

**ANNEXURE – A**

**SSN COLLEGE OF ENGINEERING, KALAVAKKAM - 603110**  
**(Autonomous Institution Affiliated to Anna University Chennai)**

**REGULATIONS 2021**  
**CHOICE BASED CREDIT SYSTEM**  
**Master in Business Administration**  
**CURRICULA AND SYLLABI**

**SEMESTER I**

<b>S.No</b>	<b>CODE NO</b>	<b>COURSE TITLE</b>		<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
1		Principles of Management	FC	2	0	0	2
2		Organizational Behaviour	FC	3	0	0	3
3		Economic Analysis for Business	FC	3	0	0	3
4		Accounting for Management	FC	3	0	0	3
5		Statistics for Managerial Decisions	FC	4	0	0	4
6		Legal Aspects for Business	FC	3	0	0	3
7		Information Management	FC	3	0	0	3
8		Data Analysis and Modelling	FC	0	0	2	1
9		Business Communication*	EEC	0	0	2	1
10		Seminar I*	EEC	0	0	2	1
<b>TOTAL</b>				<b>21</b>	<b>0</b>	<b>6</b>	<b>24</b>

\* No end semester exam. Only continuous evaluation.

**SEMESTER II**

<b>S.No</b>	<b>CODE NO</b>	<b>COURSE TITLE</b>		<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
1		Applied Operations Research	PC	3	0	1	4
2		Human Resource Management	PC	3	0	0	3
3		Financial Management	PC	3	0	0	3
4		Operations Management	PC	3	0	0	3
5		Marketing Management	PC	3	0	0	3
6		Business Research Methods	PC	3	0	0	3
7		Introduction to Business Analytics	PC	3	0	0	3
8		Cross-functional Elective	PE	3	0	0	3
9		Data Analysis and Visualization	FC	0	0	2	1
10		Seminar II*	EEC	0	0	2	1
<b>TOTAL</b>				<b>24</b>	<b>0</b>	<b>5</b>	<b>27</b>

\* No end semester exam. Only continuous evaluation.

**SEMESTER III**

S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Strategic Management	PC	3	0	0	3
2		Elective 1 - Specialization 1	PE	3	0	0	3
3		Elective 2 - Specialization 1	PE	3	0	0	3
4		Elective 3 - Specialization 1	PE	3	0	0	3
5		Elective 4 - Specialization 2	PE	3	0	0	3
6		Elective 5 - Specialization 2	PE	3	0	0	3
7		Elective 6 - Specialization 2	PE	3	0	0	3
8		Summer Internship	EEC	0	0	2	4
<b>TOTAL</b>				<b>21</b>	<b>0</b>	<b>2</b>	<b>25</b>

**SEMESTER IV**

S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Elective 7 - Specialization 1	PE	3	0	0	3
2		Elective 8 - Specialization 2	PE	3	0	0	3
3		Final Semester Project	EEC	0	0	0	12
<b>TOTAL</b>				<b>6</b>	<b>0</b>	<b>0</b>	<b>18</b>

**TOTAL NO. OF CREDITS: 94****ELECTIVES**

<b>CROSS-FUNCTIONAL ELECTIVES</b>							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Business Ethics and Corporate Governance	PE	3	0	0	3
2		Entrepreneurship Development	PE	3	0	0	3
3		Business Analysis	PE	3	0	0	3
4		Sustainable Development	PE	3	0	0	3

<b>SPECIALIZATION – MARKETING</b>							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Advertising and Public Relations	PE	3	0	0	3
2		Consumer Behaviour	PE	3	0	0	3
3		Customer Relationship Management	PE	3	0	0	3
4		Sales and Distribution Management	PE	3	0	0	3
5		Services Marketing	PE	3	0	0	3
6		Strategic Brand Management	PE	3	0	0	3
7		International Marketing	PE	3	0	0	3
8		Retail Management	PE	3	0	0	3

SPECIALIZATION – FINANCE							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Banking Services Management	PE	3	0	0	3
2		Corporate Finance	PE	3	0	0	3
3		Financial Statement Analysis	PE	3	0	0	3
4		Financial Services	PE	3	0	0	3
5		Security and Portfolio Management	PE	3	0	0	3

SPECIALIZATION - HUMAN RESOURCE MANAGEMENT							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Industrial Relations and Labor Laws	PE	3	0	0	3
2		Organizational Theory, Design and Development	PE	3	0	0	3
3		Strategic Human Resource Management	PE	3	0	0	3
4		Performance Management	PE	3	0	0	3
5		Compensation & Benefits	PE	3	0	0	3
6		International Human Resource Management	PE	3	0	0	3
7		Training and Development	PE	3	0	0	3

SPECIALIZATION – OPERATIONS							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1		Supply Chain and Logistics Management	PE	3	0	0	3
2		Total Quality Management	PE	3	0	0	3
3		Services Operations Management	PE	3	0	0	3
4		Project Management	PE	3	0	0	3
5		Materials Management	PE	3	0	0	3

SPECIALIZATION - BUSINESS ANALYTICS							
S.No	CODE NO	COURSE TITLE		L	T	P	C
1							
2							
3							
4							
5							
6							

## PROGRAM OUTCOMES

- PO1** Demonstrate a familiarity and understanding of principles and concepts in management.
- PO2** Demonstrate knowledge of contemporary issues that have an impact on the business and industry.
- PO3** Apply the relevant knowledge gained to read situations, analyze and solve business problems.
- PO4** Ability to communicate effectively, to achieve organizational and individual goals.
- PO5** Work in teams of diverse people to meet organizational goals.
- PO6** Demonstrate leadership skills appropriate for managerial roles in organizations.
- PO7** Identify and appreciate the ethical issues in management decision area.
- PO8** Ability to pursue lifelong learning.

	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
S E M E S T E R  I	Principles of Management	✓	✓	✓	✓				✓
	Organizational Behaviour	✓	✓	✓	✓			✓	✓
	Economic Analysis for Business	✓	✓	✓	✓			✓	✓
	Accounting for Management	✓		✓	✓				✓
	Statistics for Managerial Decisions	✓	✓	✓	✓				✓
	Legal Aspects for Business	✓		✓	✓			✓	✓
	Information Management	✓	✓	✓	✓	✓	✓	✓	✓
	Data Analysis and Modelling	✓		✓	✓				✓
	Business Communication*	✓			✓	✓	✓		✓
	Seminar I*	✓		✓	✓	✓	✓		✓

S E M E S T E R  II	Applied Operations Research	✓	✓	✓	✓				✓
	Human Resource Management	✓	✓	✓	✓	✓	✓	✓	✓
	Financial Management	✓	✓	✓	✓				✓
	Operations Management	✓	✓	✓	✓			✓	✓
	Marketing Management	✓	✓	✓	✓	✓	✓	✓	✓
	Business Research Methods	✓	✓	✓	✓	✓	✓	✓	✓
	Introduction to Business Analytics	✓		✓	✓				✓
	Cross-functional Elective	*Shown in table separately							
	Data Analysis and Visualization	✓	✓	✓	✓				✓
	Seminar II*	✓	✓	✓	✓	✓	✓		✓

S E M E S T E R  III	Strategic Management	✓	✓	✓	✓	✓	✓	✓	✓
	Elective 1 - Specialization 1	*Shown in table separately							
	Elective 2 - Specialization 1								
	Elective 3 - Specialization 1								
	Elective 1 - Specialization 2								
	Elective 2 - Specialization 2								
	Elective 3 - Specialization 2								
	Summer Internship	✓	✓	✓	✓	✓	✓	✓	✓

SE ME ST ER  IV	Elective 4 - Specialization 1	*Shown in table separately							
	Elective 4 - Specialization 2								
	Final Semester Project	✓	✓	✓	✓				✓

### CROSS-FUNCTIONAL ELECTIVES

S. NO	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
1	Business Ethics and Corporate Governance	✓	✓	✓	✓			✓	✓
2	Entrepreneurship Development	✓	✓	✓	✓	✓	✓		✓
3	Business Analysis	✓		✓	✓				✓
4	Sustainable Development	✓	✓	✓	✓				✓

### SPECIALIZATION - MARKETING

S. NO	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
1	Advertising and Public Relations	✓	✓	✓	✓			✓	✓
2	Consumer Behaviour	✓	✓	✓	✓				✓
3	Customer Relationship Management	✓	✓	✓	✓				✓
4	Sales and Distribution Management	✓	✓	✓	✓	✓	✓		✓
5	Services Marketing	✓	✓	✓	✓	✓	✓		✓
6	Strategic Brand Management	✓	✓	✓	✓	✓	✓		✓
7	International Marketing	✓	✓	✓	✓	✓			✓
8	Retail Management	✓	✓	✓	✓	✓			✓

### SPECIALIZATION – FINANCE

S. NO	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
1	Banking Services Management	✓	✓	✓	✓	✓	✓		✓
2	Corporate Finance	✓		✓	✓				✓
3	Financial Statement Analysis	✓	✓	✓	✓				✓
4	Financial Services	✓	✓	✓	✓			✓	✓
5	Security and Portfolio Management	✓	✓	✓	✓			✓	✓

### SPECIALIZATION – HR

S. NO	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
1	Industrial Relations and Labor Laws	✓	✓	✓	✓			✓	✓
2	Organizational Theory, Design and Development	✓	✓	✓	✓			✓	✓
3	Strategic Human Resource Management	✓	✓	✓	✓			✓	✓
4	Performance Management	✓	✓	✓	✓			✓	✓
5	Compensation & Benefits	✓	✓	✓	✓				✓
6	International Human Resource Management	✓	✓	✓	✓		✓	✓	✓
7	Training and Development	✓	✓	✓	✓				✓

### SPECIALIZATION - OPERATIONS

S. NO	COURSE TITLE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
1	Supply Chain and Logistics Management	✓	✓	✓	✓	✓		✓	✓
2	Total Quality Management	✓	✓	✓	✓	✓			✓
3	Services Operations Management	✓	✓	✓	✓	✓	✓		✓
4	Project Management	✓	✓	✓	✓	✓			✓
5	Materials Management	✓	✓	✓	✓				✓

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>PRINCIPLES OF MANAGEMENT</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the evolution of management, theories and managerial functions and role of managers.
<b>CO 2</b>	Describe how the managerial tasks of planning, organizing, directing and controlling can be applied in a variety of circumstances.
<b>CO 3</b>	Appreciate the use of qualitative and quantitative techniques in different functions of management.

### **UNIT -1 INTRODUCTION**

**6**

Introduction to Management - Nature and Significance of Management – Science or Art - Managerial roles - Mintzberg - An overview of functional areas of Management – Levels – Process - Managerial skill - Evolution of Management Thought - Classical School of Thought (Contributions of Taylor and Fayol) – Neo-classical School – Human Relations Approach (Hawthorne Experiments) and Behavioural Science Approach (brief outline) – Modern Management Theory - Quantitative Approach, Systems Approach and Contingency Approach.

### **UNIT -2 PLANNING**

**6**

Nature and Purpose – Steps in Planning process – Vision – Mission – Objectives – Managing by Objective (MBO) - Strategies, Policies and Procedures – Forecasting - Planning Tools and Techniques –Decision Making - Decision Making steps and process –Types of Decision Making –Decision Making Styles – Group Decision Making and its techniques.

### **UNIT -3 ORGANIZING**

**6**

Nature and purpose – Formal and Informal organization – Organization Chart – Organization Structure – Types – Line and Staff authority – Project & Matrix Structure –Committees - Centralization & Decentralization - Departmentalization – Delegation of authority –Span of Control – Factors affecting span - Cases



**UNIT -4 STAFFING & DIRECTING****5**

Staffing – Selection and Recruitment – Career development – Training – Performance Appraisal. Directing – Meaning – Definition – Principles of Directing – Nature & Importance of Directing – Communication – Process of Communication – Barrier in Communication – Effective Communication.

**UNIT -5 CONTROLLING****5**

Process of Controlling – Types of Control - Budgetary and Non-budgetary control techniques –Purchase control - Process control – Cost control - Quality control& tools –Inventory control.

**TOTAL SESSIONS: 28****TEXT BOOKS:**

1. Andrew J. Dubrin, Essentials of Management, 9<sup>th</sup> Edition, Thomson Southwestern, 2012.
2. Tripathi, P.C & Reddy, P.N, Principles of Management, 5<sup>th</sup> Edition, Tata McGraw Hill, 2010.

**REFERENCE BOOKS:**

1. Harold Koontz, and Heinz Weihrich, Essentials of Management, An International and Leadership Perspective, 9th Edition, McGraw Hill, 2013.
2. Charles W.L Hill and Steven L McShane, 'Principles of Management, Special Indian Edition, McGraw Hill Education, 2007.
3. Samuel C. Certo and Tervis Certo, Modern management: concepts and skills, 12th Edition, Pearson education, 2012.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	1		2				3
<b>CO2</b>	3	1	2	2				3
<b>CO3</b>	3	2		2				3

COURSE CODE	COURSE TITLE	L	T	P	C
	<b>ORGANIZATIONAL BEHAVIOUR</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## LEARNING OUTCOMES

<b>CO 1</b>	Explain the basic organizational behavior concepts and principles, and analyze their influences in the workplace.
<b>CO 2</b>	Analyze and explain individual human behavior in the workplace and the factors that influence them.
<b>CO 3</b>	Discuss the factors that influence group behavior such as group cohesiveness, communication, conflict, leadership, power and politics.
<b>CO 4</b>	Portray how Organizational Culture, Climate, Change & Development can have influence on organizational effectiveness.
<b>CO 5</b>	Analyze a given situation and identify causes for the situation and recommend alternate courses of action.

## UNIT -1 INTRODUCTION

**5**

Definition - need and importance of organizational behaviour – Nature and Scope – Workforce Diversity and its impacts– Contributing disciplines to OB - Organizational behaviour models – Framework.

## UNIT – 2 INDIVIDUAL BEHAVIOUR (1)

**8**

Individual Behaviour – Individual Similarities and Differences - Personality – Types – Factors influencing personality – Personality Development – Theories of Personality- Emotions - Emotional Intelligence – Theories- Perceptions – Importance –Process of Perception - Factors influencing perception – Attribution Theory & Applications.

## UNIT – 3 INDIVIDUAL BEHAVIOUR (2)

**10**

Learning – Types of learners – The learning process – Learning theories – Misbehaviour and Organizational behaviour modification - Types – Management Intervention - Attitudes – Characteristics – Components – Formation – Measurement – Values-Job satisfaction – Determinants – Measurements – Influence on behaviour - Motivation – Importance – Theories of Motivation – Applications of Motivation – Effects on work behaviour

**UNIT – 4 GROUP BEHAVIOUR****10**

Group structure – Formation – Groups in organizations – Influence – Group dynamics – Group decision making techniques - Team building – Conflicts – Levels of Conflicts – Resolving Conflicts – Conflict Management Styles - Meaning – Importance – Leadership styles – Theories - Leaders Vs Managers - Power - Sources of power – Power and Politics

**UNIT – 5 DYNAMICS OF ORGANIZATIONAL BEHAVIOUR****9**

Organizational culture and climate – Factors affecting Organizational Climate – Importance - Organizational Change – Importance – Stability Vs Change – Proactive Vs Reaction Change – The change process – Resistance to Change – Managing Change - Organizational Development - Characteristics – Objectives – Stress – Work Stressors – Prevention and Management of Stress.

**TOTAL SESSIONS: 42****TEXT BOOK:**

1. Stephen P. Robins, Organisational Behavior, 17<sup>th</sup> Edition, PHI Learning / Pearson Education, (Global edition), 2016.

**REFERENCE BOOKS:**

1. Aswathappa. K, Organizational Behaviour, 12th Edition, Himalaya Publishing House, 2016.
2. Fred Luthans, Organisational Behavior, 12th Edition, McGraw Hill, 2014.
3. Udai Pareek, Understanding Organisational Behaviour, 3<sup>rd</sup> Edition, Oxford Higher Education, 2011.
4. Margie Parikh, Rajen Gupta, Organizational Behaviour, 1st Edition, McGraw Hill, 2010

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	2			2	3
<b>CO2</b>	3		3	2				3
<b>CO3</b>	3		3	2				3
<b>CO4</b>	3		3	2				3
<b>CO5</b>	3		3	2				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>ECONOMIC ANALYSIS FOR BUSINESS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	To have a broader understanding of principles relating to micro and macroeconomics
<b>CO 2</b>	Familiarity with the application of these principles in business

### **UNIT – 1 INTRODUCTION**

**4**

Introduction – Definition of Economics - Micro and Macro Economics - Basic Economic Concepts: Scarcity, Choices, and Opportunity Cost –Basic Economic Problems: What to Produce, How to Produce, For Whom to Produce – Production Possibilities Curve - Economic Systems and characteristics - Environmental Economics.

### **UNIT – 2 CONSUMER & PRODUCER BEHAVIOUR**

**10**

Demand and Supply: Law of Demand – Determinants of Demand – Elasticity of Demand – Law of Supply – Determinants of Supply – Change in Quantity Supplied – Exceptional Supply.

Market Equilibrium: Equilibrium Price and Output – Consumer Surplus, Producer Surplus and Market Efficiency – Government Intervention in the Market – Market Failure.

Consumer Behaviour: Law of Diminishing Marginal Utility – Law of Equi-marginal Utility – Indifference Curves – Income Effect, Price Effect and Substitution Effect.

Producer Behaviour: Production Function – Returns to Scale - Marginal Rate of Technical Substitution – Cost of Production – Cost Concepts and cost curves –Economies and Diseconomies of Scale

### **UNIT – 3 PRODUCT AND FACTOR MARKET**

**10**

Market Structures: Perfect Competition, Monopoly, Monopolistic Competition, Oligopoly – Characteristics –Comparison between Perfect Competition and Monopoly – Price fixation under different market structures.

Factor Market: Introduction – Theory of Marginal Productivity – Determination of Equilibrium Price of a Factor – Determination of Wages, Rent and Interest.

**UNIT – 4 PERFORMANCE OF ECONOMY****10**

Macroeconomic Goals – Components of Macro Economy – Circular Flow Diagram & Equilibrium of Four Sector Economy – Aggregate Demand and Aggregate Supply – Measures of Economic Activity – Methods of Measuring National Income - Uses – Difficulties – Real Income, Per Capita Income and Growth Rate – National Income Equilibrium: Consumption and Savings – Investment Theory – Multiplier Concept.

**UNIT – 5 MACRO ECONOMIC PROBLEMS & ROLE OF MONEY****8**

Role of Government – Economic Functions of Government – Types of Budget – Government Revenue – Government Expenditure – Public Debt – Government Policy – Fiscal Policy – Monetary Policy – Impact of Fiscal and Monetary Policy.

Macroeconomic Problems: Business Cycle: Characteristics, Phases – Unemployment: Types, Impact, Measures – Inflation: Calculation, Causes, Effects, Measures to Control Inflation - Price Indices CPI – Money & Banking – International Economics.

