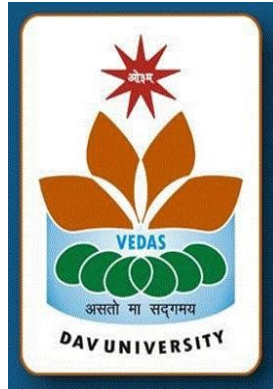


DAV University, Jalandhar

Department of Commerce & Business Management



Scheme and Syllabi

for

Bachelor of Business Administration

Logistics and Supply Chain Management

(As per NEP-2020)

Batch-2025 & onwards

BBA program prepares a student for a career in Business organizations catering to different levels in an organization. BBA program teaches the students theory and practice of different functional areas of management and prepares them for decision-making roles in organizations. The program offers a better understanding of the business world and aims at building students' entrepreneurial skills by giving them hands-on training.

PROGRAMME EDUCATIONAL OBJECTIVES (PEO's)

PEO1- To enable learners with a comprehensive understanding of business functions, with a specific focus on logistics and supply chain management.

PEO2- To inculcate interpersonal, logical and analytical skills amongst the students, to interact confidently with stakeholders in the logistics and supply chain industry.

PEO3- To develop entrepreneurial mindset amongst the learners in the field of logistic and supply chain industry.

PROGRAMME OUTCOMES (POs)

After the successful completion of undergraduate course, BBA, graduates will be able to:

PO1: Critical Thinking: Take informed actions after identifying the assumptions that frame our thinking and actions, checking out the degree to which these assumptions are accurate and valid, and looking at our ideas and decisions (intellectual, organizational, and personal) from different perspectives.

PO2: Effective Communication: Speak, read, write and listen clearly in person and through electronic media in English and in one Indian language, and make meaning of the world by connecting people, ideas, books, media and technology.

PO3: Social Interaction: Elicit views of others, mediate disagreements and help reach conclusions in group settings.

PO4: Effective Citizenship: Demonstrate empathetic social concern and equity centred national development, and the ability to act with an informed awareness of issues and participate in civic life through volunteering.

PO5: Ethics: Recognize different value systems including your own, understand the moral dimensions of your decisions, and accept responsibility for them.

PO6: Environment and Sustainability: Understand the issues of environmental contexts and sustainable development.

PO7: Self-directed and Life-long Learning: Acquire the ability to engage in independent and life-long learning in the broadest context socio-technological changes

PROGRAMME SPECIFIC OUTCOMES (PSO's)

PSO1- To empower students to apply the core principles of logistics and supply chain management, alongside other management functions such as finance, marketing, and human resources, to ensure the smooth and efficient operation of an organization.

PSO2- To cultivate the ability to critically evaluate complex business challenges using the relevant tools and techniques of logistics and supply chain management.

PSO3- To prepare the students to work collaboratively in teams, demonstrating initiative, and responsibility through hands-on experience in the logistics and supply chain industry.

Code	Definitions
L	Lecture
T	Tutorial
P	Practical
HS Courses	Humanities & Social Science
BS	Basic Science Courses
ES	Engineering Science Courses
PC	Program Core Courses
PE	Program Elective Courses
OE	Open Elective Courses
EEC	Employment Enhancement Courses (Project/Summer
AEC-C	Internship/Seminar)
VAC-C	Ability Enhancement Course-Common
	Value Added Course-Common

Mapping of PEO with POs

PEOs / Pos	PEO 1	PEO 2	PEO 3
PO1	Yes	Yes	Yes
PO2		Yes	Yes
PO3	Yes	Yes	
PO4			Yes
PO5	Yes	Yes	Yes
PO6	Yes		
PO7	Yes	Yes	Yes

Mapping of PEO with PSO

PEOs / PSOs	PEO 1	PEO 2	PEO 3
PSO1	Yes	Yes	
PSO2	Yes	Yes	Yes
PSO3	Yes		Yes

**Scheme of Courses- Bachelor of
Business Administration [BBA]
Logistics and Supply Chain Management
(Honours/Honours with research)**

BATCH 2025-26

**ANALYSIS OF CREDITS OF EACH
COURSE**

Sr. no	Courses	Total Courses	Total Credits	Percentage of credits
		3 years	3 years	3 years
1	DSC/DS-SEC	15	61	46.21
2	AEC	4	8	6.06
3	MDC	3	9	6.82
4	Minor	6	24	18.18
5	SEC (including internship)	5	22	16.67
6	VAC	4	8	6.06
	Total	37	132	100

Credit Details			
S.No.	Course Category	Course Category Abbreviation	3-Yr BBA (Credits)
1.1	Discipline Specific Courses-Core	DSC	58
1.2	Discipline Specific-Skill Enhancement Courses-Core	DS-SEC	3
1.3	Discipline Specific-Value Added Courses-Core	DS-VAC	-
Total of Discipline Specific Core Courses			61
2	Minor Courses	MC	24
3	Multidisciplinary Courses	MDC	9
4	Ability Enhancement Course- Common	AEC-C	8
5	Value Added Courses-Common	VAC-C	8
6.1	Skill Enhancement Courses- Common	SEC-C	20
6.2	Skill Enhancement Courses-Summer Internship	SEC-SI	2
Total Credits			132

Semester & Course Wise Details of Credits										
S.No.	SEMESTER	DSC/ DS- SEC	MINOR	MDC	AEC	SEC- C	VAC	SE C- SI	SEC- RP	Total
1	I	4x2=8 3x1=3	-	3	2	-	2	4	-	22
2	II	5x1=5 4x1=4	-	3	2	-	2x2=4	4	-	22
3	III	4x2=8 5x1=5	-	3	2	-	-	4	-	22
4	IV	4x2= 8	4x2=8	-	2	-	2	2	-	22
5	V	4x2=8	4x2=8	-	-	4	-	2	-	22
6	VI	4x3=12	4x2=8	-	-	-	-	2	-	22
TOTAL CREDITS										132

