

# **MBA Syllabus**

**Batch 2022 onwards**



**Department of Management  
Birla Institute of Technology, Mesra**



## **Department of Management**

**Birla Institute of Technology, Mesra, Ranchi - 835215**

**(India)**

### **Institute Vision**

To become a Globally Recognized Academic Institution in consonance with the social, economic and ecological environment, striving continuously for excellence in education, research and technological service to the National needs.

### **Institute Mission**

1. To educate students at Undergraduate, Post Graduate Doctoral and Post-Doctoral levels to perform challenging engineering and managerial jobs in industry.
2. To provide excellent research and development facilities to take up Ph.D. programmes and research projects.
3. To develop effective teaching and learning skills and state of art research potential of the faculty.
4. To build national capabilities in technology, education and research in emerging areas.
5. To provide excellent technological services to satisfy the requirements of the industry and overall academic needs of society.

### **Department Vision**

To be recognized as a frontrunner in Management education in the country in consonance with the social, economic and ecological environment while striving to contribute to nation building through excellence in research and development activities

### **Department Mission**

- To educate students at Postgraduate and Doctoral level to perform better in challenging environment
- To nurture first generation entrepreneurs with innovative mindset.
- To provide excellent Consulting, and Research & Development facilities for faculty and

students.

- To uphold the values of Personal Integrity and Social Responsibility

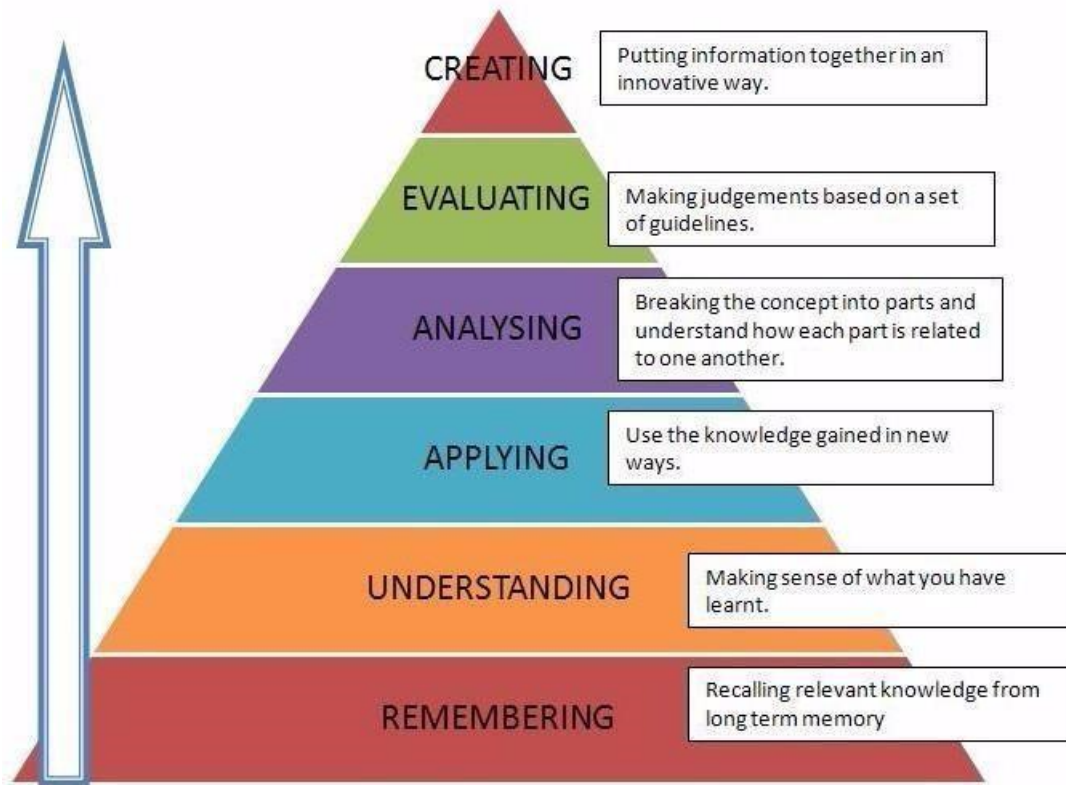
### **MBA Programme Educational Objectives (PEO)**