**TOTAL SESSIONS: 42****TEXT BOOK:**

1. Deviga Vengedasalam, Karunakaran Madhavan, Principles of Economics, 3rd Edition, Oxford, 2013.

**REFERENCE BOOKS:**

1. Paul A. Samuelson, William D. Nordhaus, Sudip Chaudhuri and Anindya Sen, Economics, 19th edition, Tata McGraw Hill, New Delhi, 2010.
2. Geetika, Piyali Ghosh, Purba Roy Choudhury, Managerial Economics, 2nd Edition, McGraw Hill.
3. D.N. Dwivedi, Managerial Economics, 7th Edition, Vikas, 2011.
4. Debabrata Datta, Managerial Economic, PHI Learning Pvt. Ltd., 2017.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	2	2			2	2
<b>CO2</b>	3	2	2	2			2	2

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>ACCOUNTING FOR MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the accounting principles, concepts and the process leading to preparation of final accounts.
<b>CO 2</b>	Read, interpret and analyze the final statements of a corporate entity and carry out a comparison of companies.
<b>CO 3</b>	Explain the concepts of cost accounting and tools and their relevance to management decision making.
<b>CO 4</b>	Demonstrate an understanding of the budgeting process and draw up budgets based on information provided

#### **UNIT – 1 FUNDAMENTAL PRINCIPLES OF ACCOUNTING**

**8**

Basics of Accounting – Accounting Principles, Concepts and Conventions – Final Accounts

#### **UNIT – 2 CORPORATE ACCOUNTS**

**8**

Types of capital - Final Accounts of Companies – Distinction between the financial statements of firms and corporates

Uses, scope and limitations of financial statement analysis – Precautions in comparison – Comparative analysis – Common Size analysis – Trend analysis

#### **UNIT – 3 FINANCIAL PERFORMANCE ANALYSIS**

**10**

Ratio Analysis – meaning and definitions – objectives – limitations – Classification of Ratios  
Cash flow - Meaning and definition – Cash from Operation, Investment and Financing Activities – Objectives – Advantages – Limitations – Procedure for preparing Cash Flow statement (AS-3).

#### **UNIT – 4 COST AND MANAGEMENT ACCOUNTING**

**10**

Definitions – Objectives – Advantages and Limitations of Cost Accounting – Classification of Costs; Cost Unit, Cost Centre – Cost Sheet Preparation – Manufacturing Cost Statement – ABC costing, Job costing, Marginal costing – Applications in decision making - Standard costing.

**UNIT – 5 FINANCIAL PLANNING AND CONTROL****6**

Meaning of Budget – Characteristics – Essentials of Budget – Advantages and Limitations – Classification of Budgets – Budget Preparation Process – Forecasting Methods - Performance Budget -Zero Based budgets -Budgetary Controls

**TOTAL SESSIONS: 42****TEXT BOOKS:**

1. Ashish K. Bhattacharya, Financial Accounting for Business Managers, 5th Edition, Prentice-Hall of India Pvt. Ltd., 2006
2. Needles, Powers and Crosson, Financial and Managerial Accounting, 9th Edition, Cengage Learning, 2015
3. T.S.Reddy & Y.Hariprasad Reddy, Financial Accounting & Management Accounting, 4th Edition, Margham Publications, 2008
4. R. Narayanaswamy, Financial Accounting- A Managerial Perspective, 5th Edition, Prentice-Hall of India Pvt. Ltd., 2002

**REFERENCE BOOKS:**

1. Robert N. Anthony, David F. Hawkins, Kenneth A. Merchant, Accounting Text & Cases, 13th Edition, Tata Mc Graw Hill Publishing Co. Ltd., 2003
2. Horngren, Sundem, Elliott, Introduction to Financial Accounting, 11th Edition, Pearson Education, 2005
3. Ambrish Gupta, Financial Accounting for Management, 5th Edition, Pearson Education, 2005

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		2	1				3
<b>CO2</b>	3		2	1				3
<b>CO3</b>	3		2	1				3
<b>CO4</b>	3		2	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>STATISTICS FOR MANAGERIAL DECISIONS</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate and understanding of basic concepts in Statistics and its applications.
<b>CO 2</b>	Applying suitable statistical techniques and tools to solve business problems.
<b>CO3</b>	Make suitable recommendations based on results of statistical analysis.

## **UNIT -1 INTRODUCTION, DESCRIPTIVE STATISTICS AND PROBABILITY 11**

Introduction- Importance of Statistics –Importance of Statistics in Business Analysis – Population – Measures of scale - Descriptive Statistics – Measures of Central Tendency – Mean, Median and Mode – Measures of Dispersion – Range – Mean Deviation – Standard Deviation and Variance - Introduction to probability - Conditional probability - independence of events - Baye's theorem and random variable

## **UNIT 2- PROBABILITY DISTRIBUTIONS & SAMPLING DISTRIBUTION 12**

Probability Distribution: Binomial Distribution, Poisson Distribution and Normal Distribution. - Sampling Distribution and Estimation: Sampling techniques- Sampling distribution of mean and proportion, application of central limit theorem – Estimation: Point and Interval estimates for population parameters of large sample and small samples, Determining the sample size.

## **UNIT 3- INFERENCE STATISTICS I- PARAMETRIC TEST 11**

Introduction to Parametric tests – Steps in Hypothesis testing- one sample test for mean and proportion- Independent sample for mean and proportion- Paired sample test- F- test for two sample standard deviation- One way ANOVA and Two Way ANOVA.

## **UNIT 4- INFERENCE STATISTICS II- NON-PARAMETRIC TESTS 12**

Introduction to Non parametric tests- Chi square test- Sign test (Single population and paired data)- Rank Sum test: Mann Whitney U test, Kruskal Wallis test- Kolmogorov Smirnov- One sample run test- Wilcoxon test.



## UNIT 5- PREDICTIVE STATISTICS

10

Simple Correlation: Karl pearsons' correlation – Spearman's Rank Correlation – Simple linear Regression: Estimation of Regression line using Method of Least Squares – Concept of Multiple regression.

**TOTAL SESSIONS: 56**

### TEXT BOOKS:

1. Richard I. Levin, David S. Rubin, Statistics for Management, 8th Edition, Pearson Education,,2020.
2. Ken Black, Business Statistics for contemporary decision making, 5th Edition, WileyIndia Edition, 201

### REFERENCE BOOKS:

1. Srivatsava TN and ShailajaRego, Statistics for Management, 3<sup>rd</sup> Edition, TataMcGraw Hill, 2019.
2. Anderson D.R., Sweeney D.J. and Williams T.A., Statistics for business and economics, 11<sup>th</sup> Edition, Thomson (South – Western) Asia, Singapore, 2011.
3. Dinesh Kumar U. Business Analytics, First Edition, Wiley.2017.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		2	1				3
CO2	3	2	2	1				3
CO3	3	2	2	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>LEGAL ASPECTS OF BUSINESS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate a basic understanding of laws that have an influence on business and what can be done and cannot be done within the legal framework.
<b>CO 2</b>	Appreciate the spirit behind the various laws that influence business.

### **UNIT -1 GENERAL PRINCIPLES OF LAW OF CONTRACTS**

**9**

Introduction – Definition of Contract - Formation of Contract –Essential Elements – offer, acceptance, consideration, capacity, free consent and legality of the object - Void contracts

Performance of Contracts – Offer to perform - Contracts which need not be performed, performance by whom, demand of performance by whom, time and place of performance  
– Breach of contract and its remedies

### **UNIT -2 SPECIAL CONTRACTS**

**9**

Sale of Goods - Types and Formation Contract of Sale -Conditions and Warranties - Transfer of Property –Performance of Sales Contracts – Lien - Rights of an unpaid seller  
-Auction Sales

Contract of Agency – Nature of Agency –Creation and Types of Agents - Rights and Duties of Principal and Agent – Termination of Agency

Negotiable Instruments Act 1881 - Nature and Requisites of Negotiable Instruments - Types of Negotiable Instruments - Liability of Parties - Defects in Negotiable Instruments  
- Holder in due course - Special rules for Cheques and Drafts - Discharge of Negotiable Instruments

### **UNIT-3 OTHER MISCELLANEOUS ACTS**

**8**

Consumer Protection Act–Definition of a Consumer - Consumer Rights - Unfair Trade Practices  
- Consumer Dispute Redressal Agencies. Competition Act 2002– Introduction, Definitions - Prohibition of Certain Agreements -Abuse of Dominant Position and

Regulation of Combinations- Competition Commission of India – Duties, Powers and Functions – IT Act– Digital Signature - Recognition of Electronic Documents - Formation of Contracts - Data Protection, Offences and Penalty, Cyber Crimes – what, reasons, cyber criminals, kinds of Cyber Crimes - Introduction to IPR– Copyrights, Trademarks, Patent Act.

#### **UNIT-4 LAWS PERTAINING TO BUSINESS ORGANIZATIONS**

**8**

- A. Nature and Types of Business Organizations - Partnership Firms, Limited Liability Partnerships.
- B. Partnership - Definition, formation, partnerships and other associations, duration, rights and duties of partners to one another, types of partners, reconstitution of partnership.
- C. Limited Liability Partnerships – Introduction, Incorporation of LLP, duties, rights and liabilities of partners, partnership vs. LLP.
- D. Companies Law (Act of 2013): Major Principles– Definition of Company, Characteristics, lifting the corporate veil, Company vs. Partnership, Kinds of companies. Formation of companies, Memorandum and Articles of Association, Prospectus, Directors -appointment, powers, duties and liabilities, Corporate Governance.

#### **UNIT-5 TAXATION**

**8**

Business Taxation - Assessment year, previous year, assessee, residential status, business, capital assets, company, dividend, scope of income, manufacturing, person, profits and gains from business – an overview of allowable expenses, allowances, exemptions and deductions from profits and gains from Business, Tax avoidance and evasion versus tax planning.

Personal taxation – Overview – income from salaries – allowances and perquisites – income from house property – capital gains and other incomes – deductions under 80C and 80D

GST- Introduction, unique features, taxable event, classification, valuation, input tax credit.

**TOTAL SESSIONS: 42**

#### **TEXT BOOKS:**

1. Kapoor, N.D., Elements of Mercantile Law, 30th Edition, Sultan Chand & Sons, New Delhi, 2015.
2. PC Tulsian & Bharat Tulsian, Business Laws, McGraw Hill, 4e

**REFERENCE BOOKS:**

1. P.K.Goel, Business Law for Managers, Indian Text Edition, Biztantara Publishers, India,2008.
2. Akhileshwar Pathak, Legal Aspects of Business, 4thEdition, Tata McGraw Hill, 2009.
3. Maheshwari,S.N. and S.K.Maheshwari, A Manual of Business Law,6th Edition, Himalaya Publishing House, 2015.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		3	1			1	3
<b>CO2</b>	3		3	1			1	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>INFORMATION MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Describe various types of business information systems and their roles in running a business organization.
<b>CO 2</b>	Compare and contrast types of databases and demonstrate a basic understanding of database design.
<b>CO 3</b>	Classify the various analytical tools that can be utilized for decision making.
<b>CO 4</b>	Outline the process of developing an information system for an organization.
<b>CO 5</b>	Describe the new information technologies available to businesses today and its applications.
<b>CO 6</b>	Demonstrate an awareness of ethical issues related to usage of Information Systems

### **UNIT – 1 INTRODUCTION 9**

Information System – Differentiate Data and Information – Business Objectives of Information Systems – Business Processes - Types of IS - Transaction Processing Systems - Management Information Systems - Decision Support Systems - Executive Support System - Enterprise Applications.

### **UNIT – 2 DATABASE AND INFORMATION MANAGEMENT 8**

Traditional File Approach – DBMS – RDBMS – Designing Databases – Non-relational Databases – Distributed Databases – Big Data – Data Warehouses and Data Marts

### **UNIT – 3 KNOWLEDGE MANAGEMENT AND DECISION MAKING 8**

Types of Knowledge – Knowledge Management Value Chain – Types of Decisions – Decision Making Process – Business Intelligence – Business Analytics

### **UNIT – 4 DEVELOPING INFORMATION SYSTEMS 8**

System Development Process (SDLC) – System Development Methodologies – Structured Methodologies – Object Oriented Development – Prototyping – Agile Development – Software Packages – Outsourcing.

**UNIT – 5 NEW IT TRENDS AND IS SECURITY****9**

Cloud Computing – Pervasive Computing – IoT – Blockchain Technology – Ethics in IT – Threats to Information Systems – Securing Information Systems.

**TOTAL SESSIONS: 42****TEXT BOOK:**

1. Kenneth C. Laudon, and Jane P. Laudon, Management Information Systems: Managing the digital firm, 16th Edition, Pearson, 2020.

**REFERENCE BOOKS:**

1. Kelly Rainer, Brad Prince and Hugh Watson, Management Information Systems, 4th Edition, Wiley India, 2016.
2. Ralph M. Stair, George W. Reynolds, and Thomas Chesney, Principles of Business Information Systems, 4th Edition, Cengage Learning, 2020.
3. Sharda Ramesh, Delen Dursun, Turban Efraim and David King, Business Intelligence: A Managerial Perspective on Analytics, 4th Edition, Pearson, 2019.
4. Waman S. Jawadekar and Sanjiva Shankar Dubey, Management Information System: Text and Cases, 6<sup>th</sup> Edition, McGraw Hill, 2020

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		2	1	1	1		3
<b>CO2</b>	3	1	2	2	1	1		3
<b>CO3</b>	3	2	2	2	1	1		3
<b>CO4</b>	3		3	2	2	2		3
<b>CO5</b>	3	2	1	2	2	2		3
<b>CO6</b>	2						1	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>DATA ANALYSIS AND BUSINESS MODELLING</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Understand and apply basic functions and other features of the spreadsheet.
<b>CO 2</b>	Use the necessary advanced functions and features for data analysis and manipulation.
<b>CO 3</b>	Construct a model for selected scenarios and carry out a sensitivity analysis.

### **UNIT -1 OVERVIEW OF THE BASICS OF EXCEL**

**3**

Understanding Excel files, ribbon and shortcuts - Protecting and un-protecting worksheets and cells - Entering data using autofill (number series) - Creating your own custom list - Cell referencing (Relative, Absolute and Mixed) - Named ranges - Using merger and centre - Text Wrapping – Formatting - Using conditional formatting option for rows, columns and cells.

### **UNIT -2WORKING WITH FUNCTIONS**

**7**

Basic Excel Functions(Sum, Max, Min, Count, Average) - Date and time functions - Text functions - Logical Functions (AND, OR, NOT) - Writing conditional expressions (using IF) - Nesting: Combining simple functions to create complex functions - Calculation of CAGR - Aggregation / Power Functions (CountIF, CountIFS, SumIF, SumIFS, AverageIF, AverageIFS, INDIRECT), Filtering IFS Functions by a Variable Value - Using lookup and reference functions (VLOOKUP, HLOOKUP, MATCH, INDEX, LOOKUP) - VLOOKUP with Exact Match, Approximate Match - Using VLOOKUP to consolidate Data from Multiple Sheets - CHOOSE Function – Database Function - Simple finance functions.

### **UNIT -3 SORTING AND FILTERING DATA**

**3**

Sorting tables - Using multiple-level sorting - Using custom sorting - Filtering data for selected view (AutoFilter) & Removing Duplicates - Using advanced filter options.

**UNIT -4 DATA VALIDATION & WHAT IF ANALYSIS****4**

Specifying a valid range of values for a cell - Specifying a list of valid values for a cell - Specifying custom validations based on formula for a cell.

Goal Seek - Data Tables - Scenario Manager - Sensitivity analysis

**UNIT -5 WORKING WITH REPORTS****4**

Creating subtotals - Multiple-level subtotals - Creating Pivot tables - Formatting and customizing Pivot tables - Consolidating data from multiple sheets and files using Pivot tables - Consolidating multiple sets of data into single workbook - Show Value As (% of Row, % of Column, Running Total, Compare with Specific Field) - Viewing Subtotal under Pivot – Charts – Formatting Charts.

**UNIT -6 MODELLING****7**

Revenue management – Inventory model – Basic finance models - Budgets.

**TOTAL SESSIONS: 28****CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		3	1				3
<b>CO2</b>	3		3	1				3
<b>CO3</b>	3		3	1				3



<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>BUSINESS COMMUNICATION</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Develop the ability to write official communication
<b>CO 2</b>	Demonstrate familiarity with words and phrases commonly used in Business
<b>CO 3</b>	Demonstrate the ability to speak in a group or address a gathering in different contexts
<b>CO 4</b>	Understand the method of creating and presenting on a given topic
<b>CO 5</b>	Demonstrate the ability to listen effectively
<b>CO 6</b>	Paraphrase a given text

### **AN ILLUSTRATIVE LIST OF AREAS:**

Introduction to Business Communication – process, barriers

Non-verbal communication

Grammar Active Listening

Oral communication – Structuring and delivering a talk

Articulation

Inter-personal communication

Active Reading skills – speed reading

Comprehension – written and spoken

Presentation skills

Vocabulary – Introduction to etymology – business jargon

Good writing – basic grammar

Business letters and reports

Email etiquette

Summarizing and Paraphrasing

Group Discussion

Debating

Effective telephone conversation  
 Celebrity introduction  
 Cross-cultural communication  
 Content writing  
 Conducting meetings  
 Interviewing skills

**TOTAL SESSIONS: 28**

**SUGGESTED REFERENCES:**

1. Bovee, Thill & Schatzman, Business Communication Today, 13<sup>th</sup> edition, Pearson
2. Nageshwar Rao and Rajendra Das, Business skills, HPH
3. Lesikar, R.V. & Flatley, M.E. Basic Business Communication – Connecting in a digital world, 13<sup>th</sup> Edition, McGraw Hill Publishing Company Ltd.
4. John Seely, Oxford Guide to Effective Writing and Speaking, 3<sup>rd</sup> edition, Oxford Publishing.
5. M Ashraf Rizvi, Effective Technical Communication, 2<sup>nd</sup> Edition, TMH.
6. Meenakshi Raman and Sangeeta Sharma, Technical Communication, 3<sup>rd</sup> Edition, Oxford Publishing.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	1			3				3
<b>CO2</b>	1			3				3
<b>CO3</b>	1			3	3	1		3
<b>CO4</b>	1			3	3	1		3
<b>CO5</b>	1			3				3
<b>CO6</b>	1			3				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SEMINAR I</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Ability to synthesize information using logical thinking of a chosen topic with pointed questions
<b>CO 2</b>	Gain collaborative and leadership skills
<b>CO 3</b>	Ability to make presentation and answer questions.
<b>CO 4</b>	Ability to listen to diverse topics

This is an activity-oriented course where the students are encouraged to explore areas that they are not familiar with and they work in groups.

The activity can happen in multiple ways. The following is an illustrative list:

- Each group identifies areas / topics outside the curriculum. There must be a direct or indirect link to business, management, industry or economy. The topics need to be explored in a comprehensive manner, a summary prepared and presented to the class. Wherever possible, the content must be supported by data.
- Article/s are identified in Practitioners' or research journals on topics that might be relevant to MBA students. The content of the article must be thoroughly understood and summarized for a presentation to the class.
- A company or industry is chosen; a fundamental analysis carried out and a summary made for presentation to the class.

The objective of this seminar course is to initiate students into self-learning which will be a life-skill. And the students get exposed to a range of topics dealt by different groups and this might trigger an interest to explore areas more deeply.