Semester 1

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	MGN101	Principles and Practices of Management	4	0	0	4	DSC
2	MGN108	Fundamentals of SCM and Logistics	4	0	0	4	DSC
3	ECN107	Business Statistics	2	0	2	3	DS-SEC
4		Multi-disciplinary Elective	-	-	-	3	MDC
5		Ability Enhancement Course (AEC)-Common	-	-	-	2	AEC-C
6		Skill Enhancement Course (SEC)-Common	-	-	-	2	SEC-C
7		Value Added Courses-Common	-	-	-	2	VAC-C
8	MGN110	Workshop on Entrepreneurship-I	0	0	4	2	SEC-C
						22	

Note:

- Student is required to opt for 1 Multi-disciplinary Course of three credits from the relative basket, 1 Ability enhancement course of two credits from the relative basket, 1 Skill Enhancement course of two credits from the relative basket and 1 Value Added course of three credits from the relative basket.
- Students will not be allowed to choose or repeat any Multi disciplinary course which he/she has already undertaken at higher secondary level (12th class)

Semester 2

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	CMR106	Basic Financial Accounting	4	1	0	5	DSC
2	MGN109	Packaging and Warehouse Management	4	0	0	4	DSC
3		Multi-disciplinary Course	-	-	-	3	MDC
4		Ability Enhancement Course (Community Engagement & social responsibility)	-	-	-	2	AEC-C
5		Skill Enhancement Course (SEC)-Common	-	-	-	2	SEC-C
6		Value Added Course I	-	-	-	2	VAC-C
7		Value Added Course II	-	-	-	2	VAC-C
8	MGN111	Workshop on Entrepreneurship-II	0	0	4	2	SEC-C
						22	

L: Lectures T: Tutorial P: Practical Cr: Credits

Note:

- Student is required to opt for 1 Multi-disciplinary Course of three credits from the relative basket., 1 Ability enhancement course of two credits from the relative basket, 1 Skill Enhancement course of two credits from the relative basket and 1 Value Added course of three credits from the relative basket.
- Students will not be allowed to choose or repeat any Multi disciplinary course which he/she has already undertaken at higher secondary level (12th class)

FIRST EXIT:

The students will be awarded “Undergraduate Certificate in Business Administration in Logistics and Supply Chain Management” after exit at this point, provided they secure 4 Credits in skill/work-based vocational courses or internship/apprenticeship for 4-6 weeks (with minimum 120 hours) during summer term.

Semester 3

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	MGN202	Marketing Management	4	0	0	4	DSC
2	MGN203	Human resource Management	4	0	0	4	DSC
3	MGN218	Freight Transportation and Operations Management	4	1	0	5	DSC
4		Multi-disciplinary Course	-	-	-	3	MDC
5		Ability Enhancement Course (AEC)-Common	-	-	-	2	AEC-C
6		Skill Enhancement Course (SEC)-Common	-	-	-	2	SEC-C
7	MGN220	Workshop on Entrepreneurship-III	0	0	4	2	SEC-C
						22	

Note:

- Student is required to opt for 1 Multi-disciplinary Course of three credits from the relative basket., 1 Ability enhancement course of two credits from the relative basket and 1 Skill Enhancement course of two credits from the relative basket.
- Students will not be allowed to choose or repeat any multi-disciplinary course which he/she has already undertaken at higher secondary level (12th class)

Semester 4

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	MGN208	Financial Management	4	0	0	4	DSC
2	MGN219	Legal aspects of Logistic and SCM	4	0	0	4	DSC
3		Value added Course	-	-	-	2	VAC-C
4		Ability Enhancement-Common	-	-	-	2	AEC-C
5		Minor -1	4	0	0	4	MC
6		Minor -2	4	0	0	4	MC
7	MGN221	Workshop on Entrepreneurship-IV	0	0	4	2	SEC-C
						22	

Note:

- Student is required to opt for 1 Ability enhancement course of two credits from the relative basket.
- The student is required to opt two minor disciplines out of Marketing /HRM/ Finance/International Business baskets. A program elective course shall be offered to the students if at least 20% of the total strength of the class or 10 students, whichever is higher.
- Continuing students will undergo an internship in approved organizations of Supply chain and Logistic only for minimum 6 weeks during the summer vacations. They will be required to present Summer Internship Project (SIP) Report during the 5th Semester.

SECOND EXIT:

The student will be awarded “Undergraduate Diploma in Business Administration in Logistics and Supply Chain Management” after exit at this point if he/she secures 4 Credits in skill/work based vocational courses or internship/apprenticeship for 4 – 6 weeks (with minimum 120 hours) offered during first year summer term or second year summer term.

Semester 5

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	MGN301	Strategic Management	4	0	0	4	DSC
2	CMR302	Excel Modeling	0	0	4	2	SEC-C
3	MGN302	Seminar on Summer Internship	0	0	0	2	SEC-SI
4	MGN320	Forecasting and Inventory management	4	0	0	4	DSC
5		Minor -3	4	0	0	4	MC
6		Minor -4	4	0	0	4	MC
7	MGN324	Workshop on Entrepreneurship-V	0	0	4	2	SEC-C
						22	

Note: The student is required to opt two minor disciplines out of Marketing /HRM/ Finance/International Business baskets. A program elective course shall be offered to the students if at least 20% of the total strength of the class or 10 students, whichever is higher. The student is required to select the course from the same basket as it was selected in the previous semester.

Semester 6

S.No	Paper Code	Course Title	L	T	P	Cr	Course Type
1	MGN303	Business Environment	4	0	0	4	DSC
2	MGN304	Knowledge Management	4	0	0	4	DSC
3	MGN321	Quality management in logistics and SCM	4	0	0	4	DSC
4		Minor -5	4	0	0	4	MC
5		Minor -6	4	0	0	4	MC
6	MGN325	Workshop on Entrepreneurship-VI	0	0	4	2	SEC-C
						22	

Note: The student is required to opt two minor disciplines out of Marketing /HRM/ Finance/International Business baskets. A program elective course shall be offered to the students if at least 20% of the total strength of the class or 10 students, whichever is higher. The student is required to select the course from the same basket as it was selected in the previous semester.

THIRD EXIT:

The student will be awarded “**Bachelor of Business Administration in Logistics and Supply Chain Management**” Degree after exit at this point.