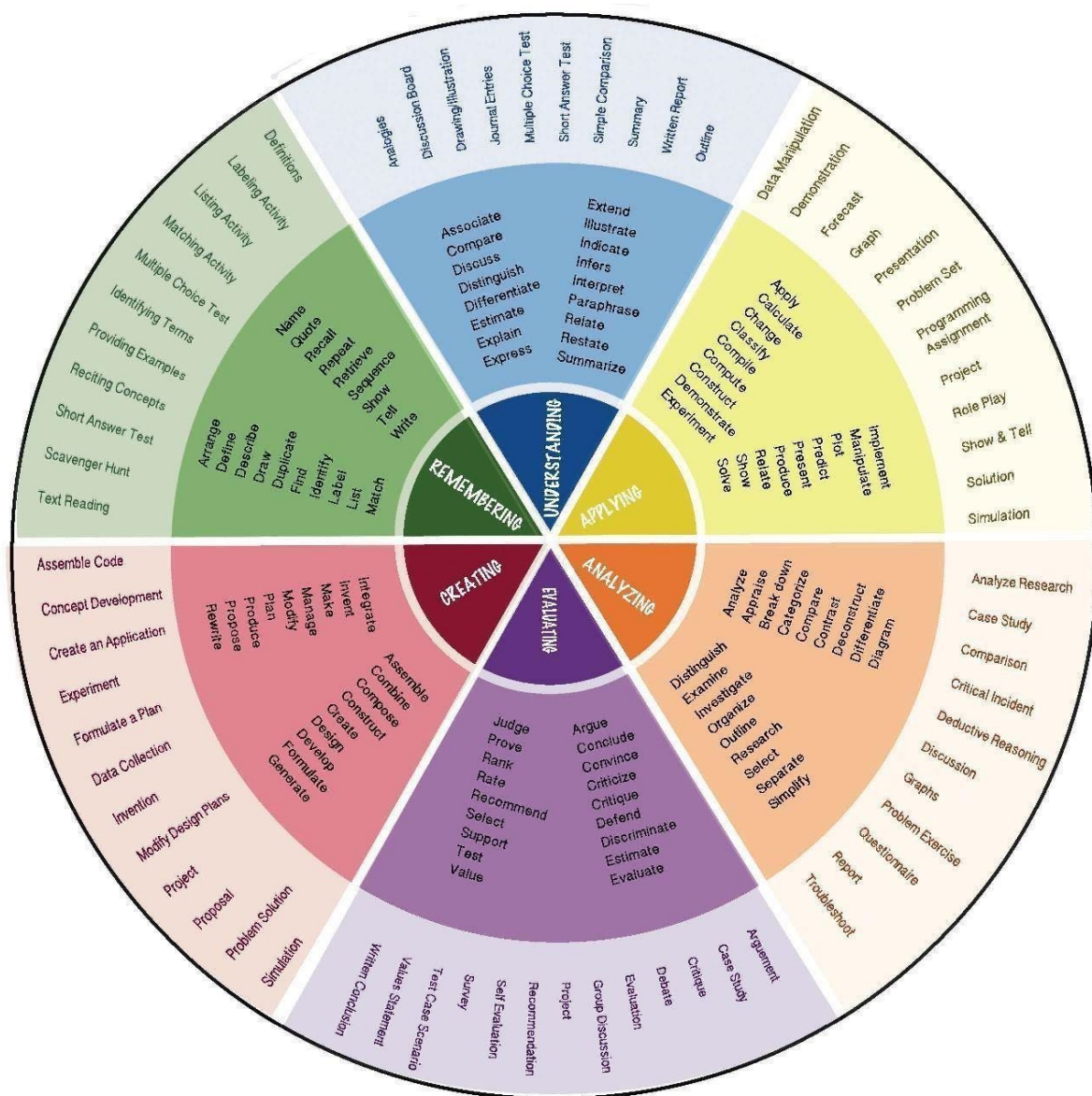
1. To impart knowledge of the fundamentals of Management theory and its application in problem solving.
2. To prepare the students to Select and apply appropriate tools for decision making required for solving complex managerial problems.
3. To develop capabilities in students to independently conduct theoretical as well as applied research.
4. To develop sound knowledge of the entrepreneurial process and inculcate creativity and innovation among students
5. To produce industry ready graduates having highest regard for Personal & Institutional Integrity, Social Responsibility, Teamwork and Continuous Learning

### **MBA Program Outcomes (PO)**

**On successfully completing the program the student will be able to:**

1. Demonstrate the knowledge of management science to solve complex corporate problems using limited resources
2. Review literature, define and analyze management research problems.
3. Identify business opportunities, design and implement innovations in workspace.
4. Apply reasoning informed by the contextual knowledge to assess societal, health, safety, legal, and cultural issues and the consequent responsibilities relevant to management practice.
5. Apply ethical principles for making judicious managerial decisions.
6. Function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.
7. Communicate effectively with various stakeholders.
8. Engage in independent and life-long learning





## 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.

### MAPPING OF COURSE OUTCOMES ONTO PROGRAMME OUTCOMES

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

## Syllabus

### Module 1

(3 lectures)

**Introduction to Fundamentals of Management:** Evolution of Management thought from early 20<sup>th</sup> 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

(3 lectures)

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

### Module5

(2 lectures)

**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:**

<b>Assessment Tool</b>	<b>% Contribution during CO Assessment</b>
EndSemester Examination	50
Quiz (s)	30
Assignment	10
Seminar	10

# 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.and Reice J.S.
3. Advance Accountancy, S.N. Maheshwari, VikasPublication
4. Modern Accountancy, Amitabh Mukherjee & Md Hanif, TMH Publication.

5. Financial Management – An Introduction, Jim McMenamin, Taylor and Francis
6. Accounting, Robert N Anthony, David F Hawkins and Kenneth A Merchant

<b>Course Delivery methods</b>
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**

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

### **Mapping of Course Outcomes onto Programme Outcomes**

<b>Course Outcome #</b>								
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>
<b>1</b>	1	1	1	1	1	1	1	1
<b>2</b>	3	2	2	1	2	2	1	1
<b>3</b>	3	2	2	1	2	2	1	1
<b>4</b>	3	2	2	1	2	2	1	1
<b>5</b>	2	2	2	1	2	2	2	1

## MT403-R1- ORGANIZATIONAL BEHAVIOUR

### COURSE INFORMATION SHEET

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

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 Outcomes onto Programme Outcomes

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

2	1	3	1	1	2	3	2	3
3	1	1	1	3	2	3	2	2
4	3	3	1	2	2	3	2	1

**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]

<b>Course Delivery methods</b>
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
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**Course Outcome (CO) Attainment Assessment tools & Evaluation procedure Direct Assessment**

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

## MT 405 Quantitative Techniques for Management

### COURSE INFORMATION SHEET

**Course code** : MT 405  
**Course title** : Quantitative Techniques for Management  
**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** : 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 the concepts applications of Index numbers
D	To understand the concept of probability and estimation of parameters
E	To explain characteristics of sampling and sampling distribution and testing of hypothesis.