**TOTAL SESSIONS:28**

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		3	3				3
<b>CO2</b>					3	3		3
<b>CO3</b>				3	3	3		3
<b>CO4</b>								3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>APPLIED OPERATIONS RESEARCH</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>4</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Define and explain the various concepts and techniques of operations research and their applicability to business situations.
<b>CO 2</b>	Translate a real-world problem, given in words, into a mathematical formulation.
<b>CO 3</b>	Use the relevant mathematical model(s) to make optimal decisions under conditions of certainty, risk and uncertainty
<b>CO 4</b>	Use appropriate software tools to solve problems in operations research and interpret the results to aid decision making under various operational constraints in an organization

### **UNIT – 1 INTRODUCTION TO OPERATIONS RESEARCH AND LINEAR PROGRAMMING**

**(11+4)**

Introduction to Mathematical Models – Definition – Evolution - Applications of Operations Research in decision making.

Linear Programming –Formulation - Solution by Graphical and Simplex methods - Big M/ Penalty - Special Cases - Principles of Duality- Sensitivity Analysis.

### **UNIT – 2 LINEAR PROGRAMMING EXTENSIONS**

**(10+3)**

Transportation Models (Minimising and Maximising Problems) – Balanced and unbalanced Problems – Initial Basic feasible solution by N-W Corner Rule - Least cost and Vogel's approximation methods - Check for optimality by MODI method – Degeneracy - Transshipment Models.

Assignment Models (Minimising and Maximising Problems) – Balanced and Unbalanced Problems - Hungarian and Branch and Bound Algorithms - Travelling Salesman problems - Crew Assignment Models.

**UNIT – 3 GAME THEORY****(7+2)**

Game Theory-Two-person Zero sum games-Saddle point - Dominance Rule - Convex Linear Combination (Averages) - methods of matrices - graphical and LP solutions.

**UNIT – 4 SIMULATION AND DECISION THEORY****(7+3)**

Decision making under risk – Decision trees – Decision making under uncertainty- Monte-Carlo simulation

**UNIT – 5 QUEUING AND REPLACEMENT MODELS****(7+2)**

Queuing Theory - Single and Multi-channel models – infinite number of customers and infinite calling source.

Replacement Models-Individual replacement Models (With and without time value of money)

– Group Replacement Models.

**TOTAL SESSIONS: 56****TEXT BOOK:**

1. Paneerselvam R., Operations Research, Prentice Hall of India, Fourth Print, 2008.

**REFERENCE BOOKS:**

1. N. D Vohra, Quantitative Techniques in Management, Tata McGraw Hill, 2010.
2. G. Srinivasan, Operations Research – Principles and Applications, 2nd edition, PHI, 2011.
3. Nagraj B, Barry R and Ralph M. S Jr., Managerial Decision Modelling with Spreadsheets, Second Edition, 2007, Pearson Education.
4. Hamdy A Taha, Introduction to Operations Research, Prentice Hall India, Tenth Edition, Third Indian Reprint 2019.
5. Bernard W. Taylor III, Introduction to Management Science, 9th Edition, Pearson Ed.
6. Frederick & Mark Hillier, Introduction to Management Science – A Modeling and case studies approach with spreadsheets, Tata McGraw Hill, 2010.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	1	3	1				3
<b>CO2</b>	3	1	3	1				3
<b>CO3</b>	3	1	3	1				3
<b>CO 4</b>	3	1	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>HUMAN RESOURCE MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Explain the various functions of a Human Resource Manager including staffing and selection, training and development, performance appraisal, compensation and Career Management.
<b>CO 2</b>	Apply human resource management concepts across a variety of contexts, situations and incidents to draw up suitable plans for various HR functions.
<b>CO 3</b>	Identify and evaluate the HR practices in a company in the context of its culture and business environment.

## **UNIT -1 INTRODUCTION AND PERSPECTIVES OF HUMAN RESOURCE MANAGEMENT**

**5**

Introduction - Concept of Human Resource Management - Nature and Importance of HRM - Scope of Human Resource Management - History and Evolution of Human Resource Management - Functions of Human Resource Management - Role of HR Executives - Human Resource Policies – HRIS - Human Resource Accounting and Audit.

## **UNIT -2 THE CONCEPT OF BEST FIT EMPLOYEE**

**8**

Job Analysis and Design - Concept of Job Analysis - Process of Job Analysis - Methods of Job Analysis - Concept of Job Design - Importance of Human Resource Planning - Process of Human Resource Planning - Need for Human Resource Planning - Forecasting human resource requirement - HR Forecasting Techniques - Concept of Recruitment - Factors Affecting Recruitment - Sources of Recruitment - Recruitment Policy – Selection - Selection Process - Selection Test – Interviews – Evaluation – Placement - Induction and Socialization.

## **UNIT -3 TRAINING AND EXECUTIVE DEVELOPMENT**

**9**

Meaning of Training - Areas of Training - Types of training – purpose – benefits - Methods of Training - Concept of Management – Development - Management Development Methods - Differences between Training and Development - Evaluation of Training.

## **UNIT -4 SUSTAINING EMPLOYEE INTEREST**

**11**

Concept of Job Evaluation, Objectives – Techniques - Advantages and Limitations - Introduction to Competency management - Compensation Management - Wage and Salary Administration - Managing Wages - Concept of Rewards and Incentives - Managing Benefits in Organizations - Concept of Employee Welfare - Welfare Measures- Types - Employee Career Planning and Growth - Concept of Employee Growth - Managing Career Planning - Elements of a Career Planning Programme - Succession Planning - Concept of job Change – Promotion – Demotion - Transfer and Separation - Implications of job change.

## **UNIT -5 PERFORMANCE EVALUATION, EMPLOYEE DISCIPLINE AND GRIEVANCE**

**9**

Performance Appraisal - Overview of Performance Appraisal - Concept and Need for Performance Appraisal - Types of Appraisal Methods – Benefits – Feedback - Industry practices - Meaning and Objectives of Discipline.

Grievance and Grievance Procedure - Concept of Grievance - Causes of Grievances - Forms and Effects of Grievance - Grievance Handling Procedure - Need for Grievance Redressal Procedure.

**TOTAL SESSIONS: 42**

### **TEXT BOOK:**

1. VSP RAO, Human Resource Management, 3rd Edition, Excel Books, 2010.

### **REFERENCE BOOKS:**

1. Dessler, Human Resource Management, 14th Edition, Pearson Education Limited,, 2015.
2. Decenzo and Robbins, Fundamentals of Human Resource Management, 11th Edition Wiley, 2013.
3. PravinDurai, Human Resource Management, 2<sup>nd</sup> Edition, Pearson, 2016
4. Aswathappa K, Human Resource Management, 7th Edition, McGraw Hill, 2010

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2		1				3
<b>CO2</b>	3		3	1				3
<b>CO3</b>	3	3	3	3	2	1	1	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>FINANCIAL MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Explain the role and functions of finance in organisations
<b>CO 2</b>	Apply the principle of time value of money in the valuation of financial assets from an investment point of view
<b>CO 3</b>	Identify the various types of risks, their measurement and demonstrate their relevance in the context of financial assets
<b>CO 4</b>	Demonstrate an ability to compare and select projects from a capital budgeting perspective.
<b>CO 5</b>	Assess the need and types of working capital and its effective management.

### **UNIT - 1 INTRODUCTION TO FINANCIAL MANAGEMENT**

**8**

Interface between Finance and Other Functions – Financial decisions in an organization - Interface between goals of the firm, responsibilities of a finance manager and financial system - Profit Maximization versus Shareholder Wealth Maximization – Agency Problem – Risk – Return trade off.

Indian Financial System - Functions of Financial System - markets, features and participants – Financial Markets – Financial Intermediaries – Financial Instruments Regulatory infrastructure

### **UNIT - 2 TIME VALUE OF MONEY**

**9**

Determinants of time value of money - Mechanics of compounding and Discounting – Present and Future Values of a single amount and a stream - Calculation of the annual percentage yield - effective rate of interest - nominal interest rate.

Valuation of Financial Securities – Valuation Concept from Investment point of view - Bond Valuation – Bond Yields – Bond Market - Preference Stock Valuation – Yield calculation Equity Valuation – Dividend capitalization Model – Growth versus Constant Dividend – Earnings capitalization model – Determinants of Price Earnings – PE ratio.



### **UNIT - 3 RISK AND RETURN AND LEVERAGES**

**7**

Historical Returns and Risks – Expected Return – Types of Risks – Single Asset Risk – Risk and Return of portfolio – Measurement of Market Risk – Beta Determinants – Capital Asset Pricing Model

Analysis and Impact of Leverages (Business and Financial Risk) - Understanding the difference between business risk and financial risk - Usage of break-even analysis in a variety of analytical settings - Operating leverage, financial leverage, and combined leverage – Implications of leverages

### **UNIT – 4 CAPITAL BUDGETING**

**9**

Capital Budgeting Process – Project Classification – Elements of Cash Flow stream – Basic principles of cash flow estimation - Investment Criteria - Techniques of Capital Budgeting – Discounted Cash Flow Methods versus Non Discounted Cash Flow Methods - Net Present Value – Benefit Cost Ratio – Internal Rate of Return – Modified Internal Rate of Return – Payback Period – Accounting Rate of Return

### **UNIT - 5 WORKING CAPITAL MANAGEMENT**

**9**

Working Capital Policy– Objective of Working Capital Management - Static and Dynamic view of Working Capital - Determinants of working capital - Characteristics of Current Assets – Level of Current Assets - Factors Affecting Composition of Working Capital – Approaches to working capital and finance - Criteria for Evaluation of Working Capital Management - Financing Current Assets - Sources of Finance - Trade Credit, Short-term bank finance, PDs, CPs and Factoring - Management of Current Assets

- Inventories - Cost of carrying inventories, inventory planning and tools and techniques
- Receivables – Cost of Receivables, Impact of Credit Policy and Process of Credit Evaluation - Monitoring Receivables - Tools and techniques.
- Profits Vs cash, Factors affecting cash management and Internal Treasury Controls - Tools and techniques of determining optimum cash

**TOTAL SESSIONS: 42**

**TEXT BOOK:**

1. Rajiv Srivastava and Anil Misra, Financial Management, 2<sup>nd</sup> Edition, Oxford University Press, 2012

**REFERENCE BOOKS:**

1. J. Van Horne and John M. Wachowicz Jr, Fundamentals of Financial Management, 13<sup>th</sup> Edition, Pearson, 2008
2. Prasanna Chandra, Financial Management – Theory and Practice, 9<sup>th</sup> Edition, McGraw Hill, 2017
3. M.Y. Khan and P.K. Jain, Financial Management – Text, Problems, Cases, 6<sup>th</sup> Edition, McGraw Hill, 2014
4. I.M. Pandey, Financial Management, 10<sup>th</sup> Edition, Vikas Publishing House, 2010

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		1	1				3
<b>CO2</b>	3		3	1				3
<b>CO3</b>	3		3	1				3
<b>CO4</b>	3		3	1				3
<b>CO5</b>	3		3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>OPERATIONS MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Understanding of an integrated approach between operations and other functional areas and with overall company strategy.
<b>CO 2</b>	Appreciation of the role and importance of Operations Management function in the performance of an organization.
<b>CO 3</b>	Understanding and application of management tools and problem solving techniques in the field of operations.
<b>CO 4</b>	Demonstrate an awareness of contemporary practices in operations management.

### **UNIT-1 INTRODUCTION TO OPERATIONS MANAGEMENT**

**6**

Operations Management – Nature, Importance - Differences between services and goods - System Perspective – Functions –Operations Strategy – Strategic Fit –Framework - Measures for Operational Excellence - World-Class Manufacturing Principles & Practices - Challenges -Current Priorities - Recent Trends

### **UNIT-2 DESIGNING OPERATIONS**

**9**

Facility Location – Theories - Steps in Selection - Location Models - Capacity Planning – Long range – Types - Developing capacity alternatives - Process – Planning – Selection – Strategy - Major Decisions - Facility Layout – Principles – Types - Planning tools and techniques - Design of Service Systems - Personnel scheduling in Services - Product Design – Influencing factors – Approaches – Stages – Legal - Ethical and Environmental issues -Project Management – Scheduling Techniques – PERT - CPM

### **UNIT-3 PLANNING AND CONTROL OF OPERATIONS**

**9**

Demand Forecasting – Need, Types, Objectives and Steps - Overview of Qualitative and Quantitative methods - Overview of Sales and Operations Planning - Master Production Schedule – MRP - MRP II and ERP - Resource Planning CRP and DRP - Scheduling - work centres – nature, importance - Priority rules and techniques - Shop floor control - Flow shop scheduling - Johnson's Algorithm – Gantt charts.

## UNIT-4 SOURCING AND SUPPLY MANAGEMENT

9

Supply Chain Management - Purchasing – Objectives – Functions – Policies - Sourcing & Supply Management - Vendor rating and Value Analysis - Make or Buy Decisions - E- Procurement - Inventory – Objectives, Costs and control techniques - Selective Control - Overview of JIT - Lean Management.

## UNIT-5 FUNDAMENTALS OF QUALITY MANAGEMENT

9

Concept of Quality – Definition – Gurus - TQM Concepts – QFD - Quality Costs - Quality Management Tools - Design of Quality Assurance Systems - Introduction of ISO Standards - Statistical Process Control - OC Curve – AQL - Process Capability - Six Sigma.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Mahadevan B, “Operations Management -Theory and Practice”,3<sup>rd</sup> Edition, Pearson Education, 2018.

### REFERENCE BOOKS:

1. Norman Gaither and Gregory Frazier, Operations Management, 9<sup>th</sup> Edition, South Western Cengage Learning, 2002
2. Richard B. Chase, Ravi Shankar, Robert Jacobs; Operations & Supply Chain Management, 14<sup>th</sup> Edition, McGraw Hill (Special Indian), 2017

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3			1			1	3
CO2	3			1				3
CO3	3	1	3	1				3
CO4	3	3		1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>MARKETING MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Describe the role of marketing in business and explain the key concepts of marketing.
<b>CO 2</b>	Identify and describe the factors which influence consumer and industrial buying behavior.
<b>CO 3</b>	Describe the elements of marketing mix in marketing a product or service.
<b>CO 4</b>	Identify and illustrate the various distribution and communication strategies.
<b>CO 5</b>	Demonstrate an ability to develop marketing strategies and prepare a marketing plan

### **UNIT- 1 INTRODUCTION**

**8**

Marketing – Marketing Concept - Marketing Process – Understanding the market place and customer needs – Managing Customer Relationships and Capturing Customer Value – Customer Relationship Management– The Changing Marketing Landscape - The Digital Age Marketing – Globalization – Sustainable Marketing – Ethics in Marketing.

### **UNIT- 2 MARKETING PLANNING & STRATEGY**

**9**

Creating Competitive Advantage – Competitor Analysis – Competitive Strategies – Market Leader Strategies - Market Challenger Strategies – Market Follower Strategies and Market Nicher Strategies.

Customer Value-Driven Marketing Strategy: Market Segmentation – Segmentation of Consumer Markets – Segmentation of Business Markets – Segmentation of International Markets - Market Targeting – Selecting Target Market Segments – Differentiation and Market Positioning – Positioning Maps – Choosing Differentiation and Positioning Strategy - Marketing Mix – Marketing Plan.

### **UNIT - 3 CONSUMER AND BUSINESS BUYING BEHAVIOUR**

**8**

Consumer Markets and Buying Behaviour- Model of Buying behaviour- Characteristics affecting consumer Behaviour – Buying Decision Behaviour and the Buyer Decision Process – Buyer

Decision Process for New Products. Business Markets - Business Buying Behaviour – The Business Buyer Decision Process – Institutional and Government Markets.

#### **UNIT - 4 MARKETING MIX STRATEGIES (I)**

**8**

Products, Services and Brands – Building Strong Brands – Developing New Products and Managing Product Life Cycle – Pricing – Major Pricing Strategies – New Product Pricing Strategies – Product Mix Pricing Strategies – Price Adjustment Strategies – Price Changes.

#### **UNIT - 5 MARKETING MIX STRATEGIES (II)**

**9**

Marketing Channels – Channel Design & Management Decisions – Retailing, Wholesaling and Logistics – Integrated Marketing Communications – Developing Effective Marketing Communication – Setting the total Promotion Budget and Mix – Advertising and Public Relations – Personal Selling and Sales Promotion – Direct, Online, Social Media and Mobile Marketing.

**TOTAL SESSIONS: 42**

#### **TEXT BOOK:**

1. Philip Kotler, Gary Armstrong and Prafulla Agnihotri, Principles of Marketing, Pearson, 2019.

#### **REFERENCE BOOKS:**

1. KS Chandrasekar, “Marketing management-Text and Cases”, Tata McGrawHill Education, 2012
2. Lamb, Hair, Sharma, Mc Daniel– Marketing – An Innovative approach to learning and teaching A south Asian perspective, Cengage Learning, 2012.
3. Paul Baines, Chris Fill, Kelly Page, Marketing, Asian edition, Oxford University Press, 5th edition, 2019.
4. Ramasamy, V.S, Namakumari, S, Marketing Management: Global Perspective Indian Context, Macmillan Education, New Delhi, 6th edition, 2018.
5. A. NAG, Marketing successfully- A Professional Perspective, Macmillan 2008.
6. Micheal R.Czinkota, Masaaki Kotabe, Marketing Management, Vikas Thomson Learning, 2nd edition 2006.

#### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	2			2	3
<b>CO2</b>	3	2	3	2				3
<b>CO3</b>	3	2	3	2				3
<b>CO4</b>	3	2	3	2				3
<b>CO5</b>	3	2	3	3	3	3	2	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>BUSINESS RESEARCH METHODS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the basic concepts of business research methodologies.
<b>CO 2</b>	Describe and design a suitable research process to solve business problem.
<b>CO 3</b>	Describe and apply appropriate methods to collect qualitative and quantitative data for analysis.
<b>CO 4</b>	Apply appropriate statistical tools to analyze data and solve research problems.
<b>CO 5</b>	Design and present a research report with all necessary information.
<b>CO 6</b>	Demonstrate an awareness and understanding of the ethical implications of doing research.

### **UNIT - 1 INTRODUCTION**

**9**

Business Research – Definition and Significance – Characteristics of good research - Types of Research –Exploratory and causal Research – Theoretical and Empirical Research – Cross – Sectional and Time – Series Research – Research Process – Research questions / Problems – Research objectives – Literature review – Theoretical framework – Components of Theory – Research hypotheses – Types of hypothesis - Variables in Research.

### **UNIT - 2 RESEARCH DESIGN**

**9**

Research Design – Definition – Types of Research Design – Exploratory and Causal research design – Descriptive and Experimental design – Different types of Experimental design – Validity of findings – Internal and External validity – Measurement and Scaling – Attitude measurement - Different scales – Construction of scales – Validity and Reliability of instrument.

### **UNIT - 3 DATA COLLECTION**

**9**

Types of Data – Primary Vs Secondary data – Methods of Primary data collection – Focus group – Depth Interview – Projective Technique - Survey Vs Observation – Methods of Secondary data – Construction of Questionnaire and Instrument – Sampling plan – Sample size – Determinants of optimal sample size – Sampling Techniques – Probability Vs Non-probability sampling methods.