After 6th Semester, students can go for **BBA Logistics and Supply Chain Management (Honours)** or **BBA Logistics and Supply Chain Management (Honours with Research)**

**Semester 7
BBA (Honours)**

S. No	Paper Code	Course Title	L	T	P	Cr	Course Type
1		Management Process and Organizational Behaviour	4	0	0	4	DSC
2		Corporate Governance and Ethics	4	0	0	4	DSC
3		Business Research Methods	4	0	0	4	DSC
4		Quantitative Methods	4	0	0	4	DSC
5		Workshop on Business Communication	0	0	4	2	DSC
6		Minor -7	4	0	0	4	MC
						22	

**Semester 8
BBA (Honours)**

S. No	Paper Code	Course Title	L	T	P	Cr	Course Type
1		Strategic HRM	4	0	0	4	DSC
2		Sustainable Supply Chain Management	4	0	0	4	DSC
3		Strategic Financial Management	4	0	0	4	DSC
4		Strategic Marketing Management	4	0	0	4	DSC
5		Minor -8	4	0	0	4	MC
						20	

**BBA (Honours with Research)
Semester 7**

S. No	Paper Code	Course Title	L	T	P	Cr	Course Type
1		Management Process and Organizational Behaviour	4	0	0	4	DSC
2		Corporate Governance and Ethics	4	0	0	4	DSC
3		Business Research Methods	4	0	0	4	DSC
4		Quantitative Methods	4	0	0	4	DSC
5		Research Project -I*	-	-	-	2	DSC
6		Minor -7	4	0	0	4	MC
						22	

*Department will assign a faculty research supervisor in the beginning of the semester to each student. The student must submit a synopsis for the tentative research project that he/she wants to undertake (must be from the major discipline), under the guidance of the assigned supervisor. End term evaluation of synopsis will be made by the Department Research Committee (DRC). Work load of 2 hours per week will be allocated to each faculty for maximum up to 5 students.

Semester 8

S. No	Paper Code	Course Title	L	T	P	Cr	Course Type
1		Research Project -II**	-	-	-	10	DSC
2		Sustainable Supply Chain Management	4	0	0	4	DSC
3		Research & Publication Ethics	2	0	0	2	DSC
4		Minor -8	4	0	0	4	MC
						20	

**Student will continue the research project as per the synopsis approved at the end of previous semester under the guidance of allocated supervisor. The final thesis defence of the research project will be held during the end semester examinations as per the University Schedule. Work load of 2 hours per week will be allocated to each faculty for maximum up to 5 students.

COMMON COURSES

Course Code	Ability-Enhancement Courses	Cr.	Course Code	Skill-Enhancement Courses	Cr.	Course Code	Value-Added Courses	Cr.
MGN901A	Personality Enhancement	1L+1P	MGN901S	Essentials of Entrepreneurship-Thinking and Action	2L+1P		Environmental Studies (Mandatory)	1L+2P
MGN902A	Personality Development	2P		Design Thinking	2P		Human Values and Ethics (Mandatory)	2L+0T
	Behavioural & Life Skills	1L+1P		Design Thinking & Innovation	2L		Gender Sensitization	2L
	Global Citizenship in Higher Education	2L		Data Analytics	2L+1P		Professional Ethics	2L
	Communication Skills (Mandatory)	1L+1P		Cyber Security	3 (2L+1P)		Sustainable Development	2L
	Health & Yoga	1L+1P		Digital Fluency	1L+1P		Green Technologies	2L
	Technical Report Writing	2L		Fundamentals of Computer programming & IT(FCPIT)	2L		General Studies	2L
MGN903A	Leadership Management	2L		Python Programming	3 (2L+1P)		NSS	2 (1L+1P)
	Therapeutic Yoga	1L+1P		Disaster Preparedness and Planning	2L			
	Creative & Critical Thinking	1L+1P		Intellectual Property Rights	2L			
	Community Engagement & Social Responsibility (Mandatory)	1L+1P		Apiculture	2P			
				NCC*	3 (2L+1P)			

Multidisciplinary Studies

Course Code	Course Name	Faculty/Department
	Basics of Physics	Physics
	Basics of Chemistry	Chemistry
	Basics of Biology	Zoology & Botany
	Introductory Biotechnology	Biotechnology
	Introductory Microbiology	Microbiology
	Functioning of the Human Body	Zoology
	Introductory Botany	Botany
MGN901M	Business Management for Beginners	CBME
MGN902M	Fundamental of Mutual Funds	CBME
ECN901M	Economics for Beginners	CBME
	Fundamentals of Cost and Management accounting	CBME
	Fundamentals of Corporate accounting	CBME
	Professional Communication	English
	Fine Arts	Arts, Fine Arts & Performing Arts
	Jyotish: 'Eye of the Veda'	Vedic Studies
	Mathematical Statistics	Mathematics
	Introductory Journalism	JMC
	Professional Photography	JMC
	Library Information Sciences	Library Sciences

MINOR COURSES

1. FINANCE AND INVESTMENT MANAGEMENT

Minor Discipline Electives: Finance and Investment Management						
Course Code	Semester	Course Name	L	T	P	Cr
CMR206	4	Banking and Insurance	4	0	0	4
CMR207	4	Financial Services	4	0	0	4
CMR303	5	Financial Institutions and Markets	4	0	0	4
CMR305	5	Personal Financial Planning	4	0	0	4
CMR306	6	Security Analysis and Portfolio Management	4	0	0	4
	6	Indirect Tax Laws	4	0	0	4
	7	Financial Derivatives	4	0	0	4
	8	Direct Tax Laws	4	0	0	4

2. MARKETING

Minor Discipline Electives: Marketing						
Course Code	Semester	Course Name	L	T	P	Cr
MGN209	4	Integrated Marketing Communication	4	0	0	4
MGN210	4	Consumer Behaviour	4	0	0	4
MGN306	5	Retailing	4	0	0	4
MGN307	5	Services Marketing	4	0	0	4
MGN308	6	E-Business and Digital Marketing	4	0	0	4
MGN309	6	Rural Marketing	4	0	0	4
	7	Product and Brand Management	4	0	0	4
	8	International Marketing	4	0	0	4