### Course Outcomes

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

CO1	Describe the basic concepts of statistics and collection and presentation 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	Analyze the data using correlation and regression techniques and using the conceptual knowledge of Index numbers in solving problems.
CO4	Analyse any problems 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.
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### Mapping of Course Outcomes onto Programme Outcomes

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

## **Syllabus:**

### **Module 1**

**Introduction:** Statistics- Definition, Importance and Scope in Managerial Decision Making  
Collection of Data - Primary Data and Secondary Data, Presentation of Data - Classification and  
Tabulation of Data, Pie Diagrams, Histograms, Frequency Polygons, Ogives, Application of  
Diagrams and Graphs. [9]

### **Module 2**

**Measures of Central Tendency:** Arithmetic Mean, Geometric Mean and Harmonic Mean, Median  
and Mode, Quartiles and Percentiles. **Measures of Variation** Concepts, Range, Mean Deviation,  
Standard Deviation, Coefficient of Variation. [8]

### **Module 3**

**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. [9]

### **Module 4**

**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. [6]

### **Module 5**

**Test of Hypothesis:** Type I and Type II Errors, One Tailed and Two Tailed Test, Chi Square Test,  
Analysis of Variances - ANOVA tables, One-Way Classification, Statistical Quality Control Charts  
[13]

#### **Text books:**

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

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

#### **Reference book:**

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.

<b>Course Delivery methods</b>
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**

<b>Assessment Tool</b>	<b>% Contribution during CO Assessment</b>
End Sem Examination Marks	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.

#### Mapping of Course Outcomes onto Programme Outcome

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

#### 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. It's 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, 2<sup>nd</sup> 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

<b>Course Delivery methods</b>
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

### **Programme Outcome (PO) Attainment Assessment tools & Evaluation**

#### **Procedure for Direct Assessment**

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

## MT 407 R1 Management of Manufacturing Systems

**Course code** : MT 407 R1  
**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

### Mapping of Course Outcomes onto Program Outcomes

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

### 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.

<b>Course Delivery methods</b>
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**

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





## 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.

### Mapping of Course Outcomes onto Program Outcomes

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

## 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**

<b>AssessmentTool</b>	<b>%ContributionduringCOA ssessment</b>
EndSemExaminationMarks	50
Quiz(s)	30
Assignment	10
Seminar	10

## MT132-R1- Communication Skills-I

**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:** 1

**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

<b>Course Delivery methods</b>
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**

<b>Assessment Tool</b>	<b>% Contribution during CO Assessment</b>
End Term Examination Marks	100

<b>Assessment Components</b>	<b>CO1</b>	<b>CO2</b>	<b>CO3</b>	<b>CO4</b>	<b>CO5</b>
End Sem Examination Marks	✓	✓	✓	✓	✓



## 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

### Mapping of Course Outcomes onto Program Outcomes

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

**Syllabus:**

**Module 1 The 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 2 Special 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 3 The 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 l& 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).

<b>Course Delivery methods</b>
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**

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

## MT 420 Marketing Management-I

### COURSE INFORMATION SHEET

Course code : MT 420

Course title : MARKETING MANAGEMENT-I

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 : 1/4

Name of Teacher :

### Course Objectives

This course enables the students to:

A.	Introduce the nature and significance of the Marketing Function and the Marketing management process.
B.	Develop an understanding of the STP Process
C.	Outline the key aspects of the Buying Behavior of consumers
D.	Explain the factors affecting various product and pricing decisions.
E	Explain the factors affecting various channel management and Marketing communication decisions.
F	Introduce the key aspects of Services Marketing and Retail Management
G	Introduce to fundamental concepts of digital marketing and marketing analytics

### Course Outcomes

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

- CO1 Analyze the Marketing environment and recommend appropriate Segmentation, Targeting and Positioning Strategy for a product, to achieve the business goals.
- CO2 Analyze and explain the buying behaviour of a given target market segment.
- CO3 Recommend suitable product ,pricing, distribution and Marketing Communication strategies for a brand to achieve the Marketing objective
- CO4 Describe the salient characteristics of Services Marketing and Retail Management
- CO5 Design Digital Marketing campaigns for achieving the communication objectives for a Brand

### Mapping of Course Outcomes with Program Outcomes

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

4	3	1	2	2	2	1	2	1
5	3	3	3	3	3	3	3	3

## Syllabus

### Module 1

#### Fundamentals of Marketing

Core concepts of marketing, Introduction to marketing Environment & analysing trends in the company's Macro & Micro environment, developing marketing plan for companies, Non-profit organisation marketing-scope & classification [6]

### Module 2

#### Understanding the consumer

Research framework to understand the consumer, Assessment of customer life time value, Customer service & CRM

#### Market segmentation, targeting and positioning

Segmentation- concept, purpose and variables, Target market strategies, selecting the positioning platform. Choosing & Creating Points of Parity & Points of Difference, Consumer behaviour- Factors affecting consumer behaviour & consumer decision making process [10]

### Module 3

**Product**-Classification, levels, Analysis of product line & product mix, Complexity of managing lengthy product line and the role of Product manager, Product Life Cycle& its marketing implications,

Managing services Importance, Distinctive Characteristics, marketing challenges

**Pricing Strategies**-pricing policy of firms, selecting a pricing method pricing models and optimisation, measuring pricing performance-focus on pricing metrics. [10]

### Module 4

**Managing the channel:** Concept of Value Networks, Channel design decisions, channel management decisions. Channel Integration through Vertical Marketing systems & Horizontal Marketing Systems, Distribution system in rural markets- the satellite and syndicated distribution system, direct distribution through self-help groups.