## UNIT - 4 DATA PREPARATION & ANALYSIS

9

Data Preparation – Editing – Coding – Data entry – Validity of data – Data Analysis – Descriptive Statistics – Univariate Analysis - Testing of Hypothesis: Procedure for Hypothesis testing- Bivariate Analysis – Test of differences and Means of Association - Chi Square Test- ANOVA, Large and Small samples (Single Mean, Difference of Means, and Paired Data) – Correlation and Regression - Multiple regression - Multivariate Analysis – Factor analysis – Discriminant analysis – Cluster analysis – Multidimensional scaling.

## Unit - 5 Report Design, Writing and Ethics in Business Research

6

Research report – Different types - Need of Executive Summary – Chapterization – Contents of Chapter – Report Writing– Format of a research report – Pictures & Graphs – Interpretation – Oral presentation - Ethics in research – Subjectivity and Objectivity in research.

**TOTAL SESSIONS 42**

### TEXT BOOKS:

1. Naval Bajpai, “Business Research Methods”, 2<sup>nd</sup> Edition, 2020, Pearson Pub, New Delhi.
2. Deepak Chawl, Neena Sondhi, “Research Methodology”, 2<sup>nd</sup> edition, 2018, Vikas Publishing.
3. Malhotra Naresh K, Marketing Research: Applied Orientation, 6<sup>th</sup> Edition, 2007, Pearson Pub, New Delhi.

### REFERENCE BOOKS:

1. Donald R. Cooper, Pamela S. Schindler and J K Sharma, Business Research methods, 11th Edition, Tata Mc Graw Hill, New Delhi, 2012.
2. R. Paneerselvam, “Research Methodology”, Prentice Hall of India, New Delhi, 2010.
3. T.N. Srivastava & Shailaja Rego, “Business Research Methodology”, Tata McGraw Hill.
4. William G Zikmund et al “Business Research Methods – A south-Asian perspective”, 8th Edition, Cengage Learning India Pvt. Ltd., 2012.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	2	2	1	2		3
CO2	3	2	3	2	1	2		3
CO3	3		3	2	1	2		3
CO4	3	1	3	2	1	2		3
CO5	3			3	3	3		3
CO6	3	1	1	1			3	3



<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>INTRODUCTION TO BUSINESS ANALYTICS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Understand the importance of analytics in business decision making
<b>CO 2</b>	Appreciate the different types of analytical models to gain relevant insights.
<b>CO 3</b>	Apply and solve problems using the tools and techniques in analytics

## **UNIT- 1 INTRODUCTION TO BUSINESS ANALYTICS**

**9**

Introduction to Analytics: Definition, Extracting value from data, Why Analytics? - Components of analytics – Descriptive, Predictive and Prescriptive analytics, big data analytics. Framework for data driven decision-making. Industry wide applications of analytics

## **UNIT- 2 DESCRIPTIVE ANALYTICS**

**9**

Simple comprehension of data using data summarization - Types of data – Structured, Semi-structured and Unstructured data. Scales of Measurement – Nominal, Ordinal, Interval and Ratio. Measure of central tendency – Mean, Median and Mode. Measure of Variation – Range, IQR, Variance and Standard Deviation. Measure of Shape – Skewness and Kurtosis, Central Limit Theorem - Data Visualization – Univariate, Bivariate and Multivariate

## **UNIT - 3 PREDICTIVE ANALYTICS – SUPERVISED**

**9**

Simple Linear Regression. Multiple Linear Regression - Logistic Regression - Time series analysis: Variations in time series - trend analysis, cyclical variations, seasonal variations and irregular variations, forecasting errors. Using Regression Analysis for Forecasting -Linear Trend Projection - Holt's Model –Winter's Model - Using Regression Analysis as a Causal Forecasting Method - Combining Causal Variables with Trend and Seasonality

## **UNIT - 4 PREDICTIVE ANALYTICS – UNSUPERVISED**

**9**

Association: Market-Basket Analysis - Link Analysis - Sequence Analysis

Segmentation: Clustering - Distance and Dissimilarity measures in clustering -Clustering algorithms – K means and Hierarchical clustering - Optimal number of clusters. Cluster validation

## **UNIT- 5 PRESCRIPTIVE ANALYTICS**

**6**

Introduction to Prescriptive analytics - Prescriptive Modeling - Non Linear Optimization - Multi-Criteria Decision-Making (MCDM) Problems Roadmap for analytics capability building. Challenges in data-driven decision making and future

**TOTAL SESSIONS 42**

### **TEXT BOOK:**

1. Business Intelligence, Analytics and Data Science, Fourth Edition, Ramesh Sharda, Dursun Delen, Efraim Turban, David King, Fourth Edition, Pearson

### **REFERENCE BOOKS:**

1. Essentials of Business Analytics, 1st Edition Jeffrey D. Camm, James J. Cochran, Michael J. Fry, Jeffrey W. Ohlmann, David R. Anderson, Dennis J. Sweeney, Thomas A. Williams. Cengage learning.
2. Business Analytics, Business Analytics: The Science of Data - Driven Decision Making, U Dinesh Kumar, Wiley India

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		3	1				3
<b>CO2</b>	3		3	1				3
<b>CO3</b>	3		3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>DATA ANALYSIS AND VISUALIZATION</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate and understanding of basic concepts in Statistics and preparing the data for Data Analysis
<b>CO 2</b>	Identify suitable statistical tool for describing data or Hypothesis testing, Procedure to apply suitable tool to obtain the output.
<b>CO 3</b>	Understand and communicate the decision recommendations or research inference from the statistical output.
<b>CO 4</b>	Work with Visualization tools and analyse data by utilising various visualization concepts
<b>CO 5</b>	Perform exploratory data analysis

## **PART I – STATISTICS**

**14**

### **A. Introduction and Descriptive Statistics**

Introduction to tool- Creating a data file: Descriptive Analysis

### **B. Inferential Statistics**

One sample test- Independent Sample test- Paired Sample test- One way ANOVA- Post hoc test- Two way ANOVA and Chi square test

### **C. Predictive Statistics**

Correlation- Simple linear Regression – Multiple regression

## **PART II – VISUALIZATION**

**14**

### **A. Introduction**

Introduction to cognitive perceptions of human brain – how computers visualize – different methods for visualization – tools for data visualization – Pre-attentive attributes.

## B. Basic Charts with Tableau

Introduction to tableau –creating simple charts using tableau – connecting with different datasources – data types in tableau – sort- drill down and hierarchies – calculated columns – grouping –parameters – combine – sets – exporting the visualization.

## C. Advanced Charts with Tableau

Joins in tableau – Data blends – filters, dealing with maps – table calculations - creating dashboards – story telling using tableau – Creating animations in tableau – Level of Detailing in tableau – Publishing visualization in Tableau Public

**TOTAL SESSIONS: 28**

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
<b>CO1</b>	2			2				3
<b>CO2</b>	2	2	2	2				3
<b>CO3</b>	2	2	2	2				3
<b>CO4</b>	3		3	2				3
<b>CO5</b>			3	3				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SEMINAR II</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Ability to synthesize information using logical thinking of a chosen topic with pointed questions
<b>CO 2</b>	Gain collaborative and leadership skills
<b>CO 3</b>	Ability to make presentation and answer questions.
<b>CO 4</b>	Ability to listen to diverse topics

This is an activity-oriented course where the students are encouraged to explore areas that they are not familiar with and they work in groups.

The activity can happen in multiple ways. The following is an illustrative list:

- a. Each group identifies areas / topics outside the curriculum. There must be a direct or indirect link to business, management, industry or economy. The topics need to be explored in a comprehensive manner, a summary prepared and presented to the class. Wherever possible, the content must be supported by data.
- b. Article/s are identified in Practitioners' or research journals on topics that might be relevant to MBA students. The content of the article must be thoroughly understood and summarized for a presentation to the class.
- c. A company or industry is chosen; a fundamental analysis carried out and a summary made for presentation to the class.

The objective of this seminar course is to initiate students into self-learning which will be a life-skill. And the students get exposed to a range of topics dealt by different groups and this might trigger an interest to explore areas more deeply.

**TOTAL SESSIONS: 28**

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	3				3
<b>CO2</b>					3	3		3
<b>CO3</b>				3	3	3		3
<b>CO4</b>								3

COURSE CODE	COURSE TITLE	L	T	P	C
	STRATEGIC MANAGEMENT	3	0	0	3

## LEARNING OUTCOMES

CO 1	Explain the process of formulation of vision, mission and objectives for an organization and their significance to the strategy.
CO 2	Assess the external and internal business environments of an industry / company and their impact on strategy formulation.
CO 3	Perform Strategic gap analysis for a given business case.
CO 4	Differentiate between corporate and business level strategies of a business organization.
CO 5	Outline the strategy implementation process and the common challenges faced by an organization.

## UNIT – 1 STRATEGY, PLANNING, PROCESS

10

Strategic Management Process -Concept of Strategy - Levels of Strategy –Stakeholders -Mission, Vision, Objectives, Goals - Business Definition -Managing Organizations by Objectives (MBO) - Strategic Gaps – Visualization and bridging the gaps

## UNIT – 2 EXTERNAL ENVIRONMENT ANALYSIS

8

Components of general business environment – global, demographic, economic, political, legal, socio cultural and technology factors, External Environment Assessment - Porter’s Five Force Model, Industry Analysis.

## UNIT – 3 INTERNAL ENVIRONMENT ANALYSIS

8

Internal Environment Assessment -Resources, Capabilities, Competencies, Core Competencies - SWOT Matrix - Competitive Advantage and its Sustenance -Sources of Competitive Advantage – Value Chain Analysis -Outsourcing

## **UNIT – 4 STRATEGIC OPTIONS – BUSINESS LEVEL AND CORPORATE LEVEL STRATEGIES**

**10**

Generic Business Level Strategies (Cost Leadership, Differentiation, Niche Strategies) - Vertical Integration

Horizontal Integration -Corporate Level Strategies (Expansion, Diversification, Mergers and Acquisitions, Strategic Alliances, Networks)

## **UNIT -5 STRATEGY IMPLEMENTATION**

**6**

Strategic Choice -Strategic Fit -Strategy Implementation Process (Organization Communication, Organization Structure, Resource Management, Information Management, Evaluation and Control)

**TOTAL SESSIONS: 42**

### **REFERENCE BOOKS:**

1. Hill, Strategic Management: An Integrated approach, 11th Edition, Cengage Learning.
2. John A.Parnell. Strategic Management, Theory and practice, 4<sup>th</sup> Edition, Sage.
3. Azhar Kazmi, Strategic Management and Business Policy, McGraw Hill
4. Wheelen, Concepts in Strategic Management and Business Policy, Pearson
5. John Pearce, Richard Robinson and Amitha Mittal, Strategic Management, 14th Edition, McGraw Hill India.

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	3	3	2	3	1	2	3
<b>CO2</b>	3	3	3	2	3	1		3
<b>CO3</b>	3	3	3	2	3	1	2	3
<b>CO4</b>	3	3	3	2	3	1		3
<b>CO5</b>	3	3	3	2	3	1		3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>BUSINESS ETHICS AND CORPORATE GOVERNANCE</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Understand ethical concepts that are relevant to moral issues in business.
<b>CO 2</b>	Identify ethical issues in business decisions and how companies have addressed them.
<b>CO 3</b>	Understanding of issues that arise from social, technological and natural environments of businesses
<b>CO 4</b>	Understand the concept of moral dilemmas in business and ways by which companies have addressed these.
<b>CO 5</b>	Understand the role of corporate governance in businesses and its mechanism of implementation.

### **UNIT – I 6**

Ethical issues in business, ethical principles in business

### **UNIT – II 10**

Government, markets and international trade in the business system, ethics in the market place.

### **UNIT – III 10**

Ethics and the environment, ethics of consumer production and marketing.

### **UNIT – IV 6**

Ethics of job discrimination and ethics and employees



Need for corporate governance, corporate governance code, transparency and disclosure, role of auditors, board of directors and shareholders, global issues in governance, accounting and regulatory framework, corporate scams, corporate social responsibility.

**TOTAL SESSIONS: 42**

**TEXT BOOKS:**

1. Business Ethics, Concepts and Cases, Seventh Edition, Manuel G Velasquez, PHI.
2. Corporate Governance, Third Edition, Bob Tricker, Oxford
3. Corporate Governance: Principles and Practices, Sandeep Goel, McGraw Hill.

**CO-PO MAPPING**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
<b>CO1</b>	3		2	1			3	3
<b>CO2</b>	3	2	2	1			3	3
<b>CO3</b>	3	2	2	1			3	3
<b>CO4</b>	3	2	2	1			3	3
<b>CO5</b>	3		2				3	3

COURSE CODE	COURSE TITLE	L	T	P	C
	ENTREPRENEURSHIP DEVELOPMENT	3	0	0	3

### LEARNING OUTCOMES

CO 1	Gain an understanding of entrepreneurial competence to run a business efficiently.
CO 2	Prepare business plans and understand feasibility.
CO 3	Prepare plan for launching a business taking into account the various policies' support
CO 4	Appreciate the factors leading to success and failure from entrepreneurs.

### UNIT I ENTREPRENEURIAL COMPETENCE

8

Entrepreneurship concept – Entrepreneurship as a Career – Entrepreneurial Personality - Characteristics of Successful Entrepreneurs – Knowledge and Skills of an Entrepreneur.

### UNIT II ENTREPRENEURIAL ENVIRONMENT

8

Business Environment - Role of Family and Society - Entrepreneurship Development Training and Other Support Organisational Services - Central and State Government Industrial Policies and Regulations.

### UNIT III BUSINESS PLAN PREPARATION

9

Sources of Product for Business - Prefeasibility Study - Criteria for Selection of Product - Ownership - Capital Budgeting- Project Profile Preparation - Matching Entrepreneur with the Project - Feasibility Report Preparation and Evaluation Criteria.

### UNIT IV LAUNCHING OF SMALL BUSINESS

8

Finance and Human Resource Mobilisation - Operations Planning - Market and Channel Selection - Growth Strategies - Product Launching – Incubation, Venture capital, Start-ups.

### UNIT V MANAGEMENT OF SMALL BUSINESS

9

Monitoring and Evaluation of Business - Business Sickness - Prevention and Rehabilitation of Business Units - Effective Management of small Business - Case Studies.

**TOTAL SESSIONS: 42**

**TEXT BOOK:**

1. S.S.Khanka, Entrepreneurial Development, S.Chand and Company Limited, New Delhi, 2016.

**REFERENCE BOOKS:**

1. R.D.Hisrich, Entrepreneurship, Tata McGraw Hill, New Delhi, 2018.
2. Rajeev Roy, Entrepreneurship, Oxford University Press, 2nd Edition, 2011.
3. Donald F Kuratko,T.V Rao. Entrepreneurship: A South Asian perspective. Cengage Learning, 2012.
4. Dr. Vasant Desai, “Small Scale Industries and Entrepreneurship”, HPH, 2006.
5. Arya Kumar. Entrepreneurship, Pearson, 2012.
6. Prasanna Chandra, Projects – Planning, Analysis, Selection, Implementation and Reviews, Tata McGraw-Hill, 8th edition, 2017.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2		1				3
<b>CO2</b>	3	1	3	2	2	1		3
<b>CO3</b>	3	3	2	1	2	1		3
<b>CO4</b>	3	3		1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>BUSINESS ANALYSIS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the role of a business analyst and the competencies required.
<b>CO 2</b>	Ability to investigate a business situation and understand the role of various stakeholders.
<b>CO 3</b>	Gaining a system based understanding of business rules, the associated key performance indicators and their influence on business processes.
<b>CO 4</b>	Ability to document a business process, analyse and identify the areas for improvements.
<b>CO 5</b>	Establish requirements and ability to document the business requirements.
<b>CO 6</b>	Ability to deliver a feasible business solution with benefits.

## **UNIT – I BUSINESS ANALYSIS INTRODUCTION**

**8**

Business Analysis framework – origin, development, scope, role of business analyst and maturity model.

Competencies of business analyst – Behavioural and personal skills, business knowledge, techniques, right competencies and prevailing industry skills framework.

Context of strategy in business analysis framework.

## **UNIT – II BUSINESS ANALYSIS FRAMEWORK**

**10**

Process model, service framework, investigation techniques, stakeholder analysis and management.

## **UNIT – III BUSINESS MODELLING**

**10**

Modelling business systems – business perspectives, activity models, business rules, critical success factors and key performance indicators, validation of activity models and using the activity model to perform gap analysis.

Modelling business processes – organizational view with business processes, arriving at the business process model, analysing the business process model, improving the business processes.

#### **UNIT – IV REQUIREMENTS MANAGEMENT**

**8**

Requirements – gathering, documenting, modelling and delivering.

#### **UNIT – V MAKING A BUSINESS AND FINANCIAL CASE**

**6**

Business case in the project life cycle, project feasibility, structure of business case, investment appraisal for business case, presentation of business case with benefits and realisations.

**TOTAL SESSIONS: 42**

#### **TEXT BOOK:**

1. Business Analysis - Debra Paul, James Cadle and others- BCS Learning and Development, 4<sup>th</sup> edition, 2020

#### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3			1				3
<b>CO2</b>	3		3	1				3
<b>CO3</b>	3		3	1				3
<b>CO4</b>	3		3	3				3
<b>CO5</b>	3		3	3				3
<b>CO6</b>	3		3	3				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SUSTAINABLE MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Develop an understanding of sustainability management as an approach to aid in evaluating and minimizing environmental impacts while achieving the expected social impact.
<b>CO 2</b>	Demonstrate an understanding of corporate sustainability and responsible Business Practices
<b>CO 3</b>	Understand, measure and interpret sustainability performances.
<b>CO 4</b>	Demonstrate knowledge of innovative practices in sustainable business and community Management
<b>CO 5</b>	Deep understanding of sustainable management of resources and commodities

### **UNIT I MANAGEMENT OF SUSTAINABILITY**

**8**

Management of sustainability -rationale and political trends: An introduction to sustainability management, International and European policies on sustainable development, theoretical pillars in sustainability management studies.

### **UNIT II CORPORATE SUSTAINABILITY AND RESPONSIBILITY**

**8**

Corporate sustainability perimeter, corporate sustainability institutional framework, integration of sustainability into strategic planning and regular business practices, fundamentals of stakeholder engagement.

### **UNIT III SUSTAINABILITY MANAGEMENT: STRATEGIES & APPROACHES**

**9**

Corporate sustainability management and competitiveness: Sustainability-oriented corporate strategies, markets and competitiveness, Green Management between theory and practice, Sustainable Consumption and Green Marketing strategies, Environmental regulation and strategic postures; Green Management approaches and tools; Green engineering: clean technologies and innovation processes; Sustainable Supply Chain Management and Procurement.

**UNIT IV SUSTAINABILITY AND INNOVATION****8**

Socio-technical transitions and sustainability, Sustainable entrepreneurship, Sustainable pioneers in green market niches, Smart communities and smart specializations.

**UNIT V SUSTAINABLE MANAGEMENT OF RESOURCES, COMMODITIES AND COMMONS****9**

Energy management, Water management, Waste management.

