

MT 401-R1- Organization and Management

COURSE INFORMATION SHEET

Course Code: MT 401-R1
Course Title: Organization and Management
Pre-requisite(s): NIL
Co- requisite(s): NIL
Credits: 1 L: T: P:
1: 0: 0
Class schedule per week: 1
Class: MBA
Semester / Level: 1/4
Name of Teacher:

Course Objectives

The course enables the student to:

1. To understand the Theories of Management Principles and Practices, Different skills required by a manager at different managerial levels and roles of a manager.
2. To study planning and to critically examine the various types of plans.
3. To understand the various types of organizational structures and their importance in management.
4. To understand the core of leadership and communication and controlling different types of functions.

Course Outcomes

After the completion of this course the student will be able to:

CO 1:	Classify various managerial skills and roles being performed by a manager and also can design and recommend appropriate organizational structure.
CO 2:	Implement planning activity at all levels in an organization. Design suitable organisational structure to implement the plans.
CO 3:	Forecast manpower requirements, design recruitment and selection procedure and recommend for employees to maximize long term productivity.
CO 4:	Recommend appropriate leadership style and communication strategy for a work group
CO 5:	Analyse the requirements for effective control of organisational activity.

Syllabus

Module 1

(3 lectures)

Introduction to Fundamentals of Management: Evolution of Management thought from early 20th century till date, Management Functions and Executive Functions, Management Skills.

Module 2

(2 lectures)

Planning- Definition & Objective of planning, Types of plans, Modern steps involved in planning process

Module3**(4 lectures)**

Organizing and Staffing:Forms of Organizational Structure, Formal and Informal organizational structure, Span of Control, Delegation and Decentralization of authority. Meaning of staffing, Staffing functions

Module 4**(3lectures)**

Leadership and Communication: Types of leaders, Leadership styles , Qualities of an effective leader. Importance of Organisational Communication, barriers to organizational communication.

Module5**(2lectures)**

Controlling:Definition & characteristics of control, the control process, types of control, Feedback and Feedforward Control

Textbooks**Suggested Readings**

1. Management- Stoner and Freeman, Prentice Hall of India.
2. Essentials of Management, Koontz and Heinz Wehrich, Mc. Graw Hill.
3. Management- Robbins & Coulter (Prentice Hall of India, 9th Edition)

Reference Books:

1. Principles of Management- Gilbert, Mc Graw Hill.
2. Principles and Practices, T. N. Chhabra, Dhanpat Rai and Sons Pvt.Ltd.
3. Management: A Global and Entrepreneurial Perspective, Wehrich Heinz & Koontz Harold, Mc. Graw Hill
4. Principles of Management- P.C. Tripathi and P.N. Reddy, McGraw Hills

Course Delivery Methods
Lecture by use of boards/LCD projectors/OHP projectors
Tutorials/Assignments
Seminars
Mini projects/Projects
Laboratory experiments/Teaching aids
Industrial/Guest lectures
Industrial visits/In-plant training
Self- learning such as use of NPTEL materials and internets
Simulation
Tutorials/Assignments

Course Outcome (CO) Attainment Assessment Tools & Evaluation procedure**Direct Assessment:**

Assessment Tool	% Contribution during CO Assessment
End Semester Examination	50
Quiz (s)	30
Assignment	10

Seminar	10
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Indirect Assessment:

1. Student Feedback on Course Outcomes

MAPPING OF COURSE OUTCOMES ONTO PROGRAMME OUTCOMES

Course Outcome #								
	1	2	3	4	5	6	7	8
1	2	1	1	1	1	3	2	2
2	1	1	1	1	2	2	2	3
3	1	1	1	1	1	2	2	2
4	1	1	1	2	2	1	1	1
5	1	2	3	2	1	2	1	2

Mapping between COs and Course Delivery (CD) Methods

CD	Course Delivery Methods	Course Outcome	Course Delivery Method
CD 1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1and CD8
CD 2	Tutorials/Assignments	CO2	CD1 and CD2
CD 3	Seminars	CO3	CD1 and CD2
CD 4	Mini projects/Projects	CO4	CD1 and CD4
CD 5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD 6	Industrial/guest lectures		
CD 7	Industrial visits/in-plant training		
CD 8	Self- learning such as use of NPTEL materials and internets		
CD 9	Simulation		

MT402- R1- Financial Accounting & Management

COURSE INFORMATION SHEET

Course code:MT402-R1

Course title: Financial Accounting & Management Pre-requisite(s):NIL

Co- requisite(s):NIL

Credits:3 L:3 T:0 P:0 Class schedule per week: 3 Class: MBA

Semester / Level: 1/4 Name of Teacher:

Course Objectives

This course enables the students:

A ·	To develop an understanding about the scope of financial markets and accounting with understanding the concept of wealth maximization in modern fast changing complex business world
B ·	To give knowledge about the analysis of changes in financial position of corporate entity and develop capabilities in solving complex managerial problems like project appraisal as a business manager.
C ·	To impart knowledge about Capital structure theories for decision making in Leveraging of any business corporations.
D ·	To impart knowledge of working capital management and to give an insight about the trade-off between liquidity and profitability.
E ·	To impart knowledge about different types of dividends and dividend decisions

Course Outcomes

After the completion of this course, students will be able to:

CO1.	Explain accounting statements and analyze the financial statements with the help of ratio analysis. To differentiate between Capital Market and Money Market.
CO 2.	Apply the concept of time value of money for any investment decision. To appraise the various business projects by applying the concept of Capital

	Budgeting.
CO 3.	To analyze the capital structure of a firm and its impact on firm's profitability.
CO 4.	Implement the concept of working capital management by referring to various policies for financing of working capital management.
CO 5.	Explain dividend policies and its impact on market value of shares of the companies.

Syllabus

Module 1 (12 Lectures)

Scope & Functions of Finance, Role of Finance Manager, Goals of Financial Management- Profit Maximization Vs Wealth Maximization, Introduction to Financial Market, Introduction to Accountancy. Accounting Principles and Conventions, Double Entry system, Journal, Ledger, Trial Balance and Preparation of Final Account. Statement of Changes in Financial Position, Analysis of Financial Statement– Profitability Ratios, Turnover Ratios, Liquidity Ratios, Leverage and Financial Ratios, Sensitivity Analysis.

Module 2 (9 Lectures)

Time Value of Money-Future value of a single cash flow, Annuity, Present value of a single cash flow, Annuity, Present value of an Uneven Cash Flow, Multi-Period Compounding. Capital Budgeting Decision, Methods of Appraisals – Discounting and Non Discounting Techniques –NPV, IRR, Profitability Index, Pay Back, ARR .

Module 3 (9 Lectures)

Capital structure- Relevance of Capital Structure, Capital Structure Decision - EBIT – EPS Analysis. Cost of Capital- Cost of Debt, Cost of Preference Capital, Cost of Equity Capital, Weighted Average Cost of Capital, Financial Leverage, Operating Leverage, Combined Leverage

Module 4 (9 Lectures)

Concept & Importance, Factors Influencing Working Capital Requirements, Operating Cycle and Cash Cycle. Determinants of Working Capital, Working Capital Policy, Working Capital Financing Policy, Issues in working capital management.

Module 5 (9 Lectures)

Meaning & Forms of Dividend, Theory of Relevance- Walter's Model, Gordon's Model, Theory of Irrelevance- Miller-Modigliani Model, Influencing Factors of Dividend Policy.