**Retailing** Types of Retail Formats, Classification of Store Formats, the retail marketing mix, the private label threat. [8]

### Module 5 (11 lectures)

#### Digital marketing and promotion

Introduction to digital marketing, digital vs. traditional marketing, internet and e commerce, web site planning process, Search engine optimisation, internet and the social media, social media analytics, Introduction to database marketing & marketing analytics, web analytics, using Google analytics, **Promotion- Mix** elements, Introduction to the concept of IMC

[11]

#### Text Book:

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



**Reference Books:**

1. Marketing Management, Rajan Saxena, McGraw Hill
2. Marketing Management, Arun Kumar, N Meenakshi, Vikas Publishing
3. Fundamentals of Marketing, Bruce Walker & Stanton, McGraw Hill
4. W.D. Perrault & E.J. Mc Carthy, Basic Marketing, McGraw Hill
5. Russel S. Winner, Marketing Management, Pearson
6. Marketing Management, Ramaswami & Namakumari

<b>Course Delivery methods</b>
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**

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



## MT 421 Data Analysis and Decision Tools

### COURSE INFORMATION SHEET

Coursecode	: MT 421
Coursetitle	: 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
Nameof 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	Analyze the data using correlation and regression techniques and using the conceptual knowledge of Index numbers in solving problems.
CO4	Analyze any problem using probability techniques and demonstrate the conceptual knowledge on parameters.
CO5	Analyze the population parameters using sampling techniques and undertake decision making process using testing of hypothesis.

## Mapping of Course Outcomes onto Programme Outcomes

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

### 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.

**Referencebook:**

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.

<b>Course Delivery methods</b>
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**

<b>Assessment Tool</b>	<b>% Contribution during CO Assessment</b>
End Sem Examination Marks	50
Quiz (s)/Practical Assessment	30
Assignment	10
Seminar	10

**MBA SEM II**  
**Programme Core**

## MT 410 – R1 Human Resource Management

### COURSE INFORMATION SHEET

Course code	: MT 410-R1
Course title	: Human Resource Management
Pre-requisite(s)	: NIL
Co- requisite(s)	: NIL
Credits	: L: T: P: 3 0 0
Class schedule per week	: 3
Class	: MBA
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 to able to:

CO1	Compare the differences and similarities between challenges faced in Personnel
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.	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

### **Mapping between Programme Outcomes and Course Outcomes**

#### **Mapping of Course Outcomes onto Programme Outcomes**

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



## **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

<b>Course Delivery methods</b>
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

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

**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

**Mapping of Cos with Program Outcomes**

**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

<b>Course Delivery methods</b>
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

#### **Direct Assessment**

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

### Mapping of Course Outcomes onto Program Outcomes

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

### MT 412 Operations Research

#### COURSE INFORMATION SHEET

Course code	: MT412
Course title	: Operation 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
Name of Teacher	:

#### Course Objectives

This course enables the students to:

A.	To develop an understanding of decision making theories and operation research.
B.	To explain the linear programming problems concepts and its applications

C.	To develop an understanding of Transportation Problems and its methods
D.	To explain the concept of Assignment problems and concept of game theory.
E	To explain the basic concept and application of replacement models and queuing theory.

### Course Outcomes

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

CO1	Describe the decision making and the concept of operation research and its application areas in management
CO2	Solve any problems using linear programming techniques and models and its application in diverse fields.
CO4	Interpret the problems using assignment theory and understand the significance of Game theory in managerial application.
CO5	Analyse situations and solve diverse problems using replacement models and interpret managerial implication in decision making using queuing theory.

## Mapping of Course Outcomes onto Program Outcomes

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

### Syllabus:

#### Module -1 Decision making

The Quantitative approach to decision making, Nature and Significance of OR in decision making, Scientific Methods in Operations Research, Models in Operations Research, Application areas of OR in management. [7]

#### Module -2 Linear Programming

Model Formulation, Graphical Methods, Simplex Method, Big-M Method, Dual Simplex Method, Sensitivity Analysis for LPP. [9]

#### Module -3 Transportation Problems

Basic concepts and Formulation, Minimization and Maximization Problems, North-West Corner Rule, Vogel's Approximation Method, MODI Method. Assignment Problems - Concepts, Mathematical formulation, Hungarian Assignment Method, Travelling Salesman as an Assignment Problem. [8]

#### Module -4 Game Theory

Introduction, Two Person Zero Sum Games, Pure strategy Games, Principal of Dominance, Mixed Strategy Games. [8]

#### Module -5 Replacement Models

Types of Failure, Replacement of Items whose Efficiency Deteriorates with Time, Queuing Theory - Concepts, Basic model of Queuing Theory, Managerial Implications in Decision making. [10]

### TEXT BOOKS:

T1: Operations Research - J.K. Sharma, Macmillan India Ltd.