3. HUMAN RESOURCE MANAGEMENT

Minor Discipline Electives: Human Resource Management						
Course Code	Semester	Course Name	L	T	P	Cr
MGN211	4	Performance Management system	4	0	0	4
MGN212	4	Organization Change and Development	4	0	0	4
MGN310	5	Manpower Planning and HRD	4	0	0	4
CMR307	5	Industrial Relations and Labor Laws	4	0	0	4
	6	Essentials of Organizational Leadership	4	0	0	4
MGN311	6	Global HRM	4	0	0	4
	7	Talent Management	4	0	0	4
	8	HR Analytics	4	0	0	4

4. INTERNATIONAL BUSINESS

Minor Discipline Electives: International Business						
Course Code	Semester	Course Name	L	T	P	Cr
CMR208	4	International Business	4	0	0	4
MGN213	4	International Marketing	4	0	0	4
CMR312	5	International trade law	4	0	0	4
CMR313	5	International Finance	4	0	0	4
MGN311	6	Global HRM	4	0	0	4
CMR314	6	EXIM Procedures and Documentation	4	0	0	4
	7	Global Business Ethics and Corporate Social Responsibility (CSR)	4	0	0	4
	8	Emerging Markets and Global Entrepreneurship	4	0	0	4

L	T	P	Credit
4	0	0	4

Course Code	MGN 101							
Course Title	Principles and Practices of Management							
Course Outcomes	On the completion of the course the student will be able to CO1: Understand various functions and functional areas of management and preview the contributions made by different contributors in the management. CO2: Outline the concept of business environment for planning and organizing and formulating organization structures. CO3: Examine the functions of staffing and tools of directing and controlling. CO4: Understand emerging issue of management							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Management- Concept							1
	Meaning, nature, scope, objectives and Functional Areas							1
	importance of management Levels in management,							1
	Managerial Roles Management as an Art and Science,							1
	Management as Profession, Functions of Management							1
	Evolution of management thought							1
Unit 2	Planning & Organizing							2
	Planning- Meaning, Characteristics, Need & Importance., process, Meaning of Authority and Responsibility,							2
	Planning Process and Types Components of Plan Concept of MBO							2
	Organizing-Concept, characteristics, process							2
	Organization-Meaning, Characteristics and Types of organizational structures							2
	Delegation, Decentralization and Departmentation, Span of control.							2
Unit 3	Staffing & Communication							3
	Definition, Characteristics and Importance Direction & Coordination-Meaning, features and Importance, - and							3
	Tools & Techniques of Directing Leadership							3
	Concept, importance and styles Motivation- Meaning							3
	Significance Communication- Meaning, Characteristics, importance and process Supervision- Definition and characteristics Controlling- Nature, concept, process, types, scope, importance							3
Unit 4	Emerging issues in management							4
	American and Japanese styles of Management							4
	Meaning-TQM, Six-sigma, MIS							4
	QWL, WLB, MBE							4
	Managerial ethics: need and importance, Corporate social responsibility							4
Reference Book/s	1. Rudani, R., Principles of Management, New Delhi, Tata McGraw-Hill Education. Koontz H. & Weihrich, Essentials of Management, New Delhi, Tata McGrawHill Education, Latest Edition. 2. Prasad L. M., Principles and Practices of Management, New Delhi, Sultan Chand & Sons, Latest Edition. 3. Stoner J.A.F., Freeman R E and Gilbert D R, Management, New Delhi, Pearson Education, Latest Edition							

L	T	P	Credit
4	0	0	4

Course Code	MGN108							
Course Title	Fundamentals of SCM and Logistics							
Course Outcomes	On the completion of the course the student will be able to CO1: Gather a detailed perspective about the conceptual framework of logistics management and supply chain management. CO2: Exhibit an understanding of Basics of Transportation & Logistics Outsourcing CO3: Comprehend basic knowledge about Containerization, Packing and Packaging CO4: Get a clear idea about export and import logistics and the aspects related to it.							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Logistics management and Supply Chain management - The concepts of logistics and							1
	Definition, Evolution, Importance.							1
	Key Drivers of Supply Chain Management							1
	Principles of Logistics, Technology & Logistics -Informatics							1
	Logistics optimization.							
	Listing of Sub-sectors of Logistics, Supply Chain Management, and Logistics relationships.							1
Unit 2	Basics of Transportation & Logistics Outsourcing							2
	Transportation Functionality and Principles Modal Comparisons							2
	Benefits of -Critical Issues in Logistics Outsourcing							
	Multimodal Transport: Modal Characteristics							2
	International Air Cargo Transport; ; Coastal and Ocean transportation,							2
	Characteristics of shipping transport- Types of Ships.							2
Unit 3	Containerization, Packing and Packaging							3
	Genesis, Concept, Classification, Benefits and Constraints; Inland Container Depot (ICD) , bar codes, and electronic data interchange (EDI)							3
	Roles and Functions, CFS, Export Clearance at ICD; CONCOR; ICDs under CONCOR Meaning, Functions and Essentials of Packing and Packaging							3
	Packing for Storage- Overseas Shipment Inland-Transportation- Product content Protection							3
	Packaging Types: Primary, Secondary and Tertiary- Requirements of Consumer Packaging							3
	Universal Product Code- GS1 Standards- package labels- Symbols used on packages and labels.							
Unit 4	Special Aspects of Export logistics							4
	Picking, Packing, Vessel Booking [Less-than Container Load(LCL) / Full Container Load (FCL)], Import Logistics							4
	Customs, Documentation, Shipment, Delivery to distribution centers, distributors and lastly the retail outlets							4

	Import Logistics: Documents Collection- Valuing- Bonded Warehousing Customs Formalities- Clearing ,Distribution to Units Brief on EXIM/FF & CC	4
	Multi-modal transportation, brief on customs clearance, bulk load handling and brief on trans-shipment – Supply Chain – Cold Chain – Liquid Logistics – Rail Logistics	4
Reference Book/s	<ol style="list-style-type: none"> 1. Fundamentals of Logistics Management (The Irwin/Mcgraw-Hill Series in Marketing), Douglas Lambert, James R Stock, Lisa M. Ellram, McGraw-hill/Irwin, First Edition, 1998. 2. Vinod V. Sople (2009) Logistic Management (2nd Edn.) Pearson Limited 3. Bowersox, Closs, Cooper, Supply Chain Logistics Management, McGraw Hill. 2. Burt, Dobbler, Starling, World Class Supply Management, TMH. 4. Pierre David, “International Logistics”, Biztantra. 	