Text books:

1. Financial Management, M.Y. Khan, P.K.Jain, Tata McgrawHillPublication
2. Financial Management, Prasanna Chandra, Tata McgrawHillPublication
3. Financial Management, I.M.Pande, VikashPublication

Reference books:

1. Financial Accounting – A Managerial Perspective, Narayanaswamy, PHI,
2. Accounting for Managers, Anthony R.N.andReiceJ.S.
3. Advance Accountancy, S.N. Maheshwari, VikasPublication
4. Modern Accountancy, Amitabh Mukherjee &MdHanif, TMHPublication.
5. Financial Management – An Introduction, Jim McMenamin, Taylor andFrancis
6. Accounting, Robert N Anthony, David F Hawkins and Kenneth AMerchan

Course Delivery methods
Lecture by use of boards/LCD projectors/OHP projectors
Tutorials/Assignments
Seminars
Mini projects/Projects
Laboratory experiments/teaching aids
Industrial/guest lectures
Industrial visits/in-plant training
Self- learning such as use of NPTEL materials and internets
Simulation

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Indirect Assessment –

1. Students Feedback on CourseOutcome

Mapping of Course Outcomes onto Programme Outcomes

Course Outcome #								
	1	2	3	4	5	6	7	8
1	1	2	1	1	1	1	1	1
2	1	1	1	1	2	2	2	3
3	1	1	1	1	1	2	2	2
4	1	1	1	2	3	1	1	1
5	1	2	3	2	1	2	1	2

Gaps in the syllabus (to meet Industry/Profession requirements) POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced

topics/Design Mapping between COs

CD	Course Delivery methods and Course Delivery (CD) methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1 and CD8
CD2	Tutorials/Assignments	CO2	CD1 and CD2
CD3	Seminars	CO3	CD1 and CD2
CD4	Mini projects/Projects	CO4	CD1 and CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plant training		
CD8	Self- learning such as use of NPTEL materials and internets		
CD9	Simulation		

MT403-R1- ORGANIZATIONAL BEHAVIOUR

COURSE INFORMATION SHEET

Course Code	:MT 403-R1
Course Title	:ORGANISATIONAL BEHAVIOUR
Pre-requisite(s)	:NIL
Co-requisite(s)	:NIL
Credits	: 2
	: L: T:P:
	: 2 0 0
Class Schedule per week	2
Class	: MBA
Semester/Level	: 1/4
Name of Teacher	:

Course Objectives

This course enables the students to:

A.	To understand the basics of human interactions in an organization.
B.	To explain the impact of different parameters on individuals and the relation between individuals and their environment.
C.	To analyze and find what forces are driving and influencing people in an organization for getting better results in attaining business goals.
D.	To familiarize concepts of the Organizational Behaviour as a discipline and how organizations in which people work affect their thoughts, feelings, and actions.

Course Outcomes

After the completion of this course, students will be able o:

CO1	Analyze the Organizational Behaviour concepts, and Correlate with individual and group behavior in an organization.
CO2	Evaluate personality types, and analyse the impact of perception and learning process on human behaviour.
CO3	Recommend appropriate Motivational techniques and and leadership strategies for a work group.
CO4	Analyze structural, group and individual behaviour for effective functioning of organization.

Mapping of course outcome to program outcome

Course Outcome	Programme outcome							
	1	2	3	4	5	6	7	8
1	2	1	1	1	1	3	2	2
2	1	1	1	1	2	2	2	3
3	1	1	1	1	1	2	2	2
4	1	1	1	2	2	1	1	1
5	1	2	3	2	1	2	1	2

Syllabus:

Module1

Introduction to Organization Behaviour:

Concept, Significance, Challenges and Opportunities of Organizational Behaviour

Determinants of Individual Behaviour:

Attitudes – Components and Major Job Attitudes, Personality Concept, Determinants and Theories, Perception- Concept, Perceptual Process and Learning- Concept, Process. [9]

Module2

Motivation:

Concept, Application on Individuals and Organization, Early and Contemporary Theories of Motivation (Hierarchy of Need, Two Factor, Expectancy, Equity Theories) [5]

Module3

Groups and Teams:

Group Behaviour – Concept, Types, Stages of Group Development, Group Decision Making. Work Teams – Types and Creating Effective Teams. [5]

Module4

Leadership and Communication:

Leadership - Concept, Theories (Trait, Behavioural and Contingency). Communication- Concept, Process and Barriers. Inter Personal Communication – Transactional Analysis [6]

Module5

Organisational Change and Stress:

Organizational Change – Forces and Resistance to Change Stress Management– Sources and Consequences of Stress, Stress Assessment and Management. [5]

Course Delivery methods
Lecture by use of boards/LCD projectors/OHP projectors
Tutorials/Assignments

Seminars
Mini projects/Projects
Laboratory experiments/teaching aids
Industrial/guest lectures
Industrial visits/in-plant training
Self- learning such as use of NPTEL materials and internets
Simulation

Assessment Tool	%Contribution during CO Assessment
End Semester Examination	50
Quiz (s)	30
Assignment	10
Seminar	10

MT 406-R1- Information Technology Management

COURSE INFORMATION SHEET

Course code : MT 406-R1
Course title : Information Technology Management
Pre-requisite(s) : NIL
Co- requisite(s) : NIL
Credits : 3 **L: 3T:0P:0**

Class schedule per week : 3
Class : MBA
Semester / Level : 1/4
Name of Teacher :

Course Objectives:

After the completion of this course, students will be able to:

CO1	Understand the fundamental understanding of information systems concepts.
CO2	Analyze a problem and design an appropriate solution
CO3	Participate in information systems development as an informed person
CO4	Develop understanding of various cyber threats and types of data security.
CO5	Acquire a hands-on knowledge on the Python language.

Syllabus

Module1: Data and Information

(8 Lectures)

Introduction to data and information. Data-Information-Knowledge cycle. Difference between data and information. Data measurement. Introduction to database. Its advantages and disadvantages. Types of databases.

Module 2: Information System

(8 Lectures)

Information System – Definition, Characteristics, Advantages and Limitations. Types of Information Systems – TPS, OAS, KWS, MIS, DSS and EIS. Procurement options – Hardware & Software Planning, Make or Buy decision. Information System for Strategic Advantages.

Module3: E-Commerce

(8 Lectures)

Introduction to E-Commerce. Evolution of E-Commerce. EDI. Emerging trends in E-Commerce. Difference between E-Business and E-Commerce.

Module4: Data Security

(10 Lectures)

Types of Cyber Threats. Measures to counter cyber threats. Risk Analysis. Security tools – Firewall, IDS, SSL, Encryption, Digital Certificate, Digital Signature and Blockchain. (All introductory ideas)

Module5: Introduction to Python

(10 Lectures)

Operators, data types, control structures, loops and logical statements, functions, parameters, arguments, directories and dictionary operations, methods, modules, Class and Objects, Object Oriented Programming in python

Suggested Readings:

Text Books:

1. James A O'Brien, George M Marakas and Ramesh Behl. (2009). Management Information Systems, 9th Edition, Tata McGraw Hill Education, New Delhi.
2. Michael Hammer and James Champy, (2003). Reengineering the Corporation: A Manifesto for Business Revolution, 1st Edition, HarperCollins
3. Turban, E., McLean, E. and Wetherbe, J. (2000). Information Technology for Management: Making Connections for Strategic Advantage. , 2nd Edition, John Wiley and Sons.
4. Alexis Leon (2008). Enterprise Resource Planning, Reprint Edition, Tata-McGraw-Hill Education.
5. Ashok NamdevKamthane and Amit Ashok Kamthane. (2020). Programming and Problem Solving with Python McGraw-Hill Education

Reference Books:

1. D.P.Goyal. (2006). Management Information Systems-Managerial Perspectives, 2nd Edition, Macmillan, New Delhi.
2. S.A.Kelkar. (2009). Management Information Systems-A concise Study, 2nd Edition, Prentice Hall of India.
3. NirmalyaBagchi, (2010). Management Information Systems, 1st Edition, Vikas Publishing House, New Delhi
4. Martin C. Brown, (2018). Python: The Complete Reference. McGraw-Hill Education

Gaps in the syllabus (to meet Industry/Profession requirements)

POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Programme Outcome (PO) Attainment Assessment tools & Evaluation

Procedure for Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Indirect Assessment

- Student Feedback on Faculty
- Student Feedback on Programme Outcome

Mapping of Course Outcomes onto Programme Outcome

Course Outcome	Program Outcomes							
	1	2	3	4	5	6	7	8
1	H	L	M	L	M	H	L	M
2	H	H	H	M	L	H	M	L
3	H	H	H	H	M	M	L	H
4	H	L	H	L	L	H	M	H
5	H	M	H	M	M	M	M	M

Mapping Between COs and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1 and CD8
CD2	Tutorials/Assignments	CO2	CD1 and CD2
CD3	Seminars	CO3	CD1 and CD2
CD4	Mini projects/Projects	CO4	CD1 and CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plant training		
CD8	Self- learning such as use of NPTEL materials and internets		
CD9	Simulation		

MT408-R1- Managerial Economics

COURSE INFORMATION SHEET

Course code: MT 408-R1

Course title: Managerial Economics

Pre-requisite(s):NIL

Co-requisite(s): NIL

Credits: 2 L: T: P/ 2:0:0

Class Scheduled per week: 2

Semester/Level : 1/4

Name of Teacher :

Course Objectives

This course will enable students to:

A.	Understand the basics of economics and its role in business decision making.
B.	Know the effect of demand and supply on business decisions.
C.	Comprehend the cost -output relationship.
D.	Be aware about different types of market and pricing decisions in the markets.
E.	Recognize the basic macro-economic environment for effective economic decisions.