T2: Introduction to Management Science - Fredrick S. Hillier and Mark S. Hillier, TMH

T3: Principals of Operation Research - Wagner, H.M, Prentice Hall

### REFERENCE BOOKS:

R1: Operations Research - Principles and Practice - Ravindran, Phillips and Solberg, Wiley

R2: Operational Research - An Introduction, Taha, H.A– Macmillan

R3 : Operations Research - KantiSwarup, P.K. Gupta, Man Mohan, S. Chand and Company

<b>Course Delivery methods</b>
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**

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





## MT 413 IT Enabled Business Intelligence-R1

### COURSE INFORMATION SHEET

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

#### 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
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.

### Mapping of Course Outcomes onto Programme Outcomes

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

2	3	1	1	1	3	1	2	2
3	3	1	1	1	2	2	3	2
4	3	3	1	1	3	1	2	2
5	3	2	1	1	2	2	2	2

## 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”. 4<sup>th</sup> 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 Vercellis, "Business Intelligence: Data Mining and Optimization for Decision Making", Wiley Publications.
2. Saravanan Krishnan, Valentina E. Balas, Julie Golden, Y. Harold Robinson, S.Balaji, & Raghvendra Kumar. Handbook of Research on Blockchain Technology. Academic Press.

<b>Course Delivery methods</b>
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





# MT 414 Strategic Management

## COURSE INFORMATION SHEET

<b>Course code</b>	<b>: MT414</b>
<b>Course title</b>	<b>: Strategic Management</b>
<b>Pre-requisite(s)</b>	<b>: NIL</b>
<b>Co- requisite(s)</b>	<b>: NIL</b>
<b>Credits</b>	<b>: L: T: P:</b>
	<b>: 2 0 0</b>
<b>Class schedule per week</b>	<b>: 2</b>
<b>Class</b>	<b>: MBA</b>
<b>Semester / Level</b>	<b>: 2/4</b>
<b>Name of Teacher</b>	<b>:</b>

### Course Objectives

This course enables the students to:

A.	To understand the basics of Strategic management, nature of strategic management, and its objective
B.	To explain the impact of different environments on strategic planning and the relation between environmental appraisal and strategic planning
C.	To analyze different types of strategies and integration of strategic plans with business plans.
D.	To familiarize the Strategic Analysis and Implementation Concepts.
E.	To familiarize strategy evaluation concept for strategic planning and for decision making.

### Course Outcomes

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

CO1.	Analyze the strategic requirements, the system of strategic planning and correlate business plans with strategic plans.
CO 2.	Evaluate corporate level strategies as to optimize business plans in the shorter as well as longer run
CO3.	Recognize the different strategic alternatives and be able to take appropriate decisions.
CO 4.	Analyze strategy implementation alternatives for effective decision making.
CO 5.	Evaluate the new business models and make appropriate plan for further action.

## Mapping of Course Outcomes onto Program Outcomes

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

### Syllabus

#### Module 1: Introduction of Strategic Management

Definition, nature, scope and importance of strategy and strategic management. Strategic decision making. Process of strategic management and levels at which strategy operates. Role of strategists. Defining strategic intent: vision, mission, goals and objectives. Business definition. [6]

#### Module 2: Environment Appraisal

Concept of environment, components of environment (economic, legal, social, political and technological). Environmental scanning techniques- ETOP, QUEST and SWOT. Internal Appraisal: The internal environment, organisational capabilities in various functional areas and strategic advantage profile. Methods and techniques used for organisational appraisal (Value chain analysis, financial and non-financial analysis, historical analysis, Identification of critical success factors (CSF). [6]

#### Module 3: Corporate Level Strategies

stability, expansion, retrenchment and combination strategies. Corporate restructuring. Concept of synergy. Business level strategies: Porter's framework of competitive strategies, conditions, risks and benefits of cost leadership, differentiation and focus strategies. Location and timing tactics. Concept, importance, building and use of core competence [6]

#### Module 4: Strategic Analysis and Strategic Implementation

Corporate level analysis (BCG, GE nine cell, Hofer's product market evolution and shell directional policy matrix). Industry level analysis, Porter's five forces model. Resource allocation, Projects and procedural issues. Organisation structure and systems in strategy implementation. Leadership and corporate culture, values. [6]

#### Module 5 : Strategic Evaluation and Ethics

Strategy control and operational control. Organisational systems and techniques of strategic evaluation. Operational and derived functional plans to implement strategy integration of



functional plans.

[6]

### **Text Books**

1. Azhar Kazmi: Business policy
2. William F. Glueck: Strategic management and business policy
3. Michael Porter: Strategic Management

### **Reference Books**

1. S.B. Budhiraja&Atheya: Cases in Strategic Management
2. Wheelen&Rangarajan: Concepts in strategic management & Business policy
- Jay.B.Barney& William. S. Hesterly: Strategic Management & Competitive Advantage

<b>Course Delivery methods</b>
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**

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

## MT415 Cost Management

### COURSE INFORMATION SHEET

<b>COURSE CODE</b>	<b>: MT 415</b>
<b>Course Title</b>	<b>: Cost Management</b>
<b>Pre-requisite (s)</b>	<b>: NIL</b>
<b>Co-requisite (s)</b>	<b>: NIL</b>
<b>Credits</b>	<b>:3 L:3 T0: P:0</b>
<b>Class schedule per week</b>	<b>: 3</b>
<b>Class: MBA</b>	
<b>Semester/Level</b>	<b>: 2/4</b>
<b>Name of Teacher</b>	<b>:</b>

### Course Objectives

This course enables the students:

A.	To impart comprehensive knowledge in field of cost management with Understanding of the terminology and concepts in identifying and classifying costs classification of cost.
B.	To give knowledge of different types of cost i.e. Material and Labour and their models and plans.
C.	To give knowledge of Costing Method and understanding the concept of different type of costing and their implication
D.	To impart knowledge of CVP Analysis with understanding of different methods and models
E.	To define as well as explain the concept of Budgetary control system, standard Costing and variance analysis and its importance, advantages and disadvantage.