**TOTAL SESSIONS 42****TEXT BOOK:**

1. Petra Molthan-Hill, The Business Student's Guide to Sustainable Management: Principles and Practice, Greenleaf Publishers, 2014

**REFERENCE BOOKS:**

1. Tiberio Daddi, Fabio Iraldo, Francesco Testa, Environmental Certification for Organizations and Products: Management, Routledge Publishers, 2016
2. Christian N. Madu, Handbook of Sustainability Management World Scientific 2012
3. Margaret Robertson, Sustainability Principles and Practice, Cambridge University Press 2014
4. Peter Rogers, An Introduction to Sustainable Development, Glen Education Foundation, Inc, 2006.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	1	2	1				3
<b>CO2</b>	3	2	2	1				3
<b>CO3</b>	3		2	1				3
<b>CO4</b>	3	2	1	1				3
<b>CO5</b>	3	1	2	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>ADVERTISING AND PUBLIC RELATIONS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Describe the purpose and process of advertising by an organization within the societal, economic and legal framework in the country.
<b>CO 2</b>	Describe the various media options available to an advertiser and process for selecting a suitable media mix.
<b>CO 3</b>	Describe the process of creating and producing advertisements in the context of a market situation.
<b>CO 4</b>	Describe and interpret any advertising campaign of another company with respect to objectives, creative design and execution.
<b>CO 5</b>	Explain the role and usage of Public Relations and methods of measuring the impact.

### **UNIT-1 INTRODUCTION TO ADVERTISING**

**8**

Concept–Definition– Scope– Objectives– Functions-Principles of Advertisement–Social, Economic and Legal Implications of Advertisements– Setting advertisement objectives– Advertisement Agencies– Selection and Remuneration– Advertisement Campaigns–Case Studies.

### **UNIT - 2 ADVERTISEMENT MEDIA**

**8**

Media plan–Type and choice criteria–Reach and Frequency of Advertisements–Cost of Advertisements-related to sales–Media Strategy and Scheduling - Media Research–Testing Validity and Reliability of ads–Measuring impact of advertisements–Trade Fairs, Exhibitions - Case Studies

### **UNIT – 3 CREATION AND PRODUCTION**

**8**

Design and execution of advertisements –Message Development–Different types of advertisements–Layout–Design appeal–Copy Structure–Advertisement Production–Print–Radio, T.V .and Web Advertisements–Trade Fairs and Exhibitions - Production Techniques

### **UNIT – 4 DIGITAL ADVERTISING**

**9**

Digital Advertising – An Overview - Website Planning & Creation - Search Engine Optimisation - Search Engine Marketing - Mobile Marketing -Affiliate Marketing - You



## UNIT – 5 PUBLICITY AND PUBLIC RELATIONS

9

Introduction – Meaning – Objectives – Scope – Functions – integrating PR into Promotional Mix- Marketing Public Relation Function – Process of Public Relations – advantages and disadvantages of PR - Measuring the Effectiveness of PR-PR Tools and Techniques – Difference between Marketing, PR and Publicity—Social Publicity—Web Publicity and Social-media– Publicity Campaigns.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. George E Belch and Michel A Belch, Advertising and Sales Promotion, 10th Edition, Tata McGraw Hill.

### REFERENCE BOOKS:

1. S.H.H.Kazmi and Satish K Batra, Advertising & Sales Promotion, 3rd Revised Edition Excel Books, New Delhi, 2008.
2. Wells, Moriarty & Burnett, Advertising, Principles & Practice, 7th Edition, Pearson Education, 2007.
3. Kenneth Clow. Donald Baack, Integrated Advertisements, Promotion and Marketing communication, 3rd Edition, Prentice Hall of India, New Delhi, 2006.
4. Terence A. Shimp and J. Craig Andrews, Advertising Promotion and other aspects of Integrated Marketing Communications, 9th Edition, CENGAGE Learning, 2016
5. Jaishri Jethwaney, Advertising Management, 2nd Edition, Oxford University Press, 2013.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		3	1			1	3
CO2	3		3	2				3
CO3	3	3	3	2				3
CO4	3	3	3	2			1	3
CO5	3	2	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>CONSUMER BEHAVIOUR</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Identify and prioritize the major individual, social and cultural factors that affect consumer behaviour and the decision-making process.
<b>CO 2</b>	Outline the major stages which consumers usually go through when making a purchase-related decision
<b>CO 3</b>	Apply the various consumer behaviour theories, concepts and models in marketing situations.

### **UNIT-1 INTRODUCTION 8**

Concepts– Significance– Dimensions of Consumer Behavior– Applications of Consumer Behaviour in marketing decisions – Consumer research.

### **UNIT-2 INTERNAL INFLUENCES 8**

Psychological Influences on Consumer Behavior– Psychographics – Motivation– Perception– Personality –Learning & Memory – Attitude –Self Image - Values and Lifestyles – AIO Analysis – Consumer expectation and satisfaction.

### **UNIT-3 EXTERNAL INFLUENCES 8**

Social Class – Culture and Sub-culture –Cross Culture–Demographics– Family group – Lifecycle – Socialization and Reference group–Communication-Influences on Consumer behavior.

### **UNIT-4 PURCHASE DECISION PROCESS 10**

Decision making process - Types of consumer decisions – High and low involvement- The buying process - Situational influences – Pre-purchase and post-purchase behavior– Diffusion of Innovation– Post purchase evaluation & Dissonance-Emerging Issues – Online purchase decision process.

## UNIT-5 CONSUMER BEHAVIOR MODELS

8

Organizational and individual consumer behavior models-Howard- Sheth, Engel-Kollat, Webstar and Wind Consumer Behaviour Models- Implications for marketing decisions.

**TOTAL SESSIONS 42**

### TEXT BOOK:

1. Leon G Schiffman, Joseph Wisemblit, S Ramesh Kumar, Consumer Behaviour, 12<sup>th</sup> Edition, Pearson India, 2019.

### REFERENCE BOOKS:

1. Hawkins, Motherbaugh, Mookerjee, Consumer Behaviour – Building Marketing Strategy, 12<sup>th</sup> Edition, Tata McGraw Hill.
2. Barry J.Babin, Eric G.Harris, Ashutosh Mohan, Consumer Behavior: A South Asian Perspective, Cengage Learning, Indian Edition, 6th Edition, 2016.
3. P.C.Jain and Monika Bhatt., Consumer Behavior in Indian Context, S.Chand & Company, 2013.
4. Srabanti Mukherjee, Consumer behavior, Cengage Learning, 2012.
5. Assael, Consumer Behavior - A Strategic Approach, Biztranza, 2008.
6. Dinesh kumar, Consumer Behaviour, Oxford University Press, 2015.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	3	2				3
CO2	3	2	3	2				3
CO3	3	2	3	2				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>CUSTOMER RELATIONSHIP MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate the role of customer relationship management in marketing, sales and services.
<b>CO 2</b>	Demonstrate an understanding of customers and their profiles to design an appropriate CRM strategy.
<b>CO 3</b>	Demonstrate an understanding in managing customer lifecycle using CRM tools and techniques.
<b>CO 4</b>	Describe the functionalities of Operational and Analytical CRM.

### **UNIT – 1 INTRODUCTION 8**

Defining CRM – Types of CRM – Concept and Context of Relationship Management – Transactional Vs Relationship Approach – Customer Satisfaction, Loyalty and Business Performance – Benefits of CRM.

### **UNIT – 2 UNDERSTANDING CUSTOMERS 9**

Customer Portfolio Management – Customer Profile Analysis - Customer Lifetime Value – CPM Model - Profitable Customer Segments – Customer Management Strategies – Concept of Customer Value - Sources for Creating Customer Value – Managing Customer Experience.

### **UNIT – 3 MANAGING CUSTOMER LIFECYCLE 9**

Customer Lifecycle – Customer Acquisition - The customer journey – Prospecting – Lead Generation – Customer Retention – Strategies for Customer Retention – Kano’s Customer Delight Model – Loyalty Programmes – Customer Engagement – Strategies for Customer Development – Terminating Customer Relationships.

### **UNIT – 4 CRM STRATEGY AND IMPLEMENTING 7**

Models of CRM – IDIC Model – CRM Value Chain Model – Gartner Competency Model – Steps in formulating a CRM Strategy – Selecting a CRM Tool – Implementation Process.

**UNIT – 5      OPERATIONAL AND ANALYTICAL CRM****9**

Role of CRM in Sales – Sales Funnel – Sales Force Automation – Marketing Automation Applications – Service Automation – Analytical CRM.

**TOTAL SESSIONS 42****TEXT BOOKS:**

1. Jaspreet Kaur Bhasin, Customer Relationship Management, Dreamtech, 2012.
2. Francis Buttle and Stan Maklan, Customer Relationship Management: Concepts & Technologies, Routledge, 4<sup>th</sup> Edition, 2019.

**REFERENCE BOOKS:**

1. Jagdish N. Sheth, Parvatiyar Atul and Shinesh G., Customer Relationship Management: Emerging Concepts, Tools and Applications, McGraw Hill Education, 2017.
2. Naresh K Malhotra and James Agarwal, Customer Relationship Marketing: Theoretical and Managerial Perspectives, World Scientific Publishing, 2021.
3. Mullick N. H., Customer Relationship Management, Oxford, 2016.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	2			2	3
<b>CO2</b>	3		3	2				3
<b>CO3</b>	3		3	2				3
<b>CO4</b>	3	2	3	2				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SALES AND DISTRIBUTION MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the methods and strategies necessary for planning, motivating and evaluating selling operations
<b>CO 2</b>	Demonstrate an understanding of the structure and management methods for Distribution Channels
<b>CO 3</b>	Develop a suitable sales and distribution organization for a given product/ market situation.
<b>CO 4</b>	Appreciate the sales and distribution function in any real-time organization.

### **UNIT-1 SELLING PROCESS**

**8**

Buying Process, Organizational Buying Process, Steps in the Selling Process, The Funnel, Sales Presentation methods, Handling Objections, Negotiation, Closing, Relationship selling Strategy

### **UNIT-2 SALES PLANNING**

**8**

Sales Forecasting methods, Sales Budget; Designing Sales Territories, Sales Quotas and Sales contests, Sales Organization Structures, Key Account Management, Sales Force Expenses and transportation

### **UNIT-3 SALESFORCE MANAGEMENT**

**10**

Sales Force Size & Workload planning, Job Analysis, Recruitment and Selection of Sales Force, Sales Training, Motivating Sales Personnel- Concepts, Types of rewards , Compensating Sales Personnel- Objectives, Its Components, Designing a Compensation Plan, Productivity Analysis, Evaluating Sales Performance by developing suitable metrics, Sales force for B2B markets

### **UNIT-4 CHANNEL MANAGEMENT**

**8**

Introduction to Distribution Management, Channel Design and planning process, Evaluating major Alternatives, Selecting Channel partners, Channel Conflict, Ways of managing channel conflict, Distribution management for Services, Distributor network relations, B2B Channel management

## UNIT-5 CHANNEL INSTITUTIONS

8

Channel Institutions for B2B markets, Trade promotion, Managing Wholesalers-Wholesaling functions, Strategic issues in Wholesaling, Distributors/Dealer/Stockists/Franchisees, Distributor ROI; Retail Management-Retail Strategy, Merchandising, Trading Format, Online Retail

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Krishna K Havaldar and Vasant M Cavale, Sales and Distribution Management, Text and Cases; 4<sup>th</sup> Edition, McGraw Hill

### REFERENCE BOOKS:

1. Richard R. Still, Edward W. Cundiff, Norman A. P. Govoni, Sandeep Puri, Sales and Distribution Management, 6<sup>th</sup> Edition, Pearson, Jul. 2017
2. Sapiro, Stanton & Rich, Management of Sales Force, , 12<sup>th</sup> Edition, Tata McGraw Hill
3. Churchill Ford, Walker Johnston and Tanner, Sales Force Management 6<sup>th</sup> Edition, TataMcGraw Hill, 2012
4. Charles M Futrell, Sales Management, 6<sup>th</sup> Edition, Thomson South Western Publication, 2003
5. Edward W. Gundiff and Norman A.P.Gowni, Sales Management, 5<sup>th</sup> Edition, PearsonEducation, 2009

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		2	1				3
CO2	3		2	1				3
CO3	3	2	3	3	2	1		3
CO4	3	3	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SERVICES MARKETING</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the unique characteristics of services, its role in the global economy and challenges.
<b>CO 2</b>	Describe the process of drawing up a marketing strategy and marketing plan for a service offering.
<b>CO 3</b>	Describe the challenges faced in services delivery, process of measuring quality of services and ensuring customer satisfaction.

## **UNIT – 1 INTRODUCTION**

**9**

Service Economy–Evolution and growth of Service Sector–Nature and Scope of Services– Unique characteristics of Services- Challenges and issues in Services Marketing

## **UNIT – 2 SERVICE MARKETING OPPORTUNITIES**

**9**

Assessing Service Market Potential – Advanced approaches to IMO Framework – Expanded Marketing Mix– Tasks faced by Service Companies and Management –Environment and Trends– Service Market Segmentation, Targeting and Positioning

## **UNIT – 3 SERVICE DESIGN AND DEVELOPMENT**

**8**

Service differentiation frameworks –New Service Development–Service Blue Printing–GAP Model of Service Quality –Measuring Service Quality–SERVQUAL– Service Quality Function Development

## **UNIT – 4 SERVICE DELIVERY AND PROMOTION**

**8**

Positioning of Services–Designing Service Delivery System - Consumer Behavior in Service Settings - Product Attributes Continuum - Customer Satisfaction –Pricing of Services – Methods– Service Marketing Triangle –Integrated Service Marketing Communication



## UNIT -5 SERVICE STRATEGIES

8

Service Guarantees - Service Recovery - Evaluation of Service Offering - Focus Strategies - Value Proposition Models – Demand-Capacity Management

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Chiristopher H. Lovelock and Jochen Wirtz, Services Marketing, 8 edition, Pearson Education, New Delhi

### REFERENCE BOOKS:

1. Hoffman, Marketing of Services, 4th Edition, Cengage, 2010.
2. Kenneth et al, Services Marketing Operations Management and Strategy, 2nd Edition, Biztantra, New Delhi, 2004
3. Valarie Zeithaml et al, Services Marketing, 5<sup>th</sup> International Edition, Tata McGraw Hill, 2007.
4. Gronroos, Service Management and Marketing, 3rd Edition Wiley India, 2009.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	1	2	1				3
CO2	3		2	1	3	1		3
CO3	3	3	2	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>STRATEGIC BRAND MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate understanding of key branding concepts and the process to build strong brand.
<b>CO 2</b>	Apply branding principles to design marketing communications programs.
<b>CO 3</b>	Demonstrate the ability to measure brand equity and propose strategic recommendations based on the results.
<b>CO 4</b>	Apply branding strategies to introduce new brands and managing brands over time.

### **UNIT – 1 INTRODUCTION 8**

Define Brand – Brand vs. Product – Functions of Brand – Branding Challenges and Opportunities – Brand Equity Concept – Customer Based Brand Equity – Sources of Brand Equity – Strategic Brand Management Process.

### **UNIT – 2 BUILDING STRONG BRAND 9**

Identifying and Establishing Brand Positioning – Brand Mantra – Building Strong Brands – Brand Building Blocks - Brand Resonance Model – Brand Value Chain.

### **UNIT – 3 PLANNING AND IMPLEMENTING MARKETING PROGRAMS 9**

Brand Elements – Integrated Marketing Communication – Advertising and Promotions – Online Marketing – Events and Experiences – Mobile Marketing – Public Relations and Publicity – Brand Leverage – Secondary Sources of Brand Knowledge – Co-Branding – Celebrity Endorsement.

### **UNIT – 4 MEASURING BRAND EQUITY 8**

Measuring Sources of Brand Equity – Research Methods and Techniques – Conducting Brand Audits – Measuring Outcome of Brand Equity (Brand Performance).

### **UNIT – 5 GROWING AND SUSTAINING BRANDING EQUITY 8**

Brand Architecture – Brand Portfolios – Brand Hierarchies – Brand Extension – Brand Reinforcement – Brand Revitalization – Building Global Brands.

**TOTAL SESSIONS: 42**

**TEXT BOOK:**

1. Kevin L. Keller, Vanith Swaminathan, Ambi M. G. Parameswaran and Isaac Jacob, Strategic Brand Management: Building, Measuring and Managing Brand Equity, 5<sup>th</sup> Edition, Pearson. 2020.

**REFERENCE BOOKS:**

1. Al Ries and Jack Trout, Positioning: The battle for your mind, McGraw Hill Education(India), 2003.
2. Alice M. Tybout and Tim Calkins, Kellogg on Branding in a Hyper-Connected World, Wiley, 2019.
3. David Aaker, Building Strong Brands, Simon & Schuster, 2010.
4. Tapan K. Panda, Product and Brand Management, Oxford University Press, 2016.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	3	2	1		3
<b>CO2</b>	3	2	3	3	3	1		3
<b>CO3</b>	3	2	3	3	3	1		3
<b>CO4</b>	3	2	3	3	3	1		3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>INTERNATIONAL MARKETING</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of global business and environment
<b>CO 2</b>	Carry out a country analysis and determine its suitability and attractiveness for doing business
<b>CO 3</b>	Describe the process of evaluating entry strategies and drawing up the marketing mix for an international market
<b>CO 4</b>	Demonstrate a familiarity of the important processes involved in export of products from India.

### **UNIT -1 INTRODUCTION TO INTERNATIONAL MARKETING 8**

International Marketplace, International Marketing, Opportunities and Challenges in International Marketing – Trade Barriers, Institutions in International Trade – WTO-Regional Trade Agreements, Impact of Trade and Investment

### **UNIT -2 INTERNATIONAL MARKETING ENVIRONMENT 8**

Cultural, Economic, Political and Legal Environment

### **UNIT -3 INTERNATIONAL MARKETS 10**

Types of Markets - Strategic Planning -Analyzing people and markets -Selection of Markets - Country Attractiveness -Market Entry and Expansion -Organizational Structure -Implementation and Control

### **UNIT -4 INTERNATIONAL MARKETING MIX 10**

Product and Brand Management – Marketing of Services - Advertising, Promotion and Sales – Pricing Strategies – Distribution and Logistics

### **UNIT -5 EXPORT MANAGEMENT 6**

Institutional Infrastructure for Export Promotion -Export Procedures and

Documentation -Modes of Payment -International Trade Finance -Managing Risks in International Trade

**TOTAL SESSIONS: 42**

**REFERENCE BOOKS:**

1. Michael R Czinkota, Ilkka A Ronkainen, International Marketing, 10<sup>th</sup> Edition, Cengage
2. Rakesh Mohan Joshi, International Marketing, 2<sup>nd</sup> Edition, Oxford University Press
3. Warren Keegen, Mark Green, Global Marketing, Global Marketing, 9<sup>th</sup> Edition, Pearson Education
4. International Marketing by Cateora P.R; Graham J.L, 3rd author is Mary C Gilly, 16th Edition, Tata McGraw Hill Publishers
5. Global Marketing Management by Kotabe M and Helsen K, 5th Edition, Sage Publications, 2012
6. International Marketing by Gillespie G Jeannet J.P and Hennessey H.D, Cengage Learning, 2008
7. International Marketing and Export Management by Albaum G and Duerr E, 7th Edition, Pearson Education, 2014

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	1	1				3
<b>CO2</b>	3	2	2	3	2			3
<b>CO3</b>	3	2	2	1				3
<b>CO4</b>	3	2	2	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>RETAIL MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Identify the various elements that are required to develop a detailed plan and strategy for a retail operation.
<b>CO 2</b>	Demonstrate an understanding of consumer behaviour and decision-making processes with respect to retail.
<b>CO 3</b>	Plan and design retail operations including interior and exterior atmospherics, merchandise management, manpower planning and financial viability.
<b>CO 4</b>	Demonstrate an understanding of the role played by technology in retail operations

### **UNIT -1 INTRODUCTION 6**

Overview of Retail – Retail Formats and Theories – Retail in India – Retail in World – Key Drivers of Retail Industry – Retail Value Chain.