Course Outcomes:

After the completion of this course, students will be able to:

CO1	Analyse economic problems and effectively take business decisions in accordance with the business objectives.
CO2	Consider demand and supply forces and consumer behaviour in meeting business objectives.
CO3	Optimize cost-production combination.
CO4	Consider the behaviour of different markets to take appropriate business decisions.
CO5	Assess the macro-economic environment for effective economic decisions.

Syllabus

Module1: Introduction

Nature and scope, Definitions, Importance, Application to Business Decisions, Profit Maximization as Business Objectives, Sales and Revenue Maximization Objective of Business Firms. [5]

Module2: Demand and Supply

Introduction, Determinants of Demand and Supply, Demand Function, Demand and Supply Curves, Law of Demand, Elasticity of Demand, Utility analysis: Cardinal and Ordinal utility, Equi-marginal utility. Indifference curve and its properties. Consumer Equilibrium with Cardinal and Ordinal approach [7]

Module3: Production Analysis and Cost

Classification of Cost, Cost-Output Relationship, Economies of Scale, Break-even Analysis Production Process and Function-One Variable and Two Variable Inputs, Iso-quant and Iso-cost, Optimal Factor Combination. [6]

Module4: Market

Introduction, Market Types-Perfect Competition, Imperfect Competition, Monopoly and Oligopoly-Kinked Demand Curve Model, Equilibrium of a Firm under Perfect Competition, Price Determination under Different Markets [6]

Module5: Macro-Economic Environment

National income- Concepts, Methods of measuring National Income, Problems in measuring National Income. Business Cycles – Phases, Management of Cyclical Fluctuations, Inflation : Types, causes and measurements. [6]

Text Books-

1. Managerial Economics, Atmanand, Excel Books
2. Managerial Economics, H. Craig Petersen & W. Cris Lewis, Pearson Education

Reference Books

1. Managerial Economics, Suman Damodaran, Oxford Publication
2. Managerial Economics, D.N. Dwedi, Vikash Publication
3. Managerial Economics, H.L. Ahuja, S.Chand and Co. Ltd.

Course Delivery methods
Lecture by use of boards/ LCD projectors/OHP projectors
Tutorials/Assignments
Seminars
Mini projects/Projects
Laboratory experiments/teaching aids
Industrial/guest lectures
Industrial visits/in-plant training
Self-learning such as use of NPTEL materials and internet
Simulation

Course Outcome(CO) Attainment Assessment tools & Evaluation procedure Direct Assessment

Assessment Tool	%ContributionduringCOAssessment
EndSemExaminationMarks	50
Quiz(s)	30
Assignment	10
Seminar	10

Indirect Assessment–

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Program Outcomes

Course Outcome#	Program Outcomes							
	1	2	3	4	5	6	7	8
1	1	1	2	1	2	1	2	1
2	1	2	2	1	2	1	2	2
3	2	1	2	2	1	1	1	1
4	2	2	2	1	2	1	1	1
5	1	2	1	2	2	2	1	2

Mapping between Cos and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
	Lecture by use of boards/LCD projectors/OHP		
CD1	Projectors	CO1	CD1,CD2,CD3
CD2	Tutorials/Assignments	CO2	CD1,CD2,CD3
CD3	Seminars	CO3,	CD1,CD2,CD3
CD4	Mini projects/Projects	CO4	CD1,CD2,CD3,CO4
CD5	Laboratory experiments/teaching aids		
CD6	Industrial/guest lectures	CO5	CD1,CD2,CD3,CO4,CO5
CD7	Industrial visits/in-plant training		
	Self-learning such as use of NPTEL materials and		
CD8	Internets		
CD9	Simulation		

MT 411-R1- Business Research

COURSE INFORMATION SHEET

Course code : MT411-R1

Course title : Business Research

Pre-requisite(s) : NIL

Co- requisite(s) : NIL

Credits : 3 L: T: P

3 -0- 0

Class schedule per week : 3

Class : MBA

Semester / Level : 2/4

Course Objectives

The course enables the students to:

A.	Develop an understanding of Role of Business Research, Process of Research and Types of research
B.	Explain the mechanism for defining the Research Problem, research Objectives and Hypothesis
C.	Develop an understanding of merits and limitations of various research designs, types of data and methods of data collection
D.	Explain the mechanism for applying salient Univariate, Bivariate and Multivariate tools of data analysis.
E	Explain the characteristics of a good Business research Report.

Course Outcomes

On successful completion of the course the student will be able to:

CO1.	Describe the research process and list the characteristics of various types of research
CO2.	Given a management problem determine the related Research Problem
CO3.	Formulate Research Objectives and Hypothesis from a given research problem
CO4.	Given the research budget select suitable Research Design for achieving the research objectives
CO5.	Organize the data collection process, Analyse data and draw inferences and recommend solutions to the research problem

Syllabus

Module1

Objective, Types, Methods & Process. Research Problem - Selection, Need & Techniques for defining a Problem, Environmental context of the problem, Development of Hypothesis, Qualitative and Quantitative Research [8]

Module2

Features of a good Research Design, Exploratory & Descriptive Research Design, Experimental Design - Causal relationships, Concept of Independent & Dependent variables, Concomitant variable, extraneous variable, Treatment, Control group. [8]

Module3

Primary and Secondary data, Sampling Design, Errors in Data collection, Census and Sample survey, Sample size determination, Characteristics of a good Sample design, Types of Sample design. [6]

Module4

Attitude Measurement and Scaling Techniques, Measurement in Research, Types of Measurement Scales, Scaling Techniques - Likert, Thurstone, Semantic Differential. General process of scale development, testing of scales-reliability and validity [8]

Module5

Tools of data collection, Data Processing Operations, correlation & regression, testing of hypotheses, Introduction to ANOVA, Discriminant Analysis, Factor Analysis, Conjoint Analysis and Clustering Methods, Significance of these tools for Managerial Decision Making, Characteristics of a good Research Report, referencing styles [10]

TEXT BOOKS

- T1: Business Research Methods, Bryman, Alan & Emma Bell, Oxford University Press.
- T2: Social research methods, Walliman, Nicholas Sage Publications.
- T3: Statistical Methods in Business & Social Sciences, Shenray & Pant., Macmillan
- T4: Marketing research-An applied orientation, Naresh Malhotra

REFERENCE BOOKS

- R1: Research Methods in Behavioural Sciences, Dwivedi R.S, Macmillan.
- R2: Research Methods for Business, Uma Sekaran, Wiley Publications

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool 50 % Contribution during CO Assessment
 End Sem Examination Marks 50

1. Student Feedback on Course Outcome

Indirect Assessment

Quiz (s) 30
 Assignment 10
 Seminar 10

Mapping of Course Outcomes onto Program Outcomes

Course Outcome #

Program Outcomes

Course Outcome	Programme outcome							
	1	2	3	4	5	6	7	8
1	1	1	1	3	3	1	2	1
2	2	1	3	2	3	3	2	1
3	3	1	3	2	3	3	3	1
4	1	1	1	3	3	3	2	1
5	2	1	3	3	3	3	3	1

Gaps in the syllabus (to meet Industry/Profession requirements):

POs met through Gaps in the Syllabus:

Topics beyond syllabus/Advanced topics/Design:
 POs met through Topics beyond syllabus/Advanced topics/Design

Mapping Between COs and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1,CD2
CD2	Tutorials/Assignments	CO2	CD1,CD2
CD3	Seminars	CO3	CD1,CD2,CD4
CD4	Mini projects/Projects/ Case study	CO4	CD1,CD2
CD5	Laboratory experiments/teaching aids	CO5	CD1,CD2
CD6		Industrial/guest lectures	
CD7		Industrial visits/in-plant training	
CD8		Self- learning such as use of NPTEL materials and internets	
CD9		Simulation	

MT419-R1- Legal Environment for Business

COURSE INFORMATION SHEET

Course code : MT419-R1

Course title : Legal Environment for Business

Pre-requisite(s) : NIL

Co- requisite(s) : NIL

Credits : 2 L: T: P:

: 2 0 0

Class schedule per week : 2

Class : MBA

Semester / Level : 1/4

Name of Teacher :

Course Objectives

This course enables the students to:

1	To explain the concept of contract, performance of contract and breach of contract and special types of contract.
2	To develop the understanding of partnership business
3	To explain rights, duties and dissolution of firm
4	To introduce basics of company act and aware them with company management.
5	To introduce and explain negotiable instrument act as well as sales of goods act.