L	T	P	Credit
2	0	2	3

Course Code	ECN107							
Course Title	Business Statistics							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Illustrate matrix operation, minors, co-factors, use cofactor method to find inverse of a matrix, use Cramer's rule to solve systems of equations.</p> <p>CO2: Demonstrate knowledge of basic concept to integrate is used to add small and discrete data, which cannot be added singularly and representing in a single value.</p> <p>CO3: Measure of central tendency provided to the teacher with a mathematical description of how well the students are performing and dispersion helps students for describing the spread of the data or its variation around a central value.</p> <p>CO4: understand problems to index numbers and different methods of analyzing them.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	25%	-	50%		-	5%
Syllabus								CO Mapping
Unit 1	Statistics- Concept							1
	Definition, Scope and limitation of statistics							1
	Tabulation and classification of data							1
	Discrete and continuous frequency distribution							1
	Diagrammatic and graphic presentation of data.							1
Unit 2								2
	Measures of Central Tendency, Arithmetic mean, Individual series, Discrete series Mean deviation, Standard deviation Variance Coefficient of variance							2
	Continuous series Properties of arithmetic mean Combined mean Correcting incorrect value Open end classes, less than and more than series Median its uses Individual, discrete and continuous series							2
	To find missing value Mode Its importance Mode: individual series, discrete series and continuous series							2
	Merits and demerits of AM, Median and mode							2
	Dispersion; meaning, Range Quartile deviation , Interquartile range							2
Unit 3								3
	Correlation, Definition, types of correlation Simple, partial and multiple correlation							3
	Correlation problem solution with direct method , Correlation problem solution with short cut method Correlation problem solution with step deviation method , Properties of correlation							3
	Regression v/s correlation , Regression; definition, importance of regression							3
	Problem solution with direct method, Problem solution with short cut method, Problem solution with step deviation method							3
Unit 4								4
	Index Numbers: Meaning, Scope and limitations of Index numbers,							4

	Laspeyre's method	
	Paasche's method, Dorbisch- Bowley method, Fisher's Index numbers	4
	Marshal-Edge worth price Index, Walsch Price Index	4
	Kelly's price index , Consistency of index numbers	4
Reference Book/s	<ol style="list-style-type: none"> 1. Gupta, S.C., Fundamentals of Statistics, Mumbai, Himalya Publishing House, Latest Edition. 2. Gupta, S.P., Statistical Methods, New Delhi Sultan Chand and Sons, Latest Edition. 3. Black, K., Business Statistic for Contemporary Decision Making, New Delhi, Wiley Publisher, Latest Edition. 4. Richard, I. L.& David, S. R., Statistics for Management, New Delhi, Pearson Education, Latest Edition. 5. Sharma J. K., Business Statistics, New Delhi, Addison Wesley, Latest Edition. 	

L	T	P	Credit
4	1	0	5

Course Code	CMR106							
Course Title	Basic Financial Accounting							
Course Outcomes	On the completion of the course the student will be able to CO1: Recognize the applicability of concept of accounting to understand the financial statements. CO2: Apply the accounting standards and principles to record business transactions in journal, ledgers and trial balance along with rectification of errors revealed and not revealed in trial balance. CO3: Preparation of various subsidiary books and Bank reconciliation statements taking balances from cash as well as pass book. CO4: Prepare financial statements of business with adjustment entries for decision making.							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Introduction to Financial Accounting							1
	Meaning and Objectives of Accounting, Accounting Terminology, Advantages and Disadvantages of Accounting							1
	Relationship between Accountancy and Accounting and Book Keeping, Users of Accounting Information, Relationship of Accounting with other Disciplines							1
	Generally Accepted Accounting Principles (Assumptions and Principles)							1
	Accounting Standards Double Entry System of Book-keeping, Accrual and Cash basis of Accounting, Accounting Equation- Meaning and Procedure of Developing Accounting, Equation							1
Unit 2	Journal, Ledger and Trial Balance							2
	Journalizing- Meaning and Rules of Debit and Credit, Format of Journal							2
	Identification of Transactions, Recording of Transactions in Journal, Distinction between Journal and Ledger, Preparation of Ledgers from Journal, Posting, Balancing of Accounts							2
	Meaning, Objectives and Advantages of Trial Balance, Meaning							2
	Methods of Preparation of Trial Balance, Errors Revealed and Not Revealed by Trial Balance, Rectification of Errors							2
Unit 3	Subsidiary Books and BRS							3
	Subsidiary Books- Need of Subdivision of Journal, Meaning and Advantages of Special Journals, Cash Book (Single, Double and Triple column), Petty Cash Book.							3
	Purchases Book, Sales Book, Purchases Returns Book, Sales Returns, Book, Receivable Book, Payables Book, Journal Proper							3
	Bank Reconciliation Statements, Purpose and Use of Preparing Bank, Reconciliation Statement							3
	Causes of Disagreement of Cash Book and Pass Book, Preparation of BRS by taking Favourable and Unfavourable Balances of Cash Book and Pass							3

