesh S. Phule
Chairman, Board of Studies,
B.Voc Retail Management**

Minutes of the Meeting

Date: 08th April, 2023

The meeting of Board of Studies in B. Voc. Retail Management members was scheduled on 08th April, 2023 at 11.30 am to discuss and decide the various issues as mentioned in the agenda.

Prof. Mahesh Phule, Co-Coordinator of Retail management presided the meeting. As a chairman of the meeting Prof. Mahesh Phule welcome all the members and briefed about the purpose of the Board of Studies Meeting to the members present were there in short explained the agenda to be discussed in the meeting. He also discussed about the importance of the meeting of the board. All the board members discussed agenda of the meeting as per the sequence and gave their valuable suggestions. The proceeding of the meeting is given below:

1. Prof. Mahesh Phule proposed the subject of syllabus and academic framework of the B. Voc Retail Management for first year. The entire member discussed the syllabus of various subjects of Semester III for the academic year 2023-24. The members of the meeting discussed all the subjects' one by one in thorough manner and provided their valuable suggestions wherever required.
 - a) Mr. Atul Salgare gave valuable suggestions to necessary changes in the subject of Business Accounting by adding accounting standards component in this subject.
 - b) Prof. Dr. Nandkumar Kadam sir has suggested in Business Accounting subject replaces some points like filling of cheques with deposit withdrawals.
 - c) Prof. Dr. Maruti Kumbhar has suggested adding Group Discussion topic in Personality development subject.
 - d) Prof. Dr. Kishor Lipare suggested that Mobile Marketing component should be included in Principles of marketing.
 - e) Prof. Sudhir Taware discussed Network Marketing-I & II should be included in syllabus framework.
 - f) Prof. A.G. Bapat has supported us by valuable suggestions. After the discussion it was agreed that the syllabus and the framework should be accepted after making necessary modifications in the syllabus.

2. Prof. Mahesh Phule also proposed the subject of design and credit system allotment for the Second Year (Sem. III) B. Voc. Retail Management. He also explained to the members of the

meeting the about the guidelines of the UGC for the design and credits to be taken. All the committee members discussed the subject in the meeting and gave their opinions about it.

After the discussion it was resolved that over all 30 credits should be considered for each semester (i.e., General Components: 12 Credits and Skilling Components: 12 Credits).

3. Syllabus satisfaction survey was conducted and students suggested that in internship subject we must target oriented task so we can meet company's expectations.

4. As there was not any other issue, so the meeting was concluded by vote of thanks given by Mrs. Amruta Bapat.



Prof. Mahesh S. Phule
Chairman,
BOS, Retail Management



Coordinator
Internal Quality Assurance Cell
Tuljaram Chaturchand College of
Arts, Science and Commerce,
Baramati (Pune)-413102



Principal
Tuljaram Chaturchand College
Baramati



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Programme Outcomes [POs] for B. Voc. Retail Management Programme

Knowledge outcome

PO1:	Describe retailing, the entities involved, and the impact of decisions on a retail business.
PO2:	Analyze the evolution of the retail industry.
PO3:	Explain the concept of strategic planning within the retail management decision process.
PO4:	Recognize career opportunities available in the retail businesses.
PO5:	List the classification characteristics of various types of retailers by ownership.

Skills Outcomes

PO1:	Identify the various models of buying processes.
PO2:	Examine the objectives for analyzing the customer database.
PO3:	Identify the important aspects of merchandise planning and management.
PO4:	Outline the considerations taken by retailers when buying merchandise.
PO5:	Describe the process of conceiving, producing, and selling fashion products for instore and on-line retailing.

Global Outcomes

PO1:	To create trained manpower in accordance with global perspective also update & motivate students in their pursuit of knowledge and to breed confidence into the students
PO2:	To provide intensive curricular programs through teaching, learning & innovation that reflects the institute's mission of open-door policy to give equal opportunity to educate them. Students are acquiring knowledge for strong communication skill, leadership, Entrepreneurship relevant to make good citizen



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Department of B.Voc Retail Management**

**Autonomous
Course Structure for B.Voc Retail Management**

Semester	Paper Code	Subject Name	No. of Credits
	General Component		
I	UBRM111	Business Communication -I	4
	UBRM112	Principles of Management-I	4
	UBRM113	Managerial Economics	4
	Skill Component		
	UBRM114	Introduction to Retailing	6
	UBRM115	Retail Sales Management	6
	General Component		
II	UBRM121	Business Communication Skills-II	4
	UBRM122	Principles of Management-II	4
	UBRM123	Legal Aspects of Business	4
	Skill Component		
	UBRM124	Fundamental of Computer	6
	UBRM125	Retail Management-I	6
	UBRM126	Retail Sales Management-II	6

Semester	Paper Code	Subject Name	No. of Credits
	General Component		
III	UBRM231	Business Accounting	4
	UBRM232	Retail Banking - I	4
	UBRM233	Principles of Marketing	4
	Skill Component		
	UBRM234	Internship	6
	UBRM235	Retail Store Operations-I	6
	UBRM236	Store Layout and Design	6
	General Component		
IV	UBRM241	Basics of Cost Accounting	4
	UBRM242	Retail Banking-II	4
	UBRM243	Principles of Finance	4
	Skill Component		
	UBRM244	Internship	6
	UBRM245	Retail Store Operations-II	6
	UBRM246	Service Marketing	6

Semester	Paper Code	Subject Name	No. of Credits
	General Component		
V	UBRM351	Marketing Research	4
	UBRM352	Bank Finance	4
	UBRM353	Human Resource Management	4
	Skill Component		
	UBRM354	Internship	6
	UBRM355	Material & Logistics Management	6
	UBRM356	Retail Store Operation-III	6
	General Component		
VI	UBRM361	Marketing Management	4
	UBRM362	Retail Financial Services	4
	UBRM363	Entrepreneurship Development	4
	Skill Component		
	UBRM364	Internship	6
	UBRM365	E-Commerce & Digital Marketing	6
	UBRM366	Retail Store Operation-IV	6