### Course Outcomes

After the completion of this course, students will be:

CO1.	Apply the Knowledge of cost accounting in the complex business scenario aimed at creating value for the organization.
CO 2.	Identify Cost Centre and interpret the cost accounting statements to design appropriate cost management policies.
CO 3.	Compare various cost accounting methods and implement the most appropriate method to enhance the profitability of the firm with the available resources.

CO 4.	Evaluate real life business scenarios to compute break-even position and recommend Strategies that leverage opportunities and improve performance
CO 5.	Appraise performance against given standards to establish the causes for variances and initiate control measures to overcome inconsistencies in performance.

## Mapping of Course Outcomes onto Program Outcomes

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

### Syllabus

#### Module 1 (6 Lectures)

Cost – Meaning, Objective, Elements of Cost, Classification of Cost, Cost Accounting – Meaning, Objective, Installation of Costing System, Cost Centre and Cost Unit – Definition & Concept, Objectives and Types, Cost Sheet. Material Cost. Economic Order Quantity, Maximum Level, Minimum Level, Ordering or Reordering Level, Danger Level, Stores Control – Perpetual Inventory System, ABC Method. Methods of Pricing – Specific Price Method, First In First Out, Last in First Out.

#### Module 2 (6 Lectures)

Methods of Remuneration - Time Rate System, Piece Rate System, Incentives Plans – Prerequisites of Good Incentive Plan, Various Incentive Plans – Halsey Premium Plan, Rowan Plan, Taylor’s Differential Piece rate System,

#### Module 3 (6 Lectures)

Job Order Costing - Procedures, Advantages, Limitations, Contract Costing – Cost Plus Contract, Economic Batch Quantity, Batch Costing, Multiple Job Order Cost System, Process Costing – Essentials, Procedures, Process Losses and Wastages, Abnormal Gain, Internal Process Profits, Process Costing vs. Job Costing. Absorption Costing – Meaning and Limitations, Marginal Cost– Definition and Nature. Marginal Costing – Net Profit Under Marginal Costing and Absorption Costing, Difference Between Marginal Costing and Absorption Costing.

#### Module 4(6 Lectures)

Meaning and Relationship, Break Even Analysis – Meaning, Assumptions, Methods of Calculations – Algebraic Method, Graphical Presentation, Contribution – Meaning & Concept, Calculation, P/V Ratio- Meaning & Concept, Calculation. Margin of Safety (MS) – Meaning & Concept, Calculation, Limiting Factor, Angle of Incidence, Construction of Profit Volume Chart, Limitations of Break-Even Analysis.

#### Module 5 (6 Lectures)

Budget and Budgetary Control System – Meaning & Concept, Objectives, Advantages, Limitations, Standard Cost – Meaning & Concept, setting of different types of Standards, Standard Costing – Meaning & Concept, Advantages, Disadvantages, Standard Costing Vs Budgetary Control System, Variance Analysis – Material Cost Variance, Material Price

Variance, Material Usage Variance, Labour Cost Variance, Labour Rate Variance, Labour Efficiency Variance.

**TEXT BOOKS:**

1. Principles and Practice of Cost Accounting, N K Prasad, Books Syndicate Pvt.Limited.
2. Cost Accounting, M N Arora, VikasPublication

**REFERENCE BOOKS:**

1. Cost Accounting, M Y Khan and P K Jain, Tata Mc Graw Hill Publication 4. Cost Accounting, Charles T Horngren, PearsonEducation
2. Cost Accounting: Foundation and Evolution, Kinney & Raiborn, South Western Cengage Learning

<b>Course Delivery methods</b>
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**

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

## MT 133 - Communication Skills II

**Course code: MT 133**

**Course title: Communication Skills II**

**Pre-requisite(s): NIL**

**Co- requisite(s): NIL**

**Credits: 1.5 L: T: 0 P: 3**

**Class schedule per week: 1**

**Class:**

**Level: II (Third Year)**

**Name of Teacher:**

### Course Objectives

This course enables the students:

A.	To analyze and demonstrate writing and speaking processes through invention, organization, drafting, revision, editing, and presentation.
B.	To understand the importance of specifying audience and purpose and to select appropriate communication choices.
C.	To interpret and appropriately apply modes of expression, i.e., descriptive, expository, narrative, scientific, and self-expressive, in written, visual, and oral communication
D.	To participate effectively in groups with emphasis on listening, critical and reflective thinking, and responding.
.E	To develop the ability to research and write a documented paper and/or to give an oral presentation.

### Course Outcomes

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

1.	Apply business communication strategies and principles to prepare effective communication for domestic and international business situations.
2.	Utilize analytical and problem-solving skills appropriate to business communication.
3.	Participate in team activities that lead to the development of collaborative work skills.
4.	Select appropriate organizational formats and channels used in developing and presenting business messages
5.	Communicate via electronic mail, Internet, and other technologies and deliver an effective oral business presentation.