	Book.	
Unit 4	Depreciation Accounting and Financial Statements	4
	Meaning and Causes of Depreciation, Factors affecting Depreciation , Methods of Depreciation (Straight Line and Written Down value Method) and Change in Method of Depreciation.	4
	Provisions and Reserves Financial Statements- Meaning and Usefulness of Financial Statements, Recognition of Assets, Liabilities, Income and Expenses	4
	Treatment of Items which may be Direct Items, Indirect Items, Incomes and Expenses, Classification of Capital and Revenue	4
	Preparation of Trading Account, Profit and Loss Account and Balance, Sheet 3 Treatment of Items of Adjustment, Treatment of Items of Adjustment, Appearing outside the Trial Balance	4
Text Book/s	1. Tulsian, P. C., Financial Accounting, New Delhi, Pearson Education, Latest Edition.	
Reference Books	1. Gupta, R.L. & Radhaswamy, M., Financial Accounting, New Delhi, Sultan Chand and Sons, Latest Edition. 2. Shukla. M.C., Grewal T.S. & Gupta, S.C., Advanced Accounts, New Delhi, S. Chand & Co. Latest Edition. 3. Bhattacharyya, A. K., Financial Accounting, New Delhi, Prentice Hall of India, Latest Edition. 4. Shankaranarayana, H. V. & Ramanath, H. R., Financial Accounting, New Delhi, Cengage Learning, Latest Edition	

L	T	P	Credit
4	0	0	4

Course Code	MGN109							
Course Title	Packaging and Warehouse Management							
Course Outcomes	On the completion of the course the student will be able to CO1: Exhibit skill related to packaging and machining CO2: understand the packaging demand, product planning compatibility and quality assurance. CO3: Comprehend all the details related to warehousing, storage and packaging CO4: Warehouse Safety Rules and Procedures, Health, Safety & Environment							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Packaging/Packing Materials & Components							1
	Corrugated Packing Materials-Packing materials: Paper, Wood, Adhesive, Aluminum foil							1
	Cushioning-stuff, Packaging gas, Pallet, Paperboard, Plastic wrap, Shrink wrap, Screw cap,							1
	Slip sheet- Security printing- Stretch wrap – Time temperature indicator Tinplate							1
	Packaging Industry Process and Machining							
	Packaging Demands of Consumer goods Industry							1
Unit 2	Packaging Demands							2
	Graphic Design -Induction sealing, Plastic welding, Printing, Trends in Packaging Industry							2
	Containerization , Electronic article surveillance							2
	Identification codes, bar codes, and electronic data interchange (EDI)- Universal Product Code							2
	Product-Packaging compatibility, Package design considerations							2
	Quality assurance, logistics, legal, regulatory, graphic design							
Unit 3	Warehouse (Storage and Packaging)							3
	Introduction, Importance, needs and types of warehouse							3
	Broad functions in a warehouse -warehouse layouts and layout related to functions.							3
	Associate warehouse -Its functions -equipment available in associate warehouse							3
	Receiving and Dispatch of Goods in warehouse -Procedure for Arranging of goods on dock for counting and Visual inspection of goods unloaded-							3
	Various stages involved in receiving goods – Stages involved receipt of goods-Advanced shipment notice (ASN) or invoice items list							
Unit 4	Warehouse Utilization Management							4
	Emerging trends in warehousing sector Inbound & Outbound operations of a warehouse and handling of Inbound & Outbound operations.							4
	Warehouse Safety Rules and Procedures: The safety rules and Procedures to be observed in a Warehouse -Hazardous cargo							4

	Procedure for Identification of Hazardous Cargo -safety data sheet	4
	Health, Safety & Environment -safety Equipment's and their uses -5S Concept on shop floor	4
Reference Book/s	J P Saxena, Warehouse Management and Inventory Control-Vikas Publication House Pvt Ltd, First Edition, 2003. Kapoor Satish K., and Kansal Purva, 'Basics of Distribution Management: A Logistical Approach', Prentice Hall of India Dean D. A. (2000). Pharmaceutical Packaging Technology: Taylor & Francis.	

L	T	P	Credit
4	0	0	4

Course Code	MGN202							
Course Title	Marketing Management							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Identify the core concept of marketing in different business scenario and understand marketing environment and marketing mix.</p> <p>CO2: Understand the concept of consumer behaviour and apply decisions related to segmentation, targeting and positioning to design product and understand product life cycle.</p> <p>CO3: Discover the pricing practices that can be followed by companies and design distribution strategies.</p> <p>CO4: Understand the concept of promotion and enhance the ability to apply the same for advertising, sales promotion and personal selling.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				ESE		EPR	ABL/PBL
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Introduction to marketing							1
	Meaning, nature and scope of Marketing, Marketing philosophies, ,:							1
	Marketing Management Process, concept of Marketing mix, Meta Market							1
	Market place and space, Key customer markets. Understanding marketing environment							1
	Company's Microenvironment, Macro environment, Market analysis							1
Unit 2	Market segmentation							2
	Targeting and positioning. Consumer buyer behaviour							2
	Product planning and pricing: Product concept, types of products							2
	major product decisions, product mix							2
	brand, product life cycle, new product development process							2
Unit 3	Pricing decisions							3
	defining price, pricing process, policies and strategies.							3
	Distribution channel decisions – types and functions of intermediaries							3
	channel design decisions							3
	Definition of retailing, wholesaling, logistics and supply chain management.							3
Unit 4	Promotion and distribution decisions							4
	Marketing Communication process, promotion mix tools: Advertising, personal selling, public relations and sales promotion							4
	Emerging trends and issues in marketing: Direct and Online marketing							4
	Rural marketing, Societal marketing, Green marketing							4
	Retail marketing, Customer Relation Marketing							4
Reference Book/s	<p>1. Czinkota, M.R. & Kotabe, M., Marketing Management, New Delhi, Vikas Publishing, Latest Edition.</p> <p>2. Douglas, J., Darymple, J. & Parsons, L.J., Marketing Management: Text and Cases, New York, John Wiley and Sons. Latest Edition.</p> <p>3. Kotler, P., Marketing Management: Analysis, Planning, Implementation &</p>							

	<p>Control, New Delhi, Prentice Hall of India,. Latest Edition.</p> <p>4. Michael, J.E., Bruce, J.W. & William, J.S., Marketing Management, New Delhi, Tata McGrawHill, Latest Edition.</p> <p>5. Perreault, W.D. & Jerome, E.M., Basic Marketing, New Delhi ,Tata McGraw Hill, Latest Edition.</p> <p>6. Pride, W.M. & Ferrell, O.C., Marketing :Concepts and Strategies, New Delhi, Biztantra Press, Latest Edition.</p> <p>7. Ramaswamy, V.S. & Namakumari, S., Marketing Management: Planning, Control, New Delhi, Mac Millan Press, Latest Edition.</p> <p>8. Zikmund, A., Marketing, Mumbai, Thomson Learning, Latest Edition</p>	
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L	T	P	Credit
4	0	0	4