### **UNIT -2 RETAIL STRATEGY AND PLANNING 8**

Consumer Behavior – Strategy – Site Selection – Methods of Expansion.

### **UNIT -3 MERCHANDISE MANAGEMENT 10**

Basics of Merchandising – Process – Procurement – Pricing – Private Labels – Category Management.

### **UNIT -4 MANAGING IN RETAIL 8**

HR in Retail – Operations – Legal and Ethical Aspects – Store Design and Layout – Visual Merchandising.

### **UNIT -5 CREATING AND SUSTAINING VALUE 10**

Managing Infrastructure – Supply Chain – Retail Viability – Marketing & Branding – Servicing – Retail Metrics –Retailer Profitability – eRetailing & Omni channel presence - Role of Technology – Changing Facets – CRM.

**TOTAL SESSIONS: 42**

#### **TEXT BOOK:**

1. Swapna Pradhan, Retailing Management, 5<sup>th</sup> Edition, McGraw Hill Education.

**REFERENCE BOOKS:**

1. Ron Hasty and James Reardon, Retail Management, McGraw Hill Edition, 2007
2. J K Nayak, Prakash C.Dash, Retail Management, Cengage, 2017.
3. Dr.Harjit Singh, Retail Management A Global Perspective, S.Chand Publishing, 3<sup>rd</sup> Edition, 2014.
4. Patrick M. Dunne and Robert F Lusch, Retailing, Cengage, 8<sup>th</sup> Edition, 2013.
5. Chetan Bajaj, Rajnish Tow and Nidhi V. Srivatsava, Retail Management, Oxford University Press, 3<sup>rd</sup> Edition 2016.
6. Ramkrishnan and Y.R.Srinivasan, Indian Retailing Text and Cases, Oxford University Press, 2008.

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3			2				3
<b>CO2</b>	3	1		1				3
<b>CO3</b>	3		3	2	3			3
<b>CO4</b>	3	3	1	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>BANKING SERVICES MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the banking sector, functioning of banks and practices for a profitable operation.
<b>CO 2</b>	Analyze the performance of different banks based on their financial statements.
<b>CO 3</b>	Demonstrate an understanding of the legal framework in which banks operate.
<b>CO 4</b>	Demonstrate an awareness of recent developments in the banking sector.

## **UNIT – 1 SOURCES AND APPLICATION OF BANK FUNDS**

**12**

Banking – Definition – Banking System in India – Evolution – Reforms in the Banking sector – Functions – Banker–Customer relationship - Applicability of KYC norms.

Capital adequacy – Concept – Approaches to Capital Adequacy – Basel Norms I, II, III & IV – Deposits and non-deposit sources of Bank funds – Designing of deposit schemes – Pricing of deposit services.

Application of bank funds – Investments functions of a bank – Lending functions – Types of lending – Fund based – Non-fund based – Asset based – Different types of loans and their features – Major components of a typical loan policy document – Pricing of Loans – Customer profitability analysis.

## **UNIT – 2 CREDIT MONITORING AND RISK MANAGEMENT**

**12**

Credit Analysis – Steps involved in Credit analysis – 5 C's in Credit analysis – Delivery and administration – Credit appraisal techniques – Parameters to determine the eligibility of a customer – Technical – Economic – Bankability parameters.

Credit Monitoring – Need for credit monitoring – Signals of borrowers' financial sickness – Financial distress prediction models – Asset Classification and NPAs – Reasons for NPAs – Resolution Mechanisms of NPA -- BIFR – Sick Industries rehabilitation - Debt Restructuring – Lok Adalat - DRT & DRAT – SARFEASI Act – ARC (Assets Reconstruction Companies) – NCLT – IBC.



Risk management – Types of Risk – Credit risk – Operational risk – Interest rate risk – Liquidity risk – Forex risk – Market risk – Solvency risk – Risk Measurement Process and Mitigation – Basic understanding of ALM.

### **UNIT – 3 PERFORMANCE EVALUATION OF BANKS**

**7**

Alternate deployment of Funds and Treasury operations – Functions of Treasury Management - CRR, SLR and non-SLR investments – LAF – Components of LAF - Overview of Financial Statement of Banks – Balance Sheet and Income Statement – Ratios applicable for Banks – CAMELS rating – PCA

### **UNIT – 4 MODERN BANKING**

**7**

Diversification of business activities – Mutual Funds and Insurance business – Risks associated therewith – Payment system in India – Paper based – e-payments – Electronic Banking – RTGS, NEFT, POS Terminal, NUUP, AEPS, APBS, Advantages – Plastic Money – E-money – ATMs – Types of ATMs – Forecasting of cash demand at ATMs – Prepaid Payment Instruments - Security threats in e-banking and RBIs initiatives – Banking correspondents - MICR Clearing – CTS – Fraud Detection and Control – Recent developments in banking.

### **UNIT – 5 LEGAL ASPECTS OF BANKING**

**4**

Overview of RBI Act 1934 and Banking Regulations Act 1948 – Rights and obligations of a banker – Ombudsman and Customer Services – Rules governing SLR and CRR – Recent developments in the legal framework governing Banking.

**TOTAL SESSIONS 42**

### **TEXT BOOKS:**

1. Padmalatha Suresh and Justin Paul, Management of Banking and Financial Services, 4<sup>th</sup> Edition, Pearson, Delhi, 2017.

### **REFERENCE BOOKS:**

1. Meera Sharma, Management of Financial Institutions – with emphasis on Bank and Risk Management, PHI Learning Pvt. Ltd., New Delhi 2010.
2. Bharati Pathak, Indian Financial Systems, 4th Edition, Pearson, New Delhi.
3. Peter S. Rose and Sylvia C. and Hudgins, Bank Management and Financial Services, Tata McGraw Hill, New Delhi, 2012.
4. Madura, Financial Institutions & Markets, 10th Edition, Cengage, 2016.

## CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
<b>CO1</b>	3		2					3
<b>CO2</b>	3		3	3	3	3		3
<b>CO3</b>	3							3
<b>CO4</b>	3	3	2	2	2	2		3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>CORPORATE FINANCE</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the roles and responsibilities of Corporate Finance
<b>CO 2</b>	Demonstrate an understanding of various alternatives for raising of funds by a corporate and their theoretical framework
<b>CO 3</b>	Examine the relationship between shareholders wealth maximization and dividends and the related theories.
<b>CO 4</b>	Carry out a risk analysis for capital budgeting and suggest measures to mitigate risks
<b>CO 5</b>	Carry out the valuation of an enterprise using different models

## **UNIT- 1 INTRODUCTION TO CORPORATE FINANCE, CG & CSR 8**

Introduction to Corporate Finance – First principles of Corporate Finance – Corporate Financial decisions – Firm Value – Tools of Corporate Finance – Objectives – Value and Price

Long term sources of finance - Equity – Preference – Debentures – Leasing – Hire Purchase – Venture Capital

Corporate Governance - SEBI Guidelines - Corporate Social Responsibility

## **UNIT - 2 CAPITAL STRUCTURE THEORIES 8**

Capital Structure – Theories – Net Income Approach, Net Operating Income Approach, MM Approach – Determinants of Capital structure – Features of ideal capital structure EBT – EPS relationship – Point of indifference

## **UNIT - 3 DIVIDEND POLICY THEORIES 8**

Dividend decision – Issues in dividend decisions – Factors determining dividend policy – types of dividend policies – forms of dividend - Theories of Relevance & Irrelevance – Walter’s Model – Gordon’s model – MM model

## **UNIT- 4 RISK MANAGEMENT IN CAPITAL BUDGETING**

**8**

Appraisal of Risky Investments –Types of risks – Tools in risk management – RADR – CEC – Probability – Standard deviation – Sensitivity analysis - Simulation – Decision tree approach in investment decisions

## **UNIT - 5 CORPORATE VALUATION**

**10**

Corporate Valuation: Principles and practices – DCF method – Expected growth – Discounting rate – Asset life – Relative valuation – Standardized values and multiples – Determinants of multiples – Use of comparable firms – Value creation – Alternate models

**TOTAL SESSIONS: 42**

### **TEXT BOOK:**

1. Rajiv Srivastava and Anil Misra, Financial Management, 2<sup>nd</sup> Edition, Oxford University Press

### **REFERENCE BOOKS:**

1. Aswath Damodaran, Corporate Finance – Theory and Practice, 2nd Edition, Wiley India Pvt. Ltd.
2. J. Van Horne and John M. Wachowicz Jr., Fundamentals of Financial Management, 13th Edition, Pearson, 2008
3. Richard A Brealey, Stewart C Myers, Franklin Allen & Pitabas Mohanty, Principles of Corporate Finance, 11th Edition, Tata McGraw Hill.
4. Robert Parrino & David Kidwell, Fundamentals of Corporate Finance, 2nd Edition, Wiley India.

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3						1	3
<b>CO2</b>	3		3	2				3
<b>CO3</b>	3		3	2				3
<b>CO4</b>	3		3	2				3
<b>CO5</b>	3		3	2				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>FINANCIAL STATEMENT ANALYSIS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Understand the linkage between the financial statements and the different components of financial statements
<b>CO 2</b>	Understand the different techniques to analyse companies both qualitatively and quantitatively and how financial statements are linked to the value of a company
<b>CO 3</b>	Learn, understand and analyse the impact of changes of individual components of financial statements on the value and other aspects of a company
<b>CO 4</b>	Use Excel and other tools to analyse financial statements, build in assumptions and estimates to build a financial model, value companies and arrive at conclusions

## **UNIT – 1 INTRODUCTION TO FINANCIAL STATEMENT ANALYSIS 8**

Introduction to Financial Statement Analysis: Business Analysis – Reporting environment – Meaning, significance, types, and limitations of financial statements – Accounting policies, regulations of financial accounting, and accounting choices/practices

Concept, Nature, Objectives and Limitations of Financial Statements – Analysis and Interpretation of Financial Statements – Types and methods of Analysis and Interpretations – Comparative Financial Statements; Common Size Statements, Trend Analysis and Fund Flow Analysis

## **UNIT – 2 ANALYSIS OF FINANCING, INVESTING & OPERATING ACTIVITIES**

**12**

Analysis of Financing Activities: Management of current and non-current liabilities – Off balance sheet financing – Related ratios

Analysis of Investing Activities: Tangible and Intangible Assets – Investments – Current Assets – Inter corporate investments – Related ratios

Analysis of Operating Activities: Measurement of Income – Nonrecurring items – Revenue recognition – Deferred charges – Employee Costs – Interest income – Income Tax – Related ratios.

### **UNIT – 3 CASH FLOW ANALYSIS**

**7**

Cash flow analysis – Relevance – Calculation of Cash from operations, financing and investing activities – Ratios for cash flow analysis – Analysis and interpretation of the cash flow statement – Suggestions and remedial measures

### **UNIT – 4 RETURNS, CREDIT AND CAPITAL STRUCTURE**

**8**

Returns and Profitability analysis – Importance – Different types of returns and their calculations – Ratios – analysis & interpretation – Suggestions and Corrective measures  
Credit Analysis – Liquidity analysis – Operating activity analysis of liquidity – other ratios  
Capital Structure and Solvency analysis – Coverage ratios

### **UNIT – 5 EARNINGS AND COMPREHENSIVE ANALYSIS**

**7**

Earnings analysis & valuation – Determinants – Related Ratios

Application of Financial Statement Analysis – Steps involved – Building Blocs – Comprehensive case analysis

**TOTAL SESSIONS:42**

#### **TEXT BOOK:**

1. K.R. Subramanyam, Financial Statement Analysis, 11<sup>th</sup> Edition, Tata McGraw Hill Education

#### **REFERENCE BOOKS:**

1. Stephen Penman, Financial Statement Analysis and Valuation, 4<sup>th</sup> Edition, McGraw Hill Education

#### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3		3	2				3
<b>CO2</b>	3	2	3	2				3
<b>CO3</b>	3		3	2				3
<b>CO4</b>	3		3	2				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>FINANCIAL SERVICES</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Understand the functioning of the Indian financial system and its role in the economy.
<b>CO 2</b>	Analyse the various types of financial products and services and their functions.
<b>CO 3</b>	Demonstrate an awareness of the current structure and regulations governing the Indian financial services sector.

### **UNIT – 1 INTRODUCTION**

**6**

Financial Services Industry – Emergence – Developments – Fund Based and Non-fund-based activities – Modern activities – Players in Financial Services Sectors - New Financial Products and Services, Innovative Financial Instruments – Introduction to Fintech.

### **UNIT – 2 FINANCIAL MARKET**

**9**

Introduction to Primary and secondary markets – Regulation by SEBI – Stock exchanges – Money market – Capital formation through primary market - Role of Bankers, Brokers, Merchant Bankers, Underwriters, Registrar and Share transfer agents - Stock broking Depositories and Custodial services.

### **UNIT – 3 FINANCIAL SERVICES**

**9**

Lease and Hire purchase: Types of leasing – Hire Purchase – Depreciation and Tax implications.

Factoring and Forfaiting - Types, functions – Factoring in India.

Consumer Finance – Housing finance – Securitization in India – NBFCs – Overview, Types, Regulatory framework - Micro finance.

### **UNIT – 4 MUTUAL FUNDS**

**9**

Origin, growth and overview of Mutual Funds in India – Management of mutual funds – Types of Mutual Funds – Evaluation of Performance of mutual funds – Regulation of mutual funds in India – AMFI – Venture Capital – Concept, Features, Stages, and Performance of Venture capital funded companies in India.

## UNIT – 5 INSURANCE & OTHER FINANCIAL SERVICES

9

Insurance – Origin, growth and overview of the Insurance in India – Types of Insurance - life, marine, fire, motor, health, pension plan, annuity, rural Insurance – Regulation of Insurance Industry.

### Other Financial Services

Credit Rating: Regulatory framework – Credit Rating Agencies – Rating Process and Methodology – Rating symbols/Grades.

**TOTAL SESSIONS 42**

### TEXT BOOKS:

1. Financial Services, M.Y Khan, TATA McGraw Hill, 7<sup>th</sup> Edition.
2. Financial Services & Systems, S Gurusamy, TATA McGraw Hill, Latest Edition.

### REFERENCE BOOKS:

1. Financial Services, Tripathy and Nalini Prava, PHI, Latest Edition.
2. Financial Services in India, V.A Avdhani, Himalaya, Latest Edition.
3. Financial services, Dr. R Shanmugham, Wiley, Latest Edition.
4. Financial Markets and Services, Gordon and Natarajan, 2006, 3rd edition, Himalaya Publishing House, Mumbai.
5. Financial Markets and Financial Services, Vasant Desai, Himalaya, Latest Edition.
6. Financial Services and System, K Sasidharan & Alex K Mathews, TATA McGraw Hill, Latest Edition.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		2					3
CO2	3		2					3
CO3	3	3					2	3



COURSE CODE	COURSE TITLE	L	T	P	C
	<b>SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### LEARNING OUTCOMES

<b>CO 1</b>	Understanding of the process of investments and the relationship between risk and return.
<b>CO 2</b>	Demonstrate an understanding of the securities market operations and the role of regulators.
<b>CO 3</b>	Carry out a fundamental analysis of an industry and a company by using various techniques.
<b>CO 4</b>	Demonstrate a familiarity of using technical analysis for evaluating securities.
<b>CO 5</b>	Construct, evaluate and manage a portfolio.

### UNIT -1 INVESTMENT SETTING

**6**

Financial and Economic Meaning of Investment– Characteristics and objectives of Investment– Types of Investment–Investment alternatives - Discussion of various types of Assets-Technological changes– Choice and Evaluation– Risk and return concepts Sources of risk – market risk, interest rates, inflation, liquidity risk, credit risk and portfolio risk.

### UNIT-2 SECURITIES MARKETS

**9**

Financial Market- Segments –Types- Participants in financial Market–Regulatory Environment, Primary Market–Methods of floating new issues, book building–Role of primary market– Regulation of primary market – Stock exchanges in India -Organization and Function of Equity Market and Bond

### UNIT-3 FUNDAMENTAL ANALYSIS

**9**

Economic Analysis–Economic Forecasting and Stock Investment Decisions–Forecasting Techniques - Macroeconomic activity and security - Cyclical Indicator Approach - Monetary Variables. Industry Analysis-Industry Classification – Industry lifecycle– Analysis of Industry Competition - Estimation of Industry Rates of Return –Company Analysis –Measuring Earnings- Firm Competitive Strategies - Analysis of Growth and Value Companies – Forecasting Earnings- Graham and Dodds ratio

## UNIT-4 TECHNICAL ANALYSIS

9

Technical Analysis–Charting Methods–Market Indicators –Trend Analysis- Patterns- Moving Average– Exponential Moving Average–Oscillators– Market Indicators –Efficient Market Theory

- Different forms of Efficiency - Random Walk Theory -Challenges to the Efficient Market Hypothesis

## UNIT-5 PORTFOLIO MANAGEMENT

9

Portfolio Analysis - Markowitz Portfolio Theory–Capital Asset Pricing Model- Arbitrage Pricing Theory - Optimal Portfolio Selection - Markowitz Theory - Sharpe's Single Index Model – Evaluation of Portfolio performance - Treynor, Sharpe, and Jensen –Portfolio Revision.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Prasanna Chandra, Investment Analysis and Portfolio Management, 5<sup>th</sup> Edition  
McGraw Hill Education

### REFERENCE BOOKS:

1. Donald .E. Fischer and Ronald J. Jordan, Security Analysis and Portfolio Management, 7<sup>th</sup> Edition, Pearson, 2018.
2. Punithavathy Pandian, Security Analysis and Portfolio Management, 2<sup>nd</sup> Edition, Vikas Publishing House Pvt Ltd.
3. Reilly and Brown, Investment Analysis and Portfolio Management, 10<sup>th</sup> Edition Cengage Learning, India.
4. Bodie, Kane, Marcus and Mohanty, Investments, 11<sup>th</sup> Edition McGraw Hill
5. Jay M Desai and Nisarg A Joshi, Investment Management, 1<sup>st</sup> Edition Biztantra Publishers
6. M. Ranganatham and R. Madhumathi, Security Analysis and Portfolio Management, 2<sup>nd</sup> Edition, Pearson

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	3					3
CO2	3	2	3					3
CO3	3	3	3					3
CO4	3	3	3	3				3
CO5	3	3	3	3			2	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>INDUSTRIAL RELATIONS AND LABOUR LAWS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the role and importance of industrial relations in a country's development.
<b>CO 2</b>	Demonstrate an understanding of various legislations pertaining to labour, social security and labour welfare, their historical significance, purpose and importance.
<b>CO 3</b>	Identify labour issues in a given situation and analyze them with respect to the legislations.

### **UNIT-1 - INDUSTRIAL RELATIONS**

**7**

An Overview, Concept – Importance & evolution – Industrial Relations problems in the Public Sector, Perspectives /Approaches to IR, Roles of major stakeholders of IR.