Course Outcomes

After the completion of this course, students will be able to:

1	Analyse contract and define the business actions as valid contract, pledge or bailment
2	Identify critical issues of partnership business and can recognize its rights and duties
3	Distinguish Public and Private company, explain the duties and responsibilities of the management to run the company business.
4	Define and characterize different negotiable instruments
5	Develop the idea of sale, distinguish sale and agreement to sell and can explain conditions and warranties

Syllabus:

Module 1The Indian Contract Act 1872: Meaning and Nature of Contract, Essentials of a Valid Contract, Types of Contract, Performance and Discharge of a Contract, Remedies for Breach of Contract. [4]

Module 2Special Contracts: Indemnity- Concept, Rights and Duties of Parties, Guarantee-Concept, Difference Between Indemnity and Guarantee. Bailment- Concept, Sale, Duties and Rights of Parties, PledgeConcept, Duties and Rights of Parties. [8]

Module 3The Indian Partnership Act 1932 Meaning and Nature of Partnership, Essential Elements of Partnership, Partners and Firms, Registration of Firms, Types of Partners, Rights,

Duties and Liabilities of Partners, Dissolution of Partnership Firm.

[6]

Module 4 The Companies Act 2013: Meaning, Salient Features and Types of company, Lifting of Corporate Veil, Difference between Public and Private company, Formation of Company, Memorandum of Association, Articles of Association, Prospectus.

[6]

Module 5 The Negotiable Instruments Act 1881 Definition and Characteristics of Negotiable Instruments, Essentials of Negotiable Instruments, Negotiation and Discharge of Negotiable Instruments, Crossing of a Cheque. **The Sales of Goods Act 1930:** Introduction and features, Distinction between 'Sale' and 'Agreement to sell', Subject-matter of Contract of Sale, Conditions and Warranties.

[6]

TEXT BOOKS:

- 1 Business Law: One should Know, Ajay Garg, Navi Publication.
- 2 Legal Aspects of Business, Akhileshwar Pathak, Tata McGraw Hill.
- 3 Indian Business Laws, S.K. Aggarawa & K. Singhal, Galgotia Publications Pvt. Ltd.

REFERENCE BOOKS

1. Business Law Including Company Law, S.S. Gulsan & G.K. Kapoor, New Age International Publishers.
2. Business Law, Satish B Mathur, McGraw-Hill.
3. Mercantile Law, M.C. Kuchhal, Vikash Publications.
4. Bare Act with short notes/comments (For each Different Laws)- Universal Law Publishing Co. Pvt. Ltd., Commercial Law Publishers (India).

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10

Seminar 10

Indirect Assessment –

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Program Outcomes

Course Outcome

Program Outcomes

Course Outcome	Programme outcome							
	1	2	3	4	5	6	7	8
1	1	1	2	1	2	1	2	1
2	1	2	2	1	2	3	2	2
3	3	3	3	2	3	1	2	2

4	3	3	3	2	3	2	2	2
5	2	2	2	3	2	2	3	3

Gaps in the syllabus (to meet Industry/Profession requirements)

POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Mapping Between COs and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1,CD2,CD4,,CD6
CD2	Tutorials/Assignments	CO2	CD1,CD2,CD4,,CD6
CD3	Seminars	CO3	CD1,CD2,CD4,,
CD4	Mini projects/Projects	CO4	CD1,CD2,CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1,CD2,CD3
CD6		Industrial/guest lectures	
CD7		Industrial visits/in-plant training	
CD8		Self- learning such as use of NPTEL materials and internets	
CD9		Simulation	

MT419-R1- Legal Environment for Business

COURSE INFORMATION SHEET

Course code : MT419-R1

Course title : Legal Environment for Business

Pre-requisite(s) : NIL

Co- requisite(s) : NIL

Credits : 2 L: T: P:

: 2 0 0

Class schedule per week : 2

Class : MBA

Semester / Level : 1/4

Name of Teacher :

Course Objectives

This course enables the students to:

1	To explain the concept of contract, performance of contract and breach of contract and special types of contract.
2	To develop the understanding of partnership business
3	To explain rights, duties and dissolution of firm
4	To introduce basics of company act and aware them with company management.
5	To introduce and explain negotiable instrument act as well as sales of goods act.

Course Outcomes

After the completion of this course, students will be able to:

1	Analyse contract and define the business actions as valid contract, pledge or bailment
2	Identify critical issues of partnership business and can recognize its rights and duties
3	Distinguish Public and Private company, explain the duties and responsibilities of the management to run the company business.
4	Define and characterize different negotiable instruments
5	Develop the idea of sale, distinguish sale and agreement to sell and can explain conditions and warranties

Syllabus:

Module 1The Indian Contract Act 1872: Meaning and Nature of Contract, Essentials of a Valid Contract, Types of Contract, Performance and Discharge of a Contract, Remedies for Breach of Contract. [4]

Module 2Special Contracts: Indemnity- Concept, Rights and Duties of Parties, Guarantee- Concept, Difference Between Indemnity and Guarantee. Bailment- Concept, Sale, Duties and Rights of Parties, Pledge Concept, Duties and Rights of Parties. [8]

Module 3The Indian Partnership Act 1932 Meaning and Nature of Partnership, Essential Elements of Partnership, Partners and Firms, Registration of Firms, Types of Partners, Rights,

Duties and Liabilities of Partners, Dissolution of Partnership Firm.

[6]

Module 4 The Companies Act 2013: Meaning, Salient Features and Types of company, Lifting of Corporate Veil, Difference between Public and Private company, Formation of Company, Memorandum of Association, Articles of Association, Prospectus.

[6]

Module 5 The Negotiable Instruments Act 1881 Definition and Characteristics of Negotiable Instruments, Essentials of Negotiable Instruments, Negotiation and Discharge of Negotiable Instruments, Crossing of a Cheque. **The Sales of Goods Act 1930:** Introduction and features, Distinction between 'Sale' and 'Agreement to sell', Subject-matter of Contract of Sale, Conditions and Warranties.

[6]

TEXT BOOKS:

- 1 Business Law: One should Know, Ajay Garg, Navi Publication.
- 2 Legal Aspects of Business, Akhileshwar Pathak, Tata McGraw Hill.
- 3 Indian Business Laws, S.K. Aggarawa & K. Singhal, Galgotia Publications Pvt. Ltd.

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3. Mercantile Law, M.C. Kuchhal, Vikash Publications.
4. Bare Act with short notes/comments (For each Different Laws)- Universal Law Publishing Co. Pvt. Ltd., Commercial Law Publishers (India).

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10

Seminar 10

Indirect Assessment –

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Program Outcomes

Course Outcome

Program Outcomes

Course Outcome	Programme outcome							
	1	2	3	4	5	6	7	8
1	1	1	2	1	2	1	2	1
2	1	2	2	1	2	3	2	2
3	3	3	3	2	3	1	2	2

4	3	3	3	2	3	2	2	2
5	2	2	2	3	2	2	3	3

Gaps in the syllabus (to meet Industry/Profession requirements)

POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Mapping Between COs and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1,CD2,CD4,,CD6
CD2	Tutorials/Assignments	CO2	CD1,CD2,CD4,,CD6
CD3	Seminars	CO3	CD1,CD2,CD4,,
CD4	Mini projects/Projects	CO4	CD1,CD2,CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1,CD2,CD3
CD6		Industrial/guest lectures	
CD7		Industrial visits/in-plant training	
CD8		Self- learning such as use of NPTEL materials and internets	
CD9		Simulation	

MT 421 Data Analysis and Decision Tools

COURSE INFORMATION SHEET

Coursecode	: MT 421
Course title	: Data Analysis and Decision Tools
Pre-requisite(s)	:NIL
Co-requisite(s)	:NIL
Credits	: 4L: T: P:
	: 4 0 0
Classes scheduled per week	4
Class	: MBA
Semester/Level	: 1/4
Name of Teacher	:

Course Objectives

This course enables the students to:

A	To develop an understanding of basic concepts of statistics and collection and presentation of data
B	To understand the basic concept of central tendency and measures of variations
C	To develop an understanding on correlation and regression and application of Index numbers
D	To understand the concept of probability and estimation of parameters
E	To explain the characteristics of sampling and sampling distribution of hypothesis.