Course Code	MGN203							
Course Title	Human Resource Management							
Course Outcome	On the completion of the course the student will be able to CO1. Appreciate the understanding of significance of HR analytics in HR decision making. CO2. Demonstrate the fundamental know-how of use of HR analytics in HR business processes. CO3. Reflect the understanding of forecasting, measuring and data handling for HR analytics. CO4. Exhibit the understanding of basics of predictive modelling in HR analytics.							
Examination Mode	Theory							
	Continuous Assessment				MSE	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PBL	Lab Performance				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to HRM							
	Meaning, Scope, Definition and Objectives of HRM							1
	Functions of HRM and Models of HRM Activities of HRM Challenges of HRM Role of HR Manager							1
	Human Resource Planning, HR Planning process							1
	Job analysis, Job description and Job specification Job Rotation, Job enlargement and Job enrichment							1
Unit 2	HR Procurement							
	Recruitment and Selection Recruitment Process and Methods of Recruiting, Wage and Salary administration.							2
	Selection process – type of tests and types of interviews Designing and conducting the effective interview Reference							2
	background verification and medical evaluation HR interview, Job offer, Induction and Placement							2
	Principles and techniques of wage fixation, job evaluation, incentive schemes							2
Unit 3	Performance and Training							
	Appraising and Managing Performance, Appraisal process, methods, and potential problems in performance Evaluations The appraisal interview and feedback interview.							3
	Methods to improve performance Career Planning and Development Training and Development Nature of Training,							3
	Methods of Training Need Assessment Training Design Training Evaluation							3
Unit 4	Issues in HRM							
	HR outsourcing, Management of Turnover and retention,							4
	Workforce Rationalization and International HRM							4
	Quality of work life Industrial Relations Industrial Disputes and causes Remedial measures Collective Bargaining Grievance Management							4

Reference Books	<ol style="list-style-type: none"> 1. DeCenzo, David A, and Stephen P. Robbins. Fundamentals of Human Resource Management. Hoboken, NJ: Wiley, Latest Edition 2. Noe, Raymond A. Fundamentals of Human Resource Management. Boston: McGraw-Hill/Irwin, Latest Edition 3. Dessler, Gary. Human Resource Management. Upper Saddle River, NJ: Prentice Hall, Latest Edition 4. Bernardin, H J, and Joyce E. A. Russell. Human Resource Management: An Experimental Approach. New York [etc.: McGraw-Hill, Latest Edition 	
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L	T	P	Credit
4	1	0	5

Course Code	MGN218							
Course Title	Freight Transportation and Operations Management							
Course Outcomes	On the completion of the course the student will be able to CO1: understand air freight and ocean freight as well as cargo related documents CO2: exhibit skills related to transportation, telematics routing and indicators CO3: comprehend about the theoretical concepts of project management CO4: Exhibit skills related to reliability issues in business.							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Transportation Strategy Considerations:							1
	An Overview of the Import Process -An Overview of the Export Process ,E-Logistics and the Internet							1
	Air Cargo Handling, Delivery ,The Role of IATA, Shipping Dangerous Goods by Air Airfreight: Introduction ,Export Packaging							1
	Ocean freight: Documents -Containers -FCL/LCL -Handling the LCL - Handling the Ocean Freight Shipment -Shipping Dangerous Goods by Ocean							1
	Import And Export Documentation Requirements, An overview of commercial documents -Commercial Invoice -Consular Invoice -Packing List							1
	Certificates of Origin -Permits of Export and Import of Goods -Cargo Control Documents -Other Commercial Documents -Distribution of Commercial Documents							1
Unit 2	Transportation Concept							2
	Introduction to Road Transportation -Trucking/Highway Regulations							2
	The Truck Bill of Lading: Trucking Rates and Tariffs, A Checklist of Trucking Considerations, Standard Trucks, Service Options for Truck Transport							2
	Intermodal Transport: Introduction Considerations , Driver practice, Automation							2
	Telematics Routing GPRS -Monitoring fuel economy							2
	Indicators -Future prospectus growth of road Transfer of Liability - Incorporating INCOTERMS into the Contract of Sale -							2
Unit 3	Project management							3
	CPM – PERT – GANTT chart/Time chart – work study-method study- time study – motion study.							3
	Quality control: Introduction, need to control quality, quality system							3
	QC techniques- control charts for variables and attribute							3
	Acceptance sampling – Operating characteristic curve – Single sampling							3

	plan.	
	Maintenance - planning and control - Maintenance Objectives	3
Unit 4	Reliability concept	4
	Types , Basic reasons for replacement- reliability	4
	Reliability improvement reliability calculations	4
	Modern production management tools- JIT manufacturing - Introduction to Six sigma concepts	4
	TQM- Lean manufacturing. -Kaizen.	4
Reference Book/s	<ol style="list-style-type: none"> 1. Chary S, (2017) "Production and Operations Management", McGraw Hill Education 2. Chunawalla S A and Pate D R, (2016), "Production and Operation Management", Himalaya Publishing House. 3. Panneerselvam (2012) "Production and Operations Management", Prentice Hall India 4 International Marketing by SakOnkvisit& John J. Shaw, Publisher: Prentice Hall of India 5. International Marketing by Gupta and Varshing, Publisher: Sultan Chand and Sons 	