### **UNIT-2 INDUSTRIAL RELATIONS LEGISLATIONS**

**8**

History and growth of Trade Unions – Trade Union Act, Industrial Employment & Standing Orders Act, Disputes – Causes, Industrial Dispute Act - Strikes – Industrial Peace Machinery – Conciliation – Mediation- Arbitration – Adjudication. Economic and Social Impact of Industrial disputes

### **UNIT-3 LABOR WELFARE**

**9**

Concept - Objectives – Scope– Need –Statutory Welfare Measures - Voluntary Welfare Measures – Labor – Welfare Funds – Workers Participation in Management (WPM) - Worker's Education and Training Schemes, Functioning and Objectives of ILO and National Commission on labor (NCL).

### **UNIT-4 LABOR LEGISLATIONS**

**10**

Factories Act, Workmen's Compensation Act, The Apprenticeship Act, Contract Labor (Regulation and Abolition) Act, Child Labor Act, Migrant Labor Act, IT Act and Cyber Laws, Shops and Establishments Act.

## UNIT-5 SOCIAL SECURITY

8

Concept, Importance, Social Insurance, Social Assistance, Social Security Legislations - Employees State Insurance Act, Provident Fund and Miscellaneous Act, Payment of Gratuity Act, The Maternity Benefit Act

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Piyali Ghosh, Shefali Nandan, Industrial Relations and Labor Laws, McGraw Hill, 2015.

### REFERENCE BOOKS:

1. B Nandhakumar, Industrial Relations Labor Welfare and Labor Laws, Vijay Nicole Imprints Pvt. Ltd, Chennai, 2015
2. Mamoria & Mamoria, Gankar, Dynamics of Industrial Relations, Himalaya Publishing House, New Delhi, 2012.
3. P.R.N Sinha, Indu Bala Sinha, Seema Priyadarshini Shekhar, Industrial Relations Trade Unions and Labour Legislation, 7<sup>th</sup> Edition, Pearson, New Delhi, 2004.
4. Ratna Sen, Industrial Relations in India- Shifting Paradigms, Macmillan India Ltd., New Delhi, 2007.
5. R C Sharma, Industrial Relations Labor Legislation, PHI learning, New Delhi, 2016.
6. R Sivarethinamohan, Industrial Relations and Labor Welfare Text and Cases, PHI, New Delhi, 2016.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3			1			1	3
CO2	3	2	3	1			1	3
CO3	3	2	3	1			1	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>ORGANIZATIONAL THEORY, DESIGN AND DEVELOPMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Explain the linkage between the environment, structure and strategy.
<b>CO 2</b>	Enumerate the various factors affecting organizational design and their structural implications for managers.
<b>CO 3</b>	Explain the importance of culture and ethics in an organization and implications for practicing managers.
<b>CO 4</b>	Develop a change management strategy for an organization and identify the appropriate OD interventions.
<b>CO 5</b>	Demonstrate a knowledge on the organizational life cycle and managing innovation process.

### **UNIT-1 ORGANIZATION & ITS ENVIRONMENT**

**8**

Meaning of Organization – Need for Existence - Organizational Effectiveness – Creation of Value – Measuring Organizational Effectiveness – External Resources Approach, Internal Systems Approach and Technical approach - HR implications

### **UNIT-2 ORGANIZATIONAL DESIGN**

**10**

Organizational Design – Determinants – Components – Types - Basic Challenges of Design – Differentiation, Integration, Centralization, Decentralization, Standardization, Mutual adjustment- Mechanistic and Organic Structures- Technological and Environmental Impacts on Design- Importance of Design – Success and Failures in design - Implications for Managers.

### **UNIT-3 ORGANIZATIONAL CULTURE**

**8**

Understanding Culture – Strong and Weak Cultures – Types of Cultures – Importance of Culture - Creating and Sustaining Culture - Culture and Strategy - Implications for practicing Managers – Managing Conflict, Power and Politics – Inculcating an ethical culture.

### **UNIT-4 ORGANIZATIONAL CHANGE**

**8**

Meaning – Forces for Change - Resistance to Change – Types and forms of Change – Evolutionary and Revolutionary Change – Change Process – Managing Change – Action Research - Organizational Development – HR functions and Strategic Change Management - Implications for practicing Managers

## UNIT-5 ORGANIZATION EVOLUTION AND SUSTENANCE

8

Organizational Life Cycle: Birth, Growth, Decline and Death – Models of Transformation – Models of Organizational Decision Making – Organizational Learning: Nature, Affecting Factors – Innovation, Intrapreneurship and Creativity – Managing the innovation process -HR implications.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Gareth R. Jones and Mary Mathew, Organizational Theory, Design and Change, 7<sup>th</sup> Edition, Pearson, 2017.

### REFERENCE BOOKS:

1. Thomson G. Cummings and Christopher G. Worley, Organizational development and Change, 9<sup>th</sup> Edition, Cengage, 2011
2. Robbins Organization Theory; Structure Design & Applications, Prentice Hall of India, 2009
3. Bhupen Srivastava, Organisational Design and Development: Concepts application, Biztantra , 2010.
4. Robert A Paton, James Mc Calman, Change Management, A guide to effective implementation, Response Books, 2012.
5. Adrian Thorn Hill, Phil Lewis, Mike Mill more and Mark Saunders, Managing Change -A Human Resource Strategy Approach, Wiley, 2010
6. Richard L. Daft, Understanding theory & Design of Organisations, 10<sup>th</sup> Edition Cengage, Western, 2012

### CO-PO MAPPING

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CO2	3	3	3	1				3
CO3	3	3	3	1			3	3
CO4	3	3	3	1			2	3
CO5	3	3	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>STRATEGIC HUMAN RESOURCE MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of strategic HRM and its influence on business strategy
<b>CO 2</b>	Illustrate the linkage of business strategy with HR planning
<b>CO 3</b>	Explain the significance of SHRM for gaining and sustaining competitive advantage
<b>CO 4</b>	Explain cross-cultural HR issues in the context of international operations of a company.
<b>CO 5</b>	Demonstrate an understanding of strategic HR issues faced by an organization in periods of turbulence and uncertainty.

## **UNIT – 1 ROLE OF SHRM**

**10**

Introduction to SHRM – Definition – Concept of SHRM Investment - Perspective of SHRM - Need , Importance and Objectives of SHRM – Evolution of SHRM – Difference between SHRM and HRM – Integrating HR Strategy with Business Strategy – Developing Plans and Policies - Barriers to strategic HR - Role of HR in strategic planning - HR Environment – Broad Influences of Technology - Employee Surveillance and Monitoring – e-HR – Workforce Diversity – Demographic Changes – Generational Diversity - Ethical Behaviour.

## **UNIT – 2 STRATEGIC FIT FRAMEWORKS**

**8**

Strategic fit frameworks - Linking business strategy with HR Strategy - HR bundles approach, best practice approach - Business strategy and human resource planning - HRM and firm performance linkages - Measures of HRM performance - Sustaining competitive advantages through inimitable HR practices

## **UNIT – 3 HR PLANNING, DESIGN AND REDESIGN OF WORK SYSTEMS**

**8**

Objectives – Types of Planning – Aggregate Planning – Succession Planning – Design of work systems – What Workers Needed – How Jobs Interface with Other Jobs – Redesign of Work Systems – Strategic Work Redesign in Action – Outsourcing and Off shoring – Mergers and Acquisitions – Understanding Change and Managing Change.

**UNIT – 4 CROSS-CULTURAL HRM****8**

Domestic vs. International HRM - Cultural Dynamics - Culture Assessment - Cross Cultural Education and Training Programs – Leadership and Strategic HR Issues in International Assignments - Repatriation etc. - Building Multicultural Organization - International Compensation.

**UNIT – 5 MANAGEMENT OF STRATEGIC HR ISSUES****8**

Retrenchment Strategies – Early Retirement Plans – VRS – Project Based Employment, Downsizing – Pink-slip Concept – Behavioural Issues in Strategic Implementation – Matching Culture with Strategy — Employee Morale – Personal Values and Business Ethics.

**TOTAL SESSIONS: 42****TEXT BOOK:**

1. Jeffrey A Mello, Strategic Human Resource Management, 3<sup>rd</sup> Edition, Cengage Learning, 2012.

**REFERENCE BOOKS:**

1. Greer, Charles, “Strategic Human Resource Management”, Pearson Education, Second Edition
2. Rothwell & Kazanas, Strategic Human Resource Management, HRD Press Inc.,U.S.; Second edition, 2003.
3. Michael Armstrong, Armstrong's Handbook of Strategic Human Resource Management, Publisher: Kogan Page; 6 edition, 2016.
4. Christopher Mabey, Graeme Salaman, John Storey Human Resource Management: A Strategic Introduction (Management, Organizations and Business) Wiley-Blackwell, 2014.
5. Gary Dessler, Human Resource Management, PHI, New Delhi, 2003.
6. Charles R. Greer, Strategic Human Resource Management, Pearson Education, 2003.
7. Luis R. Gomez-Mejia, David B. Balkin, Robert L. Cardy, Managing Human Resources, PHI, 2001.
8. Peter J. Dowling, Denice E. Welch, Randall S. Schuler, International Human Resource Management, Thomson South-Western, 2002

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	3	3	2				3
<b>CO2</b>	3	3	3	2				3
<b>CO3</b>	3	3	3	2				3
<b>CO4</b>	3	3	3	2			2	3
<b>CO5</b>	3	3	3	2			2	3



<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>PERFORMANCE MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the significance of Performance Management and explain the overall process.
<b>CO 2</b>	Elucidate and compare various strategies in implementing Performance Management.
<b>CO 3</b>	Describe the linkage between Performance Management and Reward Systems.
<b>CO 4</b>	Analyze the role of HR in Performance Management with a perspective on ethics

### **UNIT-1 INTRODUCTION TO PERFORMANCE MANAGEMENT**

**8**

Introduction – Performance Appraisal to Performance Management – Concepts, Definitions, Characteristics, Objectives and Perspectives of Performance Management – Pre-requisites – Performance Management Model – Performance Management System – Objectives, Functions – Characteristics of effective Performance Management System – Checklist for Managers - Performance Counselling – Concept – Principles – Performance Counselling for Higher Job Performance.

### **UNIT – 2 PERFORMANCE MANAGEMENT PROCESS**

**10**

Performance Planning – Theories of Goal Setting – Setting Performance Criteria – Process of Performance Planning – Characteristics of Effective Performance Plan – Overview of Competency Mapping –Methods of Competency Mapping – Competency Mapping and its Linkage to Performance Planning –Performance Appraisal – Process of Performance Appraisal – Methods of Performance Appraisal – Common Rating Errors – Common Pitfalls of Performance Appraisal – Elements of Good Performance Appraisal System - Performance Management Documentation – Performance Management Audit.

### **UNIT – 3 IMPLEMENTING PERFORMANCE MANAGEMENT**

**8**

Bottlenecks in the implementation of Performance Management – Strategies for effective implementation – Factors affecting effective use of performance management – Operationalizing Change through Performance Management – Concept of High-performance Teams – Determinants – Building and Leading High Performance Teams – Organizational Culture and Performance Management.

### **UNIT - 4 PERFORMANCE MANAGEMENT LINKED REWARD SYSTEMS**

**8**

Introduction to Reward Management – Objectives – Components of Reward System – Relationship of Job Performance with Job Satisfaction – Linkage of Performance Management

to Reward and Compensation Systems – Implications of Performance Management on Organizational Reward System.

## **UNIT-5 HR, ETHICS, AND PERFORMANCE MANAGEMENT**

**8**

Role of HR professionals in improving Organizational Performance – Value creation for Organizational Excellence – Appraising HR function – Ethics in Performance Management – Principles – Objectives and Significances of Ethics in Performance Management – Ethical Issues and Dilemmas in Performance Management – Developing Code of Ethics in Performance Management.

**TOTAL SESSIONS: 42**

### **TEXT BOOK:**

1. Herman Aguinis, Performance management, 3e, Pearson, 2014.

### **REFERENCE BOOKS:**

1. A S Kohli, T.Deb, Performance Management, Oxford Higher Education, 2008.
2. Soumendra Narian Bagchi, Performance Management, 2e, Cengage Learning 2013.
3. Prem Chadha, Performance Management, Macmillan, 2012.
4. Anjali Ghanekar, Essentials of Performance Management, Everest Publishing House, 2010.
5. Arup Varma, Pawan S. Budhwar, Angelo S. DeNisi, Performance Management Systems: A Global Perspective, Routledge, 2008.

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	2	3	1				3
<b>CO2</b>	3	2	3	1				3
<b>CO3</b>	3	2	3	1				3
<b>CO4</b>	3	2	3	1			2	3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>COMPENSATION &amp; BENEFITS</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Explain the significance of compensation and enumerate the strategic choices.
<b>CO 2</b>	Explain the factors affecting the pay levels and pay mix and design a pay package.
<b>CO 3</b>	Describe the various components of employee benefits, its objectives and suitability.
<b>CO 4</b>	Analyze and understand the various issues in designing compensation for special groups.

## **UNIT-1 INTRODUCTION**

**8**

Compensation – Meaning – Definition – Forms of Pay –Strategies and Compensation – Strategic Choices – Developing a total compensation strategy – Defining internal alignment – Factors shaping internal structures of pay – Job Analysis – Job Evaluation – Skill Analysis

## **UNIT – 2 DETERMINING THE PAY LEVEL**

**8**

External Competitiveness – Labour market forces – Demand and Supply – Product Market Factors – Ability to Pay – Organizational Factors – Competitive Pay Policy Alternatives – Consequences of pay-level and mix decisions – Compensation Benchmarking– Union Role in Wage and Salary Administration.

## **UNIT – 3 DETERMINING INDIVIDUAL AND TEAM PAY**

**9**

Wage System in India – National Wage Policy – Pay Structures and Components – Incentive Schemes - Pay-for-Performance – Plans – Merit Pay, Lump-sum bonuses, Individual spot awards, individual incentive plans – team incentive plans – Team compensation, gain-sharing plans, profit-sharing plans, earnings-at-risk plans-ESOPs-Performance plans-Broad-based option plans (BBOPs) – Ethical issues.

## **UNIT – 4 EMPLOYEE BENEFITS**

**9**

Growth in employee benefits – reasons – key considerations – components of wage and benefits structure – statutory benefits – The Indian Constitution and Social Security – Select Legislations – Medical Care, Safety, Occupational Health and Welfare Funds – Other Social Security Benefits: Accident Insurance Schemes, Sick Leave, Educational Allowances, House Building Advance, Employment of Dependents, Death Relief/Benevolent Fund – Social Security Reforms during the period of Structural Adjustment – Privatization and Job Security.

## UNIT – 5 COMPENSATION FOR SPECIAL GROUPS

8

Compensation for Special Groups – Supervisors, Corporate Directors, Executives, Scientists and Engineers, Sales Forces, Contingent Workers – International Pay Systems – Managing Variations – Comparing Costs – Comparing Systems – National Systems – Japanese National System – German National System and United States – Strategic Market Mind Set – Expatriate Pay – Elements.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Milkovich, Newman and Venkata Ratnam, “Compensation”, Tata McGraw Hill, 9<sup>th</sup> Edition.

### REFERENCE BOOKS:

1. Richard.I. Henderson: Compensation Management In A Knowledge Based World – Prentice Hall, 2007.
2. Richard Thrope& Gill Homen: Strategic Reward Systems- Prentice-Hall, 2000
3. Reward Management: A Handbook of salary administration by Armstrong, Michael and Marlis, Kogan page business books, 2005.
4. Thomas.P. Plannery, David.A. Hofrichter&Paul.E.Platten: People Performance & Pay – Free Press.
5. Michael Armstrong & Helen Murlis: Hand Book Of Reward Management – Crust Publishing House.
6. Joseph.J. Martocchio: Strategic Compensation – A Human Resource Management Approach – Prentice-Hall.
7. Edward.E.Lawler III: Rewarding Excellence (Pay Strategies for the New Economy) – Jossey-Bass.

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	1				3
CO2	3	3	3	1				3
CO3	3	3	3	1				3
CO4	3	3	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>INTERNATIONAL HUMAN RESOURCE MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of theories, concepts and practices in IHRM.
<b>CO 2</b>	Describe the approaches in international staffing and the training of the expatriates
<b>CO 3</b>	Demonstrate an appreciation of the complexities, challenges and choices in international compensation and performance management
<b>CO 4</b>	Identify and explain the leadership and cross-cultural issues in IHRM.
<b>CO 5</b>	Design repatriation programs taking into consideration the complexities of the process.

### **UNIT – 1 INTRODUCTION**

**8**

Definition of IHRM- Difference between domestic and international HRM – The organizational context of IHRM – Stages of Internationalization – Types of Organizational Structures for IHRM: Export department structure, Sales Subsidiary Structure, International Divisional Structure, Global Product/Area Division, Global Matrix Structure, Network Organization – Control Strategies.

### **UNIT – 2 STAFFING AND TRAINING FOR INTERNATIONAL ASSIGNMENTS**

**9**

Approaches in staffing – Role of an Expatriate - Issues in Staff Selection – Factors moderating performance – Selection Criteria – The role of Expatriate Training – Components of Effective Pre-departure Training Programs – The Effectiveness of Pre-departure Training – Developing Staff through International Assignments – Trends in International Training and Development

### **UNIT – 3 INTERNATIONAL COMPENSATION AND PERFORMANCE MANAGEMENT**

**9**

Objectives of International Compensation – Key Components of an International Compensation Program – Approaches – Complexity, Challenges and Choices – Multinational Performance Management – Performance Appraisal – Issues and Challenges – Methods of Performance Management.

**UNIT – 4 LEADERSHIP AND CROSS CULTURAL ISSUES IN IHRM****8**

Leadership and Strategic HR Issues in International Assignments – Attitude of European Managers – US and Japanese Style of Leadership – Cross Cultural Issues in IHRM – Culture – Ethics – Industrial Relations – Economic and Legal Issues – Culture Assessment – Hofstede's Cultural Dimensions.

**UNIT – 5 RE-ENTRY ISSUES AND IHRM IN THE HOST-COUNTRY CONTEXT 8**

Introduction to repatriation process – Issues in repatriation - Challenges – individual reactions to re-entry – multinational responses – designing a repatriation program – Standardization and localization of HRM practices – Factors driving standardization – Factors driving localization.

**TOTAL SESSIONS: 42****TEXT BOOK:**

1. Peter J. Dowling, Marion Festing & Allen D. Engle, International Human Resource Management, 7<sup>th</sup> Edition, Cengage Learning.

**REFERENCE BOOKS:**

1. Tony Edwards, Chris Rees: International Human Resource Management, Pearson.
2. Indrani Mutsuddi: Managing Human Resources in the Global Context, New age international publishers.
3. P. Subbarao : International Human Resource Management, HPH.
4. P. L. Rao, International Human Resource Management –Text and Cases Excel Books
5. M.N Rudrabasavaraj, Global Human Growth Model, Himalaya
6. Monir Tayeb, International Human Resource Management, Oxford
7. Tarique, I., Briscoe, D. and Schuler, R. (2016). International Human Resource Management: Policies and Practices for Multinational Enterprises, 5<sup>th</sup> Edition, London: Routledge

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
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<b>CO2</b>	3	3	3	1				3
<b>CO3</b>	3	3	3	1				3
<b>CO4</b>	3	3	3	1		2	2	3
<b>CO5</b>	3	3	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>TRAINING AND DEVELOPMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the need and importance of training and development in an organization.
<b>CO 2</b>	Identify the training needs of an organization, choose appropriate training methods and design suitable evaluation methods for measuring training effectiveness.
<b>CO 3</b>	Explain the importance of various aspects of career management and its role in organization's growth.
<b>CO 4</b>	Awareness of current developments in training tools and methods.