Course Outcomes

After the completion of this course, students will be able to:

CO1	Describe the basic concept of statistics and collection of data using various classification and tabulation methods.
CO2	Demonstrate the knowledge of central tendency and variations and apply them in solving various problems
CO3	Analyse the data using correlation and regression techniques and using the conceptual knowledge of Index numbers in solving problems.
CO4	Analyse any problem using probability techniques and demonstrate the conceptual knowledge on parameters.
CO5	Analyse the population parameters using sampling techniques and undertake decision making process using testing of hypothesis.

Syllabus:

Module1

Introduction: Statistics-Getting started with probability, Probability Axioms and theorems, Random variables, Probability density function/mass function, Pairs of random variables and joint density function. Random vectors. **[12]**

Module2

Data types, Measures of Central Tendency, measures of dispersion, Measures of shape and relative location. Application of measures of central tendency and dispersion for business decision making. (5)

Module3

Correlation and Regression: Concepts, Scatter Diagram, Coefficient of Correlation -Karl Pearson's and Spearman's Rank Correlation, Regression Analysis-Regression Lines and Regression Coefficient. Business Forecasting: Methods of Forecasting, Time Series Analysis, Components of Time Series. **[8]**

Module4

Sampling and Sampling Distribution: Concepts, Random Sampling and Non-Random Sampling, Sampling Distribution – Central Limit Theorem, Sampling Distribution of the Mean, Proportions, Difference of Means and Proportions. Central Limit Theorem. Estimation – point estimation and interval estimation **[8]**

Module5

Test of Hypothesis: Type I and Type II Errors, One Tailed and Two Tailed Test, Chi Square Test, Analysis of Variances-ANOVA table, One-Way Classification, Statistical Quality.

Control Charts. Introduction to **One of the** data presentations tools – Excel/Minitab/SPSS. Presentation of data, classification, tabulation, charts and diagrams. **[19]**

Textbooks:

Business Statistics, J.K. Sharma, Pearson Education.

Statistics for Management, Richard I. Levin & Rubin, Pearson Education.

Reference book:

Probability and Stochastic process, Roy D. Yates and David J. Goodman, Wiley

Quantitative Analysis for Management, Render and Stair, TMH.

Quantitative Business Analysis - Text & Cases, Samul Bodiley. Quantitative Methods in Business, Anderson, Thomson Learning. Business Statistics, S.P. Gupta & M.P. Gupta, Sultan Chand and Sons.

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure Direct Assessment

Assessment Tool	% Contribution during CO Assessment
EndSemExaminationMarks	50
Quiz (s)/Practical Assessment	30
Assignment	10
Seminar	10

Indirect Assessment–

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Programme Outcomes

Course Outcome #	Programme Outcomes							
	1	2	3	4	5	6	7	8
1	2	1	1	1	1	3	2	2
2	1	1	1	1	2	2	2	3
3	1	1	1	1	1	2	2	2
4	1	1	1	2	2	1	1	1
5	1	2	3	2	1	2	1	2

Gaps in the syllabus (to meet Industry/Profession requirements) Pos met through Gaps in the Syllabus.

Topics beyond syllabus/ Advanced topics/ Design. Pos met through Topics beyond syllabus/Advanced topics/Design

Mapping Between Cos and Course Delivery(CD)methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1 and CD8
CD2	Tutorials/Assignments	CO2	CD1 and CD2
CD3	Seminars	CO3	CD1 and CD2
CD4	Mini projects/Projects	CO4	CD1 and CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plan training		
CD8	Self-learning such as use of NPTEL materials and internet		
CD9	Simulation		

COURSE INFORMATION SHEET

Course code: MT 132

Course title: Communication Skills I

Pre-requisite(s): NIL

Co- requisite(s): NIL

Credits: 1.5 L: T: 0 P: 3

Class schedule per week: 3

Class:

Level: 1 (First Year)

Name of Teacher:

Course Objectives

This course enables the students:

A.	To demonstrate ability to listen to and comprehend complex speech in English, listen to explanations, descriptions, messages, news stories, opinions, solutions, etc.
B.	To demonstrate ability to speak effectively in English with peers, teachers and others, handle the various speaking situations in their academic and social sphere with confidence
C.	To demonstrate ability to read and analyse functional texts with confidence; apply critical thinking, analysis and problem-solving skills to the reading material
D.	To demonstrate ability to write messages, personal accounts, critical reviews, short biographies, describe processes, write persuasive essays, etc.
.E	To demonstrate a strong hold on functional grammar which helps them avoid common errors in communication

Course Outcomes

After the completion of this course, students will be able to:

1.	Communicate confidently in English with their peers and teachers in the immediate environment and with colleagues, clients, etc. in their future workplaces
2.	Apply their learning of English to domain subjects and make presentations, posters, write research papers, lab reports, etc with confidence
3.	Handle communicative situations in their academic like such as conversations, discussions, interviews, presentations, seminars, webinars, etc. with confidence
4.	Prepare for their future workplaces and their requirements such as handling team huddles, meetings, phone calls, client visits, field visits, inspections, etc.
5.	Apply critical thinking abilities to analyse problems, brainstorm solutions, handle situations that require persuasive skills, etc.

Module I: Effective Listening

The importance of listening; Listening for descriptions of people; listening for opinions; listening for complaints; Listening to people making, accepting, and declining requests; Listening to news stories; listening to messages and a podcast; Process of Listening, Types of Listening, Barriers to Effective Listening, Listening at different managerial levels.

Listening for information about living abroad; listening to opinions; Listening to complaints; Listening to environmental problems; listening for solutions; Listening to descriptions of important events; listening to regrets and explanations; Listening to explanations; listening for the best solution; Listening to past obstacles and how they were overcome; listening for people's goals for the future

Module II: Speaking with Confidence

Describing personalities; expressing likes and dislikes; agreeing and disagreeing; complaining; Talking about possible careers; describing jobs; deciding between two jobs; Making direct and indirect requests; accepting and declining requests; Narrating a story; describing events and experiences in the past; Talking about traveling abroad; expressing emotions; describing cultural expectations; giving advice; Describing problems; making complaints; explaining something that needs to be done; Identifying and describing problems; coming up with solutions; Asking about preferences; discussing different skills to be learned; talking about learning methods; talking about life skills; asking for and giving advice or suggestions; talking about things to be accomplished in the future; Describing milestones; describing turning points; describing regrets and hypothetical situations; Describing qualities for success; giving reasons for success; interviewing for a job; talking about ads and slogans; Drawing conclusions; offering explanations; Giving opinions for and against controversial topics; offering a different opinion; agreeing and disagreeing

Module III: Art of Reading

Reading about unusual social networking sites; Reading about different types of workplaces; Reading about talking to friends about difficult topics; Types of Reading, Methods of Reading, Reading Comprehension.