L	T	P	Credit
4	0	0	4

Course Code	MGN208							
Course Title	Financial Management							
Course Outcomes	<p>On completion of this course, students will be able to:</p> <p>CO1: Understand the role of the finance manager in growth of the firm by considering the agency relationship. Practical knowledge on the different concepts of cost of capital and application of relevance and irrelevance theories to take dividend decision and build the optimum capital structure to take the optimum financing decisions.</p> <p>CO2: Gain the knowledge on application of different techniques of capital budgeting under riskless and risky conditions for the investment decisions.</p> <p>CO3: Comprehend the peculiar features of different sources to fulfill short term and long- term financing needs of funds of an organization.</p> <p>CO4: Determine the working capital needs of a firm by focusing on different components of working capital management.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Financial Management- Introduction							1
	Definition : An Overview							1
	The Cost of Capital							1
	Capital Structure and Firm Value							1
	Capital Structure Decisions							1
Unit 2	Dividend Policy and Firm Value							2
	Dividend Policy and Firm Value							2
	Dividend Decision							2
	Techniques of Capital Budgeting							2
	Estimation of Projected Cash Flows							2
Unit 3	Sources of Long-Term Finance							3
	Sources of Long Term Finance							3
	Raising Long Term Finance							3
	Leasing							3
	Hire-Purchase and Project Finance							3
Unit 4	Working Capital Policy							4
	Working Capital Policy							4
	Cash and Liquidity Management							4
	Credit Management							4
	Inventory Management							4
Reference Book/s	<ol style="list-style-type: none"> 1. Srivastva,R & Misra,A., Financial Management: Theory and Practice, New Delhi, Oxford University Press, Latest Edition. 2. Jain, K., Khan, Y. M., Jain, K. P. & Khan, Y. M., Basic Financial Management, New Delhi, Tata McGraw-Hill Education, Latest Edition. 3. Van Horne J. C. and Dhamija S., Financial Management and Policy, New Delhi, Pearson Education, Latest Edition. 4. Chandra, P., Financial Management: Theory and Practice, New Delhi,Tata McGraw Hill Education, Latest Edition 							

L	T	P	Credit
4	0	0	4

Course Code	MSP202							
Course Title	Legal aspects of Logistic and SCM							
Course Outcomes	On the completion of the course the student will be able to CO1: Gain knowledge about Indian Contract act, sale of goods act and negotiable instrument act CO2: Gather information related to insurance issues in the domain of supply chain and logistics CO3: Understand all the legislations related to employment of labour of all ages. CO4: Grasp a better outlook related to motor vehicle act, consumer protection and income tax act.							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1								1
	The Indian Contract Act, 1872							1
	The Sale of Goods Act 1930							1
	Negotiable Instruments Act, 1881							1
Unit 2								
	The Standards of Weights and Measures Act, 1976							2
	Insurance Laws							2
	Insurance Cover							2
Unit 3								
	Central Excise Act, 1944							3
	Labour Laws							3
	Child Labour Act and Contract Labour Act							3
	Documentation Laws							3
Unit 4								
	The Motor Vehicles Act, 1988							4
	The Consumer Protection Act, 1986							4
	Income Tax Act							4
Reference Book/s	1. Compagnucci, Marcelo Corrales, Mark Fenwick, and Stefan Wrbka, eds. Smart contracts: Technological, business and legal perspectives. Bloomsbury Publishing 2021. 2. Legal Aspects of Purchasing and Supply Chain Management Third Edition, Longdin Lan, Cambridge Academics							

L	T	P	Credit
4	0	0	4

Course Code	MGN301							
Course Title	Strategic Management							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Build the conceptual understanding regarding strategy, mission, and vision statement in the company along with the environmental appraisal.</p> <p>CO2: Get the in – depth knowledge about the internal appraisal held within an organization along with the methods and techniques used for organizational appraisal.</p> <p>CO3: Get the clear understanding regarding different levels of strategy such as business level strategies, corporate level strategies and also learn about the concept of strategic analysis & choice.</p> <p>CO4: Equip with the concept of strategy implementation and understanding about the strategic & operational control within an organization</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Strategic Management- Concept							1
	Definition, nature, scope, and importance of strategy; and strategic management (Business policy)							1
	Strategic decision-making. Process of strategic management and levels at which strategy operates. Role of strategists							1
	Defining strategic intent: Vision, Mission, Business definition, Goals and Objectives.							1
	Environmental Appraisal—Concept of environment, components of environment (Economic, legal, social, political and technological). Environmental scanning techniques- ETOP, QUEST and SWOT (TOWS) PEST.							1
Unit 2	Appraisal system							2
	Internal Appraisal – The internal environment, organisational capabilities in various functional areas and Strategic Advantage Profile.							2
	Methods and techniques used for organisational appraisal (Value chain analysis, Financial and non financial analysis, historical analysis,							2
	Industry standards and benchmarking, Balanced scorecard and key factor rating).							2
	Identification of Critical Success Factors (CSF).							2
Unit 3	Organizational strategies							3
	Corporate level strategies-- Stability, Expansion, Retrenchment and Combination strategies. Corporate restructuring. Concept of Synergy.							3
	Business level strategies—Porter’s framework of competitive strategies; Conditions, risks and benefits of Cost leadership, Differentiation and Focus strategies.							3
	Location and timing tactics. Concept, Importance, Industry level analysis; Porters’s five forces model. Qualitative factors in strategic choice							3
	Strategic Analysis and choice—Corporate level analysis (BCG, GE Nine cell, Hofer’s product market evolution and Shell Directional policy Matrix).							3

Unit 4	Implementation and Control	4
	Strategy implementation: Resource allocation, Projects and Procedural issues. Organization structure and systems in strategy implementation 4. 7	4
	Leadership and corporate culture, Values, Ethics and Social responsibility.	4
	Operational and derived functional plans to implement strategy. Integration of functional plans	4
	Strategic control and operational Control. Organistional systems and Techniques of strategic evaluation.	4
Reference Book/s	<p>1.Kazmi, A., Business Policy & Strategic Management, New Delhi, Tata McGraw Hill, Latest Edition.</p> <p>2. Glueck, W.F. & Jauch, L.R., Business Policy and Strategic Management, New York,Tata McGraw Hill, Latest Edition.</p> <p>3. Thomas, J.G., Strategic Management- Practices and Cases, New York, Harper and Row, Latest Edition.</p> <p>4. Jeyarathnam, M., Strategic Management, Mumbai, Himalaya Publishing House, Latest Edition.</p> <p>5. Sharplin, A., Strategic Management, New York, Tata McGraw Hill, Latest Edition. 6. Francis, C., Strategic Management, Mumbai, Himalaya Publishing House