### **UNIT-1 INTRODUCTION TO EMPLOYEE TRAINING AND DEVELOPMENT 8**

Meaning- Designing Effective Training- Forces influencing working and learning – Strategic Training – The Strategic T&D Process – Organizational Characteristics that influence training – Training needs in different strategies – Models of Organizing the Training Department – Marketing the Training function – Outsourcing Training.

### **UNIT -2 DESIGNING TRAINING 9**

Needs Assessment - Organizational Analysis, Task Analysis and Person Analysis – Learning Psychology - Theories and Program Design - Learning Theories, Learning Process - Instructional Emphasis for Learning Outcomes - Designing Effective Training Programs – Training Content Development – Transfer of Training - Training Design, Work Environment Characteristics that influence transfer – Organizational Environment that influence transfer.

### **UNIT – 3 TRAINING AND DEVELOPMENT METHODS 9**

Traditional Training Methods – Lectures - On-the-job training – Simulations - Case Studies - Business Games - Role Plays - Behaviour Modeling - Group Building Methods - Adventure Learning - Team Building and Action Learning – Choosing a training method.

E-Learning and Use of Technology in Training - Computer Based Training - Developing Effective Online Learning - Blended Learning – Simulations - Mobile Technology and Training Methods - Intelligent Tutoring Systems - Technologies for Training Support - Technologies for Training Administration - Gamification, Learning Management Systems

## UNIT – 4 TRAINING EVALUATION

8

Reasons for Evaluating Training - Formative Evaluation and Summative Evaluation – Overview of Evaluation Process - Outcomes used in the Evaluation of Training Programs – Determining appropriateness of outcomes – Evaluation Practices – Evaluation Designs – Determining Return on Investment – Measuring Human Capital and Training Activity.

## UNIT – 5 CAREER MANAGEMENT

8

Importance of Career Management – Career Development Model – Career Management Systems – Special Challenges in Career Management: Socialization and Orientation – Career Paths, Developing Dual - Career Paths and Career Portfolios – Plateauing – Skills Obsolescence – Coping with Career Breaks – Balancing Work-Life Conflict – Company Policies to promote work-life balance - Coping with job loss – dealing with older workers.

**TOTAL SESSIONS: 42**

### TEXT BOOK:

1. Raymond A Noe and Amitabh DeoKodwani, Employee Training and Development, 7<sup>th</sup> Edition, Tata McGraw Hill, 2018.

### REFERENCE BOOKS:

1. Randy L. Desimone, Jon M. Werner – David M. Mathis, Human Resource Development, 6<sup>th</sup> Edition, Cengage Learning, 2012.
2. Rolf, P., and Udai Pareek, Training for Development, Sage Publications Pvt. Ltd., 3<sup>rd</sup> Edition, October 2011
3. Prior, John, Handbook of Training and Development, Jaico Publishing House, Bombay
4. Trvelove, Steve, Handbook of Training and Development, Blackwell Business.
5. Warren, M.W. Training for Results, Massachusetts, Addison-Wesley.
6. Craig, Robert L., Training and Development Handbook, McGraw Hill
7. Garner, James, Training Interventions in Job Skill Development, Addison-Wesley. Kenney, John; Donnelly, Eugene L. and Margaret A. Reid, Manpower Training and Development, London Institute of Personnel Management

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		3	2				3
CO2	3		3	2				3
CO3	3	2	3	2				3
CO4	3	2	3	2				3



<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SUPPLY CHAIN AND LOGISTICS MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Understand the concepts underlying the design of supply chain and its alignment to business objectives and strategy.
<b>CO 2</b>	Appreciate the importance of sourcing, network design and demand forecasting to enhance supply chain performance.
<b>CO 3</b>	Understand the role of logistics in enabling customer value delivery by the supply chain.
<b>CO 4</b>	Awareness of current trends in Logistics and Supply Chains.

### **UNIT – 1 INTRODUCTION**

**8**

Supply Chain – Fundamentals - Evolution, Importance, Decision Phases, Process View-Supplier- Manufacturer- Customer chain - Supply Chain Strategy- Drivers of Supply Chain Performance - Structuring Supply Chain Drivers

### **UNIT – 2 STRATEGIC SOURCING & PLANNING DEMAND**

**10**

In-sourcing and Out-sourcing – Types of Purchasing Strategies - Supplier Evaluation - Selection and Measurement - Creating a world class supply base - World Wide Sourcing.

Overview of Demand Forecasting in the Supply Chain - Aggregate Planning in the Supply Chain - Managing Predictable Variability - Coordination in the Supply Chain

### **UNIT – 3 NETWORK DESIGN**

**8**

Distribution Network Design – Role, Factors Influencing - Options, Value Additions. Models for Facility Location and Capacity allocation - Impact of uncertainty on Network Design. Network Design decisions using Decision Trees

### **UNIT – 4 MANAGING LOGISTICS FOR EFFECTIVE SUPPLY CHAINS**

**10**

Scope of Logistics -Customer Value Chain - Value added logistics services - Role of logistics in Competitive Strategy – Customer Service

Warehousing Functions – Options - Types – Site Selection – Decision Model – Layout Design – Costing – Virtual Warehouse

Transportation – Drivers, Modes, Measures - Strategies for Transportation, 3PL and 4PL, Vehicle Routing and Scheduling

Packaging- Design considerations, Material and Cost - Packaging as Unitization- Consumer and Industrial Packaging

## **UNIT – 5 CURRENT TRENDS**

**6**

E-Logistics –Structure and Operation - Reverse Logistics - Global Logistics –Operational and Strategic Issues, ocean and air transportation - IT in Supply Chain -Agile Supply Chains.

**TOTAL SESSIONS: 42**

### **TEXT BOOK:**

1. Sunil Chopra and Peter Meindl, Supply Chain Management-Strategy Planning and Operations, 7<sup>th</sup> Edition, Prentice Hall, 2018.

### **REFERENCE BOOKS:**

1. Ronald H. Ballou and Samir K. Srivastava, Business Logistics and Supply Chain Management, 5<sup>th</sup> Edition, Pearson Education.
2. Bowersox Donald J, Logistics Management – The Integrated Supply Chain Process, Tata McGraw Hill, 2010
3. Vinod V. Sople, Logistics Management-The Supply Chain Imperative, Pearson. 2012
4. Coyle et al., The Management of Business Logistics, Thomson Learning, 7th Edition, 2004.
5. Mohanty R.P and Deshmukh S.G, Supply chain theories and practices, Biztantra publications, 2007.
6. Leenders, Johnson, Flynn, Fearon, Purchasing and Supply Management, Tata McGraw Hill, 2010.

### **CO-PO MAPPING**

		<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>		3		3	2	2			3
<b>CO2</b>		3		3	2	2			3
<b>CO3</b>		3	1	3	2	2		1	3
<b>CO4</b>		3	3	3	1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>TOTAL QUALITY MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the basic principles in TQM.
<b>CO 2</b>	Application of quality philosophies and tools to facilitate continuous process improvement.
<b>CO 3</b>	Appreciation of the current trends in quality management including six sigma methodology.

## **UNIT - 1 INTRODUCTION TO TOTAL QUALITY MANAGEMENT 7**

Quality – Vision, Mission and Policy Statements - Customer Focus – Customer Perception of Quality - Translating Needs into Requirements (Kano Model) -Customer Retention - TQM Framework - Role of Leadership & Employee Involvement for TQM Efforts - Dimensions of Product and Service Quality

## **UNIT - 2 PRINCIPLES AND PHILOSOPHIES OF QUALITY MANAGEMENT 8**

Overview of the contributions of Deming, Juran, Crosby, Ishikawa - Taguchi Techniques – Introduction, Loss Function, Parameter & Tolerance Design, Signal to Noise Ratio - Concepts of Quality Circle, Japanese 5S Principles and 8D Methodology - Continuous Process Improvement (Kaizen)

## **UNIT - 3 STATISTICAL PROCESS CONTROL 9**

Meaning and Significance of Statistical Process Control (SPC) – Construction of Control Charts for Variables and Attributes - Reliability Concepts – Definitions, Reliability in Series and Parallel -Product-Life Characteristics Curve - Total Productive Maintenance (TPM)

## **UNIT – 4 TOOLS AND TECHNIQUES FOR QUALITY MANAGEMENT 9**

Quality Functions Deployment (QFD) – Benefits, Voice of Customer - Information Organization - House of Quality (HOQ) -Building a HOQ - QFD Process - Failure Mode Effect Analysis (FMEA) – Requirements of Reliability, Failure Rate, FMEA Stages, Design, Process and Documentation - Seven Tools (old & new) – Benchmarking - POKA YOKE

## UNIT – 5 SIX SIGMA AND PROCESS IMPROVEMENT

9

Process Capability – Meaning, Significance and Measurement - Six Sigma Methodology – DMAIC, DMADV - Foundations, Principles and Implementation - Lean Six Sigma – Business Process Improvement (BPI) – principles, applications, reengineering process, benefits and limitations - Role of computers (IT) on quality

**TOTAL SESSIONS: 42**

### TEXT BOOKS:

1. Dale H.Besterfield, Carol Besterfield – Michna, Glen H. Besterfield, Mary Besterfield – Sacre, Hermant – Urdhwareshe, Rashmi Urdhwareshe, Total Quality Management, 5<sup>th</sup> edition, Pearson Education, Paperback - 2019.

### REFERENCE BOOKS:

1. Thomas Pyzdek, The Six Sigma Handbook, 5th Edition, McGraw-Hill Education, 2018
2. Poornima M Charantimath; Total Quality Management, 3<sup>rd</sup> Edition, Pearson, 2017
3. Thomas Pyzdek, The Six Sigma Handbook, 5<sup>th</sup> Edition, McGraw-Hill Education, 2018
4. Shridhara Bhat, Total Quality Management - Text and Cases, 2<sup>nd</sup> Edition, Himalaya Publishing House, 2010
5. James R. Evans and William M. Lindsay, The Management and Control of Quality, 6<sup>th</sup> Edition, Thompson, 2005
6. Douglas C. Montgomery, Introduction to Statistical Quality Control, 4th Edition, Wiley Student Edition, 2008.
7. Indian standard – quality management systems – Guidelines for performance improvement (Fifth Revision), Bureau of Indian standards, New Delhi

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3			1				3
CO2	3	1	3	2	2			3
CO3	3	3		1				3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>SERVICES OPERATIONS MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of concepts and contemporary tools necessary to effectively to design and manage a service operation.
<b>CO 2</b>	Appreciate the role, importance and dimensions of service quality in delivering value to customers.
<b>CO 3</b>	Demonstrate a familiarity with a few best practices of service organizations.

### **UNIT – 1 INTRODUCTION**

**8**

Services–Importance – Role in Economy –Service Sector– Growth –Nature of Services– Service Classification – Service Package –distinctive characteristics - Open-Systems View Service – Strategy– Strategic Service Vision, Competitive Environment- Generic Strategies –winning customers – Role of Information Technology –Stages in Service Firm Competitiveness.

### **UNIT – 2 SERVICE DESIGN**

**8**

New Service Development – Design Elements – Service Blue- Printing - Process Structure – Generic Approaches –Value to Customer - Retail Design Strategies – Store Size – Network Configuration - Managing Service Experience – Experience Economy, Key Dimensions - Vehicle Routing and Scheduling

### **UNIT – 3 SERVICE QUALITY**

**8**

Service Quality- Dimensions, Service Quality Gap Model; Measuring Service Quality – SERVQUAL - Walk-through Audit; Quality Service by Design - Service Recovery - Service Guarantees; Service Encounter – Triad, Creating Service Orientation - Service Profit Chain - Front-Office Back-office Interface – Service Decoupling.

### **UNIT – 4 SERVICE FACILITY**

**8**

Servicescapes – Behaviour - Environmental Dimensions – Framework- Facility design – Nature, Objectives, Process Analysis – Process Flow Diagram, Process Steps, Simulation -

Service Facility Layout - Service Facility Location – considerations, facility location techniques – metropolitan metric, Euclidean, Centre of Gravity, Retail Outlet Location - Location Set Covering Problem

## **UNIT – 5 MANAGING CAPACITY AND DEMAND**

**10**

Forecasting and Managing Demand– Strategies – Managing Capacity–Basic Strategies – Supply Management Tactics – Operations Planning and Control –Yield Management Inventory Management in Services–Retail Discounting Model, Newsvendor Model – Managing Waiting Lines– Queuing Systems – Psychology of waiting- Managing for growth, expansion strategies, franchising, globalization – Managing Service Projects

**TOTAL SESSIONS: 42**

### **TEXT BOOK:**

1. James A .Fitzsimmons, Service Management –Operations, Strategy, Information Technology, 8<sup>th</sup> Edition, Tata McGraw-Hill, 2013.

### **REFERENCE BOOKS:**

1. Richard Metters, Kathryn King-Metters, Madeleine Pullman, Steve Walton Successful Service Operations Management, South-Western, Cengage Learning, 2nd Edition ,2012
2. Cengiz Haksever, Barry Render, Roberta S. Russell, Robert G. Murdick, Service Management and Operations, 2nd Edition, Pearson Education.
3. Robert Johnston, Graham Clark, Service Operations Management, 2nd Edition, Pearson Education, 2005.
4. Bill Hollins and Sadie Shinkins, Managing Service Operations, Sage, 2006
5. J.Nevan Wright and Peter Race, The management of service operations, 2nd Edition, Cengage, 2004

### **CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
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<b>CO2</b>	3		2	2	2	2		3
<b>CO3</b>	3	2	2	2	2	2		3

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>PROJECT MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

## **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate an understanding of the basic principles in Project Management.
<b>CO 2</b>	Demonstrate an ability to plan, schedule, allocate resources and control the activities of a project.
<b>CO 3</b>	Demonstrate a familiarity with Project Management tools to optimize time and resource utilization.

## **UNIT – 1 INTRODUCTION TO PROJECT MANAGEMENT 8**

Project Management – Definition – Goal – Lifecycles - Project Selection Methods - Project Portfolio Process – Project Formulation - Project Manager – Roles- Responsibilities and Selection – Project Teams

## **UNIT – 2 PLANNING AND BUDGETING 8**

The Planning Process – Work Break down Structure – Role of Multidisciplinary teams-Budget the Project – Methods - Cost Estimating and Improvement - Budget Uncertainty and Risk Management.

## **UNIT-3 SCHEDULING AND RESOURCE ALLOCATION 9**

PERT & CPM Networks - Project Uncertainty and Risk Management – Simulation -Gantt Charts — Resource loading and levelling - Allocating scarce resources – Goldratt’s Critical Chain Crashing – Expediting a project

## **UNIT – 4 CONTROL AND COMPLETION 8**

The Plan-Monitor-Control Cycle - Data Collecting and Reporting – Project Control – Designing the Control System - Project Evaluation - Auditing and Termination.

## **UNIT – 5 PROJECT MANAGEMENT TOOL 9**

WBS - Critical Path - Start & Finish time – Slack Resource allocation and levelling (within and

outside slack) - Cost Estimation and Cash Flow - Generate status reports and interpret indices on project progress.

**TOTAL SESSIONS: 42**

**REFERENCE BOOKS:**

1. Clifford Gray, Erik Larson, Gautam V. Desai, Project Management - The Managerial Process, 6<sup>th</sup> Edition, Tata McGraw Hill, 2015
2. John M. Nicholas, Project Management for Business and Technology - Principles and Practice, 2<sup>nd</sup> Edition, Pearson Education, 2016
3. Gido and Clements, Successful Project Management, 6th Edition, Cengage, 2015.
4. Harvey Maylor, Project Management, 4th Edition, Pearson Education, 2010
5. Bob Hughes and Mike Cotterell, Software Project Management, 5th Edition, Tata McGraw Hill
6. Jalote, Software Project Management in Practice, Pearson Education
7. Ramesh, Gopalaswamy, Managing Global Projects, Tata McGraw Hill

**CO-PO MAPPING**

	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>
<b>CO1</b>	3	1		1				3
<b>CO2</b>	3	1	3	1				3
<b>CO3</b>	3	3	1	2	2			3



<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
	<b>MATERIALS MANAGEMENT</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>3</b>

### **LEARNING OUTCOMES**

<b>CO 1</b>	Demonstrate a critical understanding of the basic principles in MM.
<b>CO 2</b>	Appreciate its linkages with other functions.
<b>CO 3</b>	Applying tools which facilitate effective utilization of materials in organization

### **UNIT 1 - INTRODUCTION TO MATERIALS MANAGEMENT**

**7**

Operating Environment - Aggregate planning - Role, Need, Strategies, Costs Techniques, Approaches - Master Scheduling - Manufacturing Planning and Control System - Manufacturing Resource Planning - Enterprise Resource Planning - Making the production plan

### **UNIT 2 - MATERIALS PLANNING**

**9**

Materials Requirements Planning - Bill of Materials - Resource Requirement Planning - Manufacturing Resource Planning - Capacity Management Scheduling Orders - Production Activity Control - Codification

### **UNIT 3 - INVENTORY MANAGEMENT**

**9**

Objectives – Selective inventory control - Financial implications – EOQ and its limitations - Order Quantities - Variations & Practical considerations - Model for uniform and variable demand - Quantity Discount Models. Independent Demand Ordering Systems – Determining Safety Stock & Service levels, Order Point System and Periodic Review System - JIT & Lean Practices.

### **UNIT 4 - PURCHASING MANAGEMENT**

**9**

Purchasing strategies – Make or Buy decision - Selecting Suppliers – Negotiation - Price Determination – Forward Buying - Mixed Buying Strategy - Price Forecasting - buying seasonal commodities - purchasing under uncertainty - Vendor rating methods & share of business determination – Vendor quality management - Environmentally Responsible Purchasing

## UNIT 5 - WAREHOUSE MANAGEMENT

8

Warehousing Functions – Types – Warehouse Management – Systems and procedures - Incoming Materials Control - Stores accounting and Stock Verification - Obsolete, Surplus and Scrap - Value Analysis - Material Handling- Operational Efficiency – Productivity - Cost Effectiveness - Performance Measurement

**TOTAL SESSIONS: 42**

### TEXTBOOK:

1. J.R.Tony Arnold, Stephen N. Chapman, Ann K. Gatewood, Lloyd M. Clive, Introduction to Materials Management”, 8th edition, Pearson - 2018.

### REFERENCES:

1. P. Gopalakrishnan, Purchasing and Materials Management, Tata McGraw Hill, 2012
2. A.K.Chitale and R.C.Gupta, Materials Management, Text and Cases, PHI Learning, 2nd Edition, 2006
3. A.K.Datla, Materials Management, Procedure, Text and Cases, PHI Learning, 2nd Edition, 2006

### CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	1		1				3
CO2	3	1	1	1				3
CO3	3	2	3	1				3