Reading about the reliability of online content; Reading about a problem with a ride-sharing service; Reading about a creative solution to a problem; Reading about different studying styles; Reading about young scientist; Reading about futurists and their predictions for the year 2050; Reading about a conflict and advice on how to fix it; Reading about advertisements; Reading about unexplained events; Reading about a job role; Reading about plagiarism in the digital age

Module IV: Writing Skills

Writing a description of a good friend; Writing about two career choices; Writing a message with requests; Writing a personal account; Writing a pamphlet for tourists; Writing a critical online review; Writing a post on a community website; Writing about a skill; Writing a message of advice; Writing a biography; Writing a message of apology; Writing a TV or web commercial; Writing about a process; Writing a persuasive essay; Writing a personal statement for an application

Module V: Advanced Writing Skills

Art of condensation: Précis writing, Summary, Abstract, Synopsis, Paraphrasing; Paragraph writing; Essay writing: Writing a persuasive essay; Writing a biography; Writing about a process; Writing a personal statement for an application; Writing a critical online review; Writing about a complicated situation; Report writing; Writing technical proposals

Text Books:

T1. Communication Skills IInd edition, Sanjay Kumar & PushpLata, Oxford University Press

T2. Business Correspondence and Report Writing,R.C.Sharma, Krishna Mohan.Mcgraw Hill

T3. Communication for Business,Shirley Taylor, V.Chandra, Pearson

T4. Basic Business Communication- .Lesikar I Flatley, McGraw Hill.

T5. Business Communication Today ,Bovee, Thill and Chatterjee, Pearson

Coursebook: *Interchange 5 edition Level 3*, Jack C. Richards, Jonathan Hull, Susan Proctor, Cambridge University Press

Components: Student's Book with online self-study (print/online bundle)

CEFR level: B1

MBA II (REVISED)

MT 407 Management of Manufacturing Systems R1

Course code	: MT 407
Course title	: Management of Manufacturing Systems
Pre-requisite(s)	: NIL
Co- requisite(s)	: NIL
Credits	: 2 L: T: P:
	: 2 0 0
Class schedule per week	2
Class	: MBA
Semester / Level	: 2/4
Name of Teacher	:

Course Objectives

This course will enable students to:

A.	To develop an understanding of manufacturing organization, including job shops, flow lines, assembly line
B.	Explain time and motion studies, work sampling and process flow charting
C.	To impart knowledge about current manufacturing control theories such as JIT
D.	Describe basic scheduling problems for assembly lines etc.

Course Outcomes

After the completion of this course, students will be able to:

CO1	Explain the principles and applications relevant to the planning, design, and operations of manufacturing/service firms
CO2	Evaluate and implement analytical tools for decision making for solving complex operations management problems
CO3	Implement Enterprise Resource Planning systems for managing operations.
CO4	Solve basic routing and scheduling problems

Syllabus:

Module 1

Introduction

Nature, Scope, and Importance of Manufacturing Management, Manufacturing Systems and Decisions, Transformation Approach, Interface with other Functions, The Role of Production

Manager.

[6]

Module 2

Plant Location & Layout

Plant Location, Levels of Location Problems, Factors Affecting Location Decisions, Plant Layout Decisions, Types of Plant Layout - Fixed Position, Process, Product and Hybrid Layout, Line Balancing.

Module 3

Planning, Scheduling & Control

Types of Manufacturing Plans, Aggregate Planning, Capacity Planning, Measures of Capacity and Capacity Planning Decisions, short term planning: Loading, scheduling, sequencing, dispatching and control. [6]

Module 4

Materials Management

Concepts & Importance, Integrated System of Materials Management, Materials Requirement Planning, Purchasing Systems, Insourcing vs Outsourcing Decisions, Vendor Analysis & Control.

Inventory Planning and Control

Concepts, EOQ Models: Lead Time, Reorder Point, Safety Stock, Inventory Control - ABC Classification. [6]

Module 5

Inspection and Quality Control

Types of Inspection, Control Charts, Total Quality Management - Concept, Features & Need of Cost of Quality, Kaizen, 7 QC Tools, 5s Concept.

Logistics Management

Introduction to Logistics Management and Recent Developments in Global Supply Chain [6]

Suggested Readings

Textbook

1. Materials Management: An Integrated Approach, Gopalakrishnan and Sundaresan, TMH
2. Production and Operations Management by Upendra Kachru, Excel Books.

Reference book

1. Production and Operations Management, Bedi K, Oxford University Press.
2. Modern Productions / Operations Management, Buffa, E. S. and Sarin, R. K., John Wiley
3. Operations Management for Competitive Advantage, Chase, Jacobs, Aquilano and Agarwal, Tata Mac Graw Hill
4. The Management and Control of Quality, Evans and Lindsay, Cengage Learning
5. Operations Management, Gaither and Frazier, Thomson Learning
6. Operations Management, Mahadevan B., Pearson Education
7. Business Logistics / Supply Chain Management - R. H. Ballou & S. K. Srivastava, Pearson.

Course Delivery methods
Lecture by use of boards/LCD projectors/OHP projectors
Tutorials/Assignments
Seminars
Mini projects/Projects
Laboratory experiments/teaching aids
Industrial/guest lectures
Industrial visits/in-plant training
Self- learning such as use of NPTEL materials and internets
Simulation

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Indirect Assessment –

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Program Outcomes

Course Outcome	Program Outcome							
	1	2	3	4	5	6	7	8
1	1	1	2	1	3	2	2	3
2	1	2	1	1	2	1	1	2
3	1	3	2	1	1	1	1	2
4	1	2	1	1	1	2	1	1
5	1	3	1	1	1	1	1	1

Gaps in the syllabus (to meet Industry/Profession requirements)

POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Mapping Between COs and Course Delivery (CD) methods

CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1and CD8
CD2	Tutorials/Assignments	CO2	CD1 and CD2
CD3	Seminars	CO3	CD1 and CD2
CD4	Mini projects/Projects	CO4	CD1 and CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plant training		
CD8	Self- learning such as use of NPTEL materials and internets		
CD9	Simulation		

Assignment	10
Seminar	10

Indirect Assessment –

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Program Outcomes

Course Outcome #	Program Outcomes							
	1	2	3	4	5	6	7	8
1	1	1	2	1	2	1	2	1
2	1	2	2	1	2	1	2	2
3	3	3	3	2	3	1	2	2
4	3	3	3	2	3	2	2	2
5	2	2	2	3	2	2	3	3

Gaps in the syllabus (to meet Industry/Profession requirements)

POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Topics beyond syllabus/Advanced topics/Design

Mapping Between COs and Course Delivery (CD) methods			
CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1,CD2,CD4,,CD6
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CD4	Mini projects/Projects	CO4	CD1,CD2,CD4
CD5	Laboratory experiments/teaching aids	CO5	CD1,CD2,CD3
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plant training		
CD8	Self- learning such as use of NPTEL materials and internets		
CD9	Simulation		

COURSE INFORMATION SHEET

Course code

: MT 410

Course title

: Human Resource Management

Pre-requisite(s)

: NI

L

Co- requisite(s)

: NI

L

Credits

: L: 3

:

:

3

Class schedule per week

3

:

Class

: MB

A

Semester / Level

: 1/4

Name of Teacher

:

Course Objectives

This course enables the students:

A.	To understand the concept of human resource management and the difference between personnel, human resource, and human capital and also enumerate the importance, principles, objectives, practices, functions, and growth of human resource management and to also analyze block chain technology as an enabler in HR to bring changes to the business.
B.	To relate problem understanding in view of Human Resource Practices, to classify the factors influencing the wage and salary administration and can express different forms of compensation for executive and non-executive
C.	To organize training and development programmes by applying their techniques and also to design executive development techniques to produce an effective work culture, to justify and report performance appraisal and career development
D.	To estimate essence and participation of Quality of Work Life and Programmes, to develop human behavior and identify needs and satisfaction, to anticipate employee grievances and devise a cell for redressal, to create a disciplinary culture through relevant approaches and actions
E.	To compare HR practices in domestic HRM and IHRM, to outline the key aspects of the international human resource management and its importance in multi-national corporations.

Course Outcomes

After the completion of this course, students will be able to:

CO1	Compare the differences and similarities between challenges faced in Personnel
.	management and human resource management. Analyse how blockchain has transformed HR in different operative functions of human resource management.
CO2	Forecast demand and supply of manpower requirement, recommend appropriate recruitment as well as selection process, organize induction, can better design transfer and promotional policies and can also classify the factors influencing the wage and salary administration and can express different forms of compensation for executives and non-executives
CO3	Create an environment to impart training and various development programmes to solve complex problems and evaluate appropriate performance appraisal methods to judge the performance and could develop various career development activities for growth opportunities and advancement for executives and non-executives
CO4	Recommend and summarize the essentials of quality of working life through various HR practices and functions and also to identify the grievance handling procedure with disciplinary actions at work place
CO5	Compare HR practices in domestic HRM and IHRM and PCN, HCN and TCN and also to outline the key aspects of the international human resource management, its importance in multi-national corporations

Syllabus:

Module 1 Introduction (7 Lectures)

Evolution & Growth - Personnel Management, Human Resource Management, Concepts & Significance of HRM, Objectives of HRM, Functions of HRM, Principles, Policies and Practices, Introduction to Blockchain in HR: Meaning and concept of Blockchain, Features/Characteristics, Blockchain Transformed HR, Benefits of Blockchain, Relevance of Blockchain for HR.