## **Module I: Building a Business Vocabulary**

Vocabulary related to company culture, Phrasal verbs *Board, bottom line, revenues*, etc.; Words related to leadership skills: *founder*, etc.; Types of management; Abbreviations; Meeting related vocabulary; Vocabulary related to submitting tenders; Pricing *Dedicated, resources*, etc.; Verb–noun collocations; Linking words and phrases *Existing, identify*, etc.; *Brand-building*, etc.; Types of advertising *Households*, etc.; Synonyms for *increase* and *decrease*; *Solicit, risk-averse*, etc.; Phrasal verbs and expressions like *go bust, stock price*, etc.; Vocabulary from profit-and-loss account; and balance sheet; Theatre vocabulary *Break down, running costs*, etc; *Bank charges, bookkeeping*, etc.; Formal expressions; Types of workers; Ways of working; Phrases for negotiating; *Benefits, premise*, etc.; Adverbial phrases; *Acquisitions, year on year*, etc.; Adjectives and adverbs of frequency; Discourse markers for short talks

## **Module II: Listening at the Workplace**

Listening to descriptions of company culture; Listening to a talk on leaders and managers; Advice for communicating effectively with colleagues; Listening to a talk on Customer Relationship Management; Listening to a presentation; Listening to a talk on effectiveness of advertising; Listening to a talk on sales activities; Listening to a sales pitch; Listening to a sales forecast; Listening to a business conversation; Listening to people talk about their jobs; Listening to interviews with production managers; Listening to staff complaints and demands; Listening to a talk on risk in business

## **Module III: Oral communication at the workplace**

Describing company culture; Talking about good leaders; Communicating in meetings; Discussing customer–supplier relationships; Presenting information from charts; Presenting from a text; Cost-effective advertising; How to advertise software; Using the Internet for advertising; Finding out about work problems; Making a sales pitch; Negotiation, problems and advice; Talk: teleworking, etc.; Talking about your present job; Describing charts; Presentations on productivity; Negotiating an agreement; Describing the company you work for; Useful hints for making presentations; Making a presentation; Discussion on staff retention, market share, etc.

## **Module IV: Reading for Business**

Reading internal messages (memo, email, note, notice); Reading a summary of action points; Reading a business forecast; Reading articles on Customer Relationship Management; Reading about how a company prepares tenders; Reading a proposal; Reading extracts on measuring the impact of advertising; Reading a brief sales report; Reading a report on productivity; Reading a memo from a CEO; Reading a business letter

## **Module V: Business Correspondence:**

Replying to messages; Writing and replying to a memo, email or notice; A proposal for investigating new markets; A report on advertisers and target audiences; A sales report based on a chart; Report on a sales event for a product launch; A proposal for sponsoring an arts or sports event; Letter complaining about late payment; Email summarising results of negotiation; Short report on stress and absenteeism; Report on changes to company organization; Memo summarising agreement; Proposal to give your company a more ethical image; Letter to prospective customers; Letter expressing interest in business approach

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

**Suggested coursebook:**

*Business Benchmark* Advanced (Student’s Book with CD-ROM) ISBN: 9780521743686, Cambridge University Press

CEFR level: C1

Recommended reading: *Business Vocabulary in Use* Advanced (PB with CD-ROM) ISBN: 9781107604582 *Soft Skills & Employability Skills* ISBN: 9781316981320

**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**

<b>Course Delivery methods</b>
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 Term Examination Marks	100

Assessment Components	CO1	CO2	CO3	CO4	CO5
End Sem Examination Marks	✓	✓	✓	✓	✓



**MT417 French Language**  
**COURSE INFORMATION SHEET**

**Course code** : MT417  
**Course title** : French Language  
**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  
**Name of Teacher** :

**Course Objectives**

This course enables the students to:

<b>A.</b>	To develop the knowledge, understanding and the listening, reading, speaking and writing skills necessary for effective interaction in French.
<b>B.</b>	To explore the nature of languages as systems by making comparisons between French and English, leading to an appreciation of the correct application of linguistic structures and vocabulary.
<b>C.</b>	To demonstrate correct application of linguistic structures and vocabulary.
<b>D.</b>	To develop knowledge of the culture of French-speaking communities
<b>E.</b>	To inculcate an understanding of the interdependence of language and culture, thereby encouraging reflection on their own cultural heritage.

**Course Outcomes**

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

CO1.	Recognizes and responds to words, phrases and simple sentences in spoken French.
CO 2.	Identifies and responds to features of written French.
CO 3.	Uses known words in French to interact in everyday activities.
CO 4.	Demonstrates developing writing skills by recognizing and copying French.
CO 5.	Explores ways in which meaning is conveyed in French.

**Mapping of Course Outcomes onto Program Outcomes**

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

4	1	1	1	2	2	3	3	3
5	1	2	3	2	1	3	3	3

## **Syllabus**

### **Module 1**

Langue Française, Le pronom personnel, Articles définis et indéfinis, Verbes au présent, Se présenter et présenter quelqu'un (salutations formelles et informelles), Nationalités, professions, nombres, Négation, Demander et donner des infos personnelles

**[9]**

## Module 2

Articles partitifs, expression de la quantité, Les chiffres, Formule de politesse, les heures, les jours de la semaine, les mois de l'année, Adjectifs démonstratifs. [9]

## Module 3

Trois formes d'interrogation, Utilisation de « est-ce que ? » et « qu'est-ce que c'est ? » quel, quelle etc. L'impératif, Adjectifs qualificatifs (mas/fém., pluriel etc.) et possessifs [9]

## Module 4

Parler de goûts et des préférences et leurs degrés, Le présent, futur proche, passé récent, Décrire une personne ou un lieu. [9]

## Module 5

Le passe composé, le futur, l'imparfait. Parler de ses activités quotidiennes, Décrire la ville, des amis, des parents etc.[9]

## Text Books

1. Jumelage - Niveau-1, Manjiri Khandekar & Roopa Luktuke, Saraswati House Pvt. Ltd. New-Delhi
2. Alter Ego-1, Annie Berthet, Catherine Hugot, Véronique M. Kizirian, Béatrix Sampsons & Monique Waendendries, Hachette, Paris

