

Board of Studies

Meeting No. 5

Department: B.Voc. in Sales and Marketing Management

Day: Tuesday

Date: 27th March, 2023

Time: 11.30 am

Mode: Online Google Meet Platform

Minutes

Item 2.01: Dr. Archana Prabhudesai, Coordinator, welcomed the BOS members. Minutes of the previous meeting and Actions Taken Report (ATR) thereon were read out and approved unanimously. Members were informed about the proposed changes to be made in the syllabus at F.Y level of B.Voc as per NEP 2020 and syllabus of 2 Years full time PG Course of Master of Vocation (M.Voc.) was discussed. The structure of programme for F.Y. B.Voc and M.Voc was discussed as well. Discussion was also conducted on Bridge Courses and Add-on Courses and all valuable inputs from BOS members were noted. The meeting was concluded with a formal vote of thanks.

COMPOSITION OF BOARD OF STUDIES IN B.VOC. SALES AND MARKETING MANAGEMENT

Sr No	Name	Designation
1.	Dr. Archana K. Prabhudesai	Chairperson
2.	Asst Prof. Kadambari Khairnar	Member
3.	Asst. prof. Sayali Raje	Member
4.	Asst Prof. Rohit Bapat	Member
5.	Asst Prof Jiana Harchandani	Member
6.	Prof. Vikas Raut Vikas College, Vikroli	Member –Vice Chancellor Nominee
7.	Dr. Pramila Patil Department of Commerce SNDT, Womens University	Member -Subject Expert from outside the Parent University

8.	Dr. Navin Punjabi H.R. College, Churchgate	Member -Subject Expert from outside the Parent University
9.	Mrs. Medha Bhangaonkar Director, Phoenix Hygiene Interiors	Member -Industry Representative

Item 2.02: The Minutes and Action Taken Report (ATR) of the previous Meeting were read and confirmed.

Action Taken Report (ATR)

For the 3rd BoS Meeting held on Friday, 29th July, 2022

Issues/Recommendations	Action Taken
Change in Course Outcomes of Retail Management	Necessary changes were made in the outcomes
Addition in GST:- Suggested to add MEP introductory part i.e Mechanical (Piecemeal) with the consideration of ABC and Credit Points	Additions were made in the syllabus as per suggested
Clarification about credit points in Internship should be mentioned Suggested calculation of credits for M.Voc	Credit points were mentioned for the Industry Internship. Credits were allotted as per NEP 2020
Addition in International Market:- International Culture – Cultural aspect in doing Business Geer Hofstede's Cultural aspect and 6 dimensions of doing business Unit 4 to be brought ahead – reason Entry barrier	Additions were made to the syllabus of International Marketing

Item 2.03: The syllabus of First Year level (UG) as per NEP 2020 was presented Semester wise.

Following were the changes and suggestions proposed by the members after discussion:

Sr. No.	Name of the Member	Changes/Suggestions
1.	Dr. Pramila Patil	-
2.	Ms. Medha Bhangaonkar	It was suggested to put more emphasis on Industry Internship.
3.	Prof. Vikas Raut	It was suggested to go as per the structure given in NEP 2020
4.	Dr. Navin Punjabi	-

Item 2.04: Structure of 2 Years full time PG Course of Master in Vocation (M.Voc.) was presented before the BOS members (suggested by University of Mumbai)

Item 2.05: As per the institutional NEP structure new courses were added. Its syllabus was presented to BOS members. All BOS members gave their consent for introduction of new courses.

Few existing subjects at FY level need to be brought down at 2 credits from 4 credits. This was discussed and presented to BOS members. They agreed with these changes.

Item 2.06: Examination pattern decide at college level was displayed to BHOS members. All BOS members gave their consent for the same.

Item 2.07: Vote of Thanks was proposed by Dr. (Mrs.) Archana Kedar Prabhudesai, the Head of Department of B.Voc. in Sales and Marketing Management

Chairperson and

Head of the Department:

Dr. (Mrs.) Archana Kedar Prabhudesai

AKP
6/7/23

Approved by the Principal:

[Signature]
Dr. (Mrs.) Suchitra Naik

Day and Date of Approval

6/7/23