Module 2 Designing and Developing HR System (8 Lectures)

Human Resources Planning, Job Analysis, Job Evaluation, Job Design, Recruitment, Selection, Compensation Management: Introduction, Objectives, Influencing Factors, Different forms of employee compensation.

Module 3 Human Resource Development and Evaluation (13 Lectures)

Training and Development: Concepts, Significance & Methods of Training and Development Management Development Programme: Concept, Significance and Methods

Performance Appraisal: Concept, Process & Methods of Performance Appraisal

Career Development: Career Stages, Individual and Organizational Career Development

Module 4 Behavioural Dimensions of HRM (7 Lectures)

Introduction and Essentials of Quality of work life, Identifying employee Needs and Satisfaction, Employee Grievances and its Redressal, Discipline: Concepts, Relevance, Approaches and Disciplinary Actions.

Module 5 International Human Resource Management (5 Lectures)

Concept, Differences between domestic HRM and IHRM, Significance, Types of International organization, International Human Resource Management Practices, Challenges of IHRM.

TEXT BOOKS

T1: Human Resource Management, Ian Beardwell& Len Holden-Macmillan India Ltd
T2: Human Resource Management: gaining Competitive Advantage, Noe, Hollenbeck, Gerhart& Wright, Irwin McGraw Hill.

REFERENCE BOOKS

R1: Human Resource Management, V.S.P Rao- Excel books.
R2: Managing Human Resources: Productivity, quality of work life, profits, Wayne F. Cascio-TMH
R3: HRM and Personnel Management, Ashwathappa, TMH
R4: Blockchain Basics: A Non-Technical Introduction in 25 Steps, Daniel Drescher, Publisher: Apress
R5: Business Transformation through Blockchain, Volume II, Edited by Horst Treiblmaier and Roman Beck, Publisher: Palgrave Macmillan
R6: Blockchain: Blueprint for a New Economy, Melanie Swan, Publisher: O-Reilly

Gaps in the syllabus (to meet Industry/Profession requirements)POs met through Gaps in the Syllabus

Topics beyond syllabus/Advanced topics/Design

POs met through Topics beyond syllabus/Advanced topics/Design

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Indirect Assessment

1. Student Feedback on Faculty
2. Student Feedback on Programme Outcome

Mapping between Programme Outcomes and Course Outcomes

Mapping of Course Outcomes onto Programme Outcomes

Course Outcome	Program Outcome							
	A	b	c	d	E	f	g	H
1	2	3	1	2	2	1	1	2
2	2	3	3	3	3	2	3	1
3	3	3	3	3	3	3	3	3
4	3	3	3	3	3	3	3	3
5	2	3	2	3	2	3	3	3

Mapping Between COs and Course Delivery (CD) methods			
CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1
CD2	Tutorials/Assignments	CO2	CD1 and CD8
CD3	Seminars	CO3	CD1 and CD2
CD4	Mini projects/Projects	CO4	CD1 and CD2
CD5	Laboratory experiments/teaching aids	CO5	CD1 and CD8
CD6	Industrial/guest lectures		
CD7	Industrial visits/in-plant training		
CD8	Self- learning such as use of NPTEL materials and internets		
CD9	Simulation		

MT 413 IT Enabled Business Intelligence-R1

COURSE INFORMATION SHEET

Course code : **MT413**
Course title : IT Enabled Business Intelligence
Pre-requisite(s) : **NIL**
Co- requisite(s) : NIL
Credits : **2 L: 2 T: 0 P: 0**
Class schedule per week : **2**
Class : **MBA**
Semester / Level : 2/4
Name of Teacher :

Course Objectives

This course enables the students to:

A.	To understand the fundamentals concepts of information system development.
B.	To understand the basics of business intelligence.
C.	To understand the essentials of big data concepts.
D.	To acquire a hands-on knowledge of the different intelligent systems
E.	To understand the power of data security using Blockchain technology

Course Outcomes

After the completion of this course, students will be able to:

CO1	Apply different models of system development life cycle
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CO2	Analyse and design intelligent business systems.
.	
CO 3.	Illustrate the significance of Big data Analytics
CO 4.	Demonstrate the importance of intelligent system in knowledge management
CO 5.	Illustrate applications of Blockchain in Industries.

Syllabus

Module1: Intelligent Information System Development Concepts

(8 Lectures)

System Development Life Cycle. Stages in SDLC. System Development Life Cycle models: Waterfall model, Spiral model and Iterative model. Concepts of Artificial Intelligence. Artificial Intelligence vs Natural Intelligence. Applications.

Module 2: Introduction to Business Intelligence

(6 Lectures)

Introduction. History of Business Intelligence. Functions and processes of Business Intelligence. Emerging trends in Business Intelligence. Introduction to Data Warehousing and Data Mining concepts.

Module3: Big Data Concepts

(6 Lectures)

Introduction. Importance of Big Data. Benefits and challenges. Big Data Analytics – tools and techniques. Business Dimensions. Introduction to Hadoop.

Module4: Internet of Things

(4 Lectures)

Introduction to Internet of Things (IoT). Importance of IoT. Data security issues in IoT. Real life applications of IoT

Module5: Blockchain

(6 Lectures)

Introduction and Overview. Features and types of Blockchain. Blockchain applications. Limitations and challenges.

Suggested Readings:

Text Books:

1. Efraim Turban, Jay E Aronson, "Decision Support and Business Intelligence Systems", 9th Edition, Pearson.
2. Hawryszkiewicz I. "Introduction to System Analysis and Design". 4th Edition. Prentice Hall India.
3. Mougayar, W. The Business Blockchain : Promise, Practice, and Application of the Next Internet Technology. Hoboken, New Jersey: Wiley.
4. David Loshin Morgan, Kaufman, "Business Intelligence: The Savvy Manager"s Guide", Second Edition.

Reference Books:

1. Carlo Verzellis, "Business Intelligence: Data Mining and Optimization for Decision Making", Wiley Publications.
2. Saravanan Krishnan, Valentina E. Balas, Julie Golden, Y. Harold Robinson, S.Balaji, & Raghendra Kumar. Handbook of Research on Blockchain Technology. Academic Press.

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Indirect Assessment –

1. Student Feedback on Course Outcome

Mapping of Course Outcomes onto Programme Outcomes

Course Outcome #	Programme Outcomes							
	1	2	3	4	5	6	7	8
1	M	L	L	L	L	H	M	M
2	L	L	L	L	M	M	M	H
3	L	L	L	L	L	M	M	M
4	L	L	L	M	M	L	L	L
5	L	M	H	M	L	M	L	M

Mapping Between COs and Course Delivery (CD) methods			
CD	Course Delivery methods	Course Outcome	Course Delivery Method
CD 1	Lecture by use of boards/LCD projectors/OHP projectors	CO1	CD1,CD2
CD 2	Tutorials/Assignments	CO2	CD1,CD2
CD 3	Seminars	CO3	CD1,CD2,CD4
CD 4	Mini projects/Projects	CO4	CD1,CD2,CD6
CD 5	Laboratory experiments/teaching aids	CO5	CD1,CD2
CD 6	Industrial/guest lectures		
CD 7	Industrial visits/in-plant training		
CD 8	Self- learning such as use of NPTEL materials and internets		
CD 9	Simulation		

MT 422 Marketing Management II

COURSE INFORMATION SHEET

Course code: MT 422

Course Title: MARKETING MANAGEMENT II

Pre-requisite(s) : MT 420

Credits: 2 L: T: P: : 2 0 0

Class schedule per week: 2

Class: MBA

Semester / Level: 2/4

Name of Teacher:

Course Objectives

This course enables the students to:

- 1) Understand the importance and meaning of strategic marketing and develop an understanding of how strategic marketing plan can be developed.
- 2) Gain an understanding of the ways in which macro and micro environmental factors of business environment can be analysed.
- 3) Learn about the framework for competitor and Industry analysis.
- 4) Get insight to the strategic use of the marketing mix elements.
- 5) Understand the key organisational and management processes useful in improving business and marketing efficiency.