## Reference Books

1. Campus- 1, Jacky Girardet & Jacques Pécheur, CLE international, Paris
2. Libre Echange- 1, Janine Courtillon, Geneviève-Dominique de Salins & Christine Guyot-Clément, Didier, Paris

## 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

# MT418 German Language

## COURSE INFORMATION SHEET

<b>Course code</b>	<b>: MT418</b>
<b>Course title</b>	<b>: German Language</b>
<b>Pre-requisite(s)</b>	<b>: NIL</b>
<b>Co- requisite(s)</b>	<b>: NIL</b>
<b>Credits</b>	<b>: 3 L: T: P:</b>
	<b>: 3 0 0</b>
<b>Class schedule per week</b>	<b>: 3</b>
<b>Class</b>	<b>: MBA</b>
<b>Semester / Level</b>	<b>: 2/4</b>
<b>Name of Teacher</b>	<b>:</b>

### Course Objectives

This course enables the students to:

A.	To enable the learners to listen and understand the spoken German language which uses the elementary spoken structures.
B.	To enable the learners to speak and engage in simple dialogues in German.
C.	To enable the learners to read and understand the elementary texts in German.
D.	To enable the learners to write simple sentences and short paragraphs in German.
E.	To expose the learners to the historical, social and cultural aspects of Germany and other German speaking countries.

### Course Outcomes

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

CO1	Understand familiar, everyday expressions and simple sentences.
CO2	Introduce him/herself and others as well as ask others about themselves and Communicate using simple sentences.
CO3	Read and comprehend basic German sentences relating to routine situations.
CO4	Write simple sentences and short paragraphs in German.
CO5	Identify and deal with social and cultural aspects of Germany and other German speaking countries.

## Mapping of Course Outcomes onto Program Outcomes

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

### Syllabus

#### Module 1

Sich begrüßen, sich vorstellen, sich verabschieden und Woher kommen Sie? Ländernamen, Nationalitätsbezeichnung, Das Verb: Präsens – ( sein, heissen), Personalpronomen: ich und Sie, Verb + Adjektiv, Das Nomen: Singular und Plural, Zahlen von 1 – 10. Antworten mit Ja / Nein [7]

#### Module 2

Das Alphabet, buchstabieren, Das Verb: haben, schliessen, machen, Fragepronomen, Zahlen von 0- 1,000,000, Personalpronomen, Das Demonstrativpronomen „DAA“, Unterschied zwischen Uhr – Stunde, Negativartikel, Der Artikel: bestimmter und unbestimmter Artikel.

[12]

#### Module 3

Reisende im Gespräch, Das Verb: Präsens - (fahren, lesen, nehmen usw.), Vorsilbe und Verb (trennbare Verben), Wortstellung von trennbaren Verben, Präpositionen, Tage – Monate. Erklärung von drei **sie/Sie**, Der Akkusativ, „es gibt/gibt es“. [6]

#### Module 4

Ein Freunde besucht, Das Nomen: Akkusativ-und Dativergänzungen, Das Fragepronomen: Wem?, Possessiv-Pronomen, Präpositionen mit dem Dativ und mit dem Akkusativ, Das Zeitadverb. Geburtstag feiern, Telefongespräch, Die Uhrzeiten, Modalverben, Das Personalpronomen bei Akkusativ- und Dativergänzungen. [6]

#### Module 5

Die Wohnung beschreiben, Ein Zimmer vermieten, Richtungsangaben, Das Demonstrativpronomen: dies, wohen? – wo? – wohin? Präpostionen mit dem Akkusativ oder Dativ, Jahreszahlen, Konjugation von möchten, Der Genetiv, Das Präteritum: sein und haben, Reflexivpronomen, Das Perfekt. [14]

#### Text Book:

1.Heinz Griesbach, Dora Schulz. Deutschsprachlehre für Ausländer, Max Hueber Verlag, München, Germany.(Note: Text pages relevant to the modules will be only dealt with).

#### Reference Books:

1. Hartmut Aufderstrasse, Jutta Müller, Thomas Storz. Lagune: Kursbuch: Deutsch als Fremdsprache - A1-I + II,Hueber Verlag, Ismaning, Germany.

2. Roza Maria Dallapiazza, Eduard von Jan, TilSchönherr. Tangram Aktuell – A1-I + II, Max Hueber Verlag, Ismaning, Germany.

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

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



## **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 ethical understanding of the marketing management process

CO2 Analyze the macro and micro environment and recommend appropriate segmentation, targeting and positioning strategy for a product to achieve business goals

CO3 Design strategic applications of marketing mix elements for achieving long term business goals.

CO4 Recommend suitable Marketing strategies to meet the challenges in different stages of the Life Cycle of a Product

CO5 Analyze industries, competitors and market opportunities and recommend appropriate marketing strategies to achieve competitive advantage.



## Mapping of Course Outcomes with Program Outcomes

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

### Syllabus

#### 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

<b>Course Delivery methods</b>
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**

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

## 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:

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

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

### Mapping of Course Outcomes with Program Outcomes

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

## 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

<b>Course Delivery methods</b>
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**

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

## **MT 560 Summer Internship**

### **COURSE INFORMATION SHEET**

	<b>Course code</b>	<b>: MT560</b>
<b>Course title</b>		<b>: Summer Internship</b>
	<b>Pre-requisite(s)</b>	<b>: Nil</b>
<b>Credits</b>		<b>: 3</b>

**Each student will complete an Internship of 4-6 weeks in an organization. The student will register for this course in Sem III. Direct Assessment will be based on evaluation of the Internship report and a Viva Voce conducted anytime during the semester.**