Course Outcomes

After the completion of this course, students will be able to:

CO1 Design strategic marketing plan for businesses by applying global and ethically understanding of the marketing management process

CO2 Design strategic applications of marketing mix elements for achieving long term business goals

CO3 Analyze the macro and micro environment and recommend appropriate segmentation, targeting and positioning strategy for a product to achieve business goals.

CO1 Analyze industries, competitors and market opportunities and recommend appropriate marketing strategies to achieve competitive advantage.

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Module-1:

Introduction to strategic marketing: overview of the strategic marketing planning process, Porter's five forces; Value Chain Analysis, Business Unit strategy decisions, Portfolio evaluation models, developing strategic marketing plan for different marketing situations [8]

Module-2:

Business Environment analysis: Micro/Macro environmental insights to marketing planning, tools and techniques to perform environmental analysis. Big data use in environmental analysis for developing marketing strategy, Global market segmentation, new approaches to market segmentation and targeting [7]

Module 3

Managing Competition: Dimensions of competitive strategy, Generic competitive strategies, framework for competitor analysis, Marketing Entry and Exit Barriers, competitive moves, Competitive strategies in Fragmented, emerging and declining industries. Marketing strategies for slow growth economies, marketing strategies in strategic alliances, networks and hollow corporations [10]

Module 4

Marketing Mix strategy: Marketing Strategies for market leaders, followers and challengers, marketing over the Product Life-Cycle, Designing distribution networks, framework and models of network design, Product positioning and competitive advantage, Role of Pricing in Firm's Profitability and Major Pricing Strategies, right pricing and fighting Price wars [8]

Module 5

Strategic Decisions: Strategic and marketing issues in forward and backward integration, illusions in vertical integration decisions, elements of capacity expansion decisions, entry into new business, Organisational processes and structures for implementing different strategies , Periodic assessment of marketing performance- The marketing audit [7]

/Text Book:

1. Competitive strategy: Techniques for Analysing Industries and Competitors- Michael E Porter, Free Press
2. Competitive Advantage: Creating and Sustaining Superior Performance, Michael E Porter, Free Press

2. Marketing Management A South Asian Perspective, Kotler, Keller, Koshy & Jha, Prentice Hall/Pearson

Reference Books:

1. Strategic marketing Problems: cases and comments, Roger A Kerin & Robert A Peterson, Pearson

2. Quantum Marketing: Mastering the new marketing mindset for tomorrow's consumers, Raja Rajamannar; Harper Collins

Course Delivery methods

Lecture by use of boards/LCD projectors/OHP projectors
 Tutorials/Assignments
 Seminars
 Mini projects/Projects
 Laboratory experiments/teaching aids
 Industrial/guest lectures
 Industrial visits/in-plant training
 Self- learning such as use of NPTEL materials and internets
 Simulation

Course Outcome (CO) Attainment Assessment tools & Evaluation procedure

Direct Assessment

Assessment Tool	% Contribution during CO Assessment
End Sem Examination Marks	50
Quiz (s)	30
Assignment	10
Seminar	10

Mapping of course outcome to programme

Course Outcome #								
	1	2	3	4	5	6	7	8
1	2	1	1	1	1	3	2	2
2	1	1	1	1	2	2	2	3
3	1	1	1	1	1	2	2	2
4	1	1	1	2	2	1	1	1
5	1	2	3	2	1	2	1	2

CD6	Industrial/guest lectures
CD7	Industrial visits/in-plant training
CD8	Self- learning such as use of NPTEL materials and internets
CD9	Simulation

MT423 Business Ethics and Sustainability

COURSE INFORMATION SHEET

Course Code: MT423

Course Title: Business Ethics and Sustainability

Pre-requisite(s): NIL

Co- requisite(s): NIL

Credits: 2 L: T: P: 2 0 0

Class Schedule per Week 2

Class: MBA

Semester / Level: 2/4

Name of Teacher:

Course Objective:

This course enables the students to:

A	To understand and appreciate the elements of ethics, the importance of ethical decision making, and its effects on themselves, business and society.
B	To distinguish between ethics and morals.
C	To understand the ethical dilemmas faced by managers.
D	To explore models on Ethics and Sustainability that supports ethical decision making.
E	To understand the role of business in relation to ethics, sustainability and CSR.
F	To understand sustainable linkage to ethical business practices in different functional areas.

Course Outcomes:

After successfully completing the course the students will be able to:

CO1	Apply ethical principles in managerial decision making.
CO2	Distinguish between Ethics and Morals
CO3	Draw upon a range of models to aid ethical decision-making.
CO4	Design Ethical strategies for Sustainable Development
CO5	Outline the sustainable linkage to ethical business practices in different functional areas.

Syllabus:

Module 1:

An Overview of Business Ethics- Definition of Ethics and Business Ethics, Normative Concept and Descriptive Concept, Characteristics of Moral Standards, Moral Development-Kohlberg's Theory, Role of Ethics in Business, Characteristics of Ethical Organisation, Ethical Decision Making Practices by Business Organizations.

[6]

Module 2:

Overview of Ethical Theories and Ethical Dilemmas/Issues in Business-

Overview of Ethical Theories- Utilitarian Theory, Deontological Theory, Right Based Theory, Justice Based Theory, Virtue Based Theory on Ethics and Theory on Ethics of Care.

Overview of Ethical Dilemmas/Issues in Business- Discrimination, Harassment, Unethical Accounting, Health and Safety, Misuse of Power, Nepotism and Favouritism, Corporate Espionage, Insider Trading, Bribe, Larceny, Child Labour, False Advertisement, Whistleblowing.

Privacy Issues- Work-Life Balance, Usage of social media, Usage of Devices Belonging To Company, Company Internet Policies.

[6]

Module 3:

Globalization and Business Ethics- Challenges of Globalization on Business Ethics-Outsourcing, Braindrain, Cultural Diversity, International Staffing, Corporate Governance.

[6]

Module 4:

Introduction to Sustainability and CSR-

Introduction to Sustainability- Definition of Sustainability. Sustainability Pillars (Environmental Social, Economic, Governance) Concept of SDGs. Triple Bottom Line- A Sustainable Management System.

Sustainable Design Concepts- The Natural Step, Hannover Principle, Three-Legged Stool.

Introduction to CSR- Definition of CSR, Carroll's Model of CSR, Current CSR Trends in India.

[6]

Module 5

Sustainable linkage to Ethical Business Practices- Importance of Integrating Sustainability into Business Strategy, Innovative Business Initiatives towards Sustainable Development in India, Role of Functional Areas (HR, Marketing, Finance) in Sustainability, Sustainable Waste Management Practices, Overview of Green HR, Green Marketing and Green Finance. [6]

Text Books:

1. Ethics in Management, S.A. Sherlekar, Himalaya Publishing House, 2009.
2. Corporate Social Responsibility in India - Sanjay K Agarwal, SAGE.

3. Business Sustainability, Corporate Governance, and Organizational Ethics- Zabihollah Rezaee and Timothy, Wiley 2019.
4. Business Ethics and Sustainability, 1st Edition, Roman Meinhold, Taylor & Francis 2021.
5. Business Ethics: Concepts and Cases, Velasquez Manuel G., Prentice Hall India 2006.

Reference Books:

1. W.H. Shaw, Business Ethics, Cengage Learning, 2007
2. The World Guide to CSR - Wayne Visser and Nick Tolhurst

Course Outcome (CO) Attainment, Assessment Tools & Evaluation Procedure

Direct Assessment

Assessment Tool	Contribution During CO Assessment
End Semester Examination	50
Quiz (s)	30
Assignment	10
Seminar	10

Course Outcome #	Program Outcomes							
	1	2	3	4	5	6	7	8
1	1	2	2	1	2	1	2	1
2	1	2	2	1	2	1	2	2
3	3	3	3	2	3	1	2	2
4	3	3	3	2	3	2	2	2
5	2	2	2	3	2	2	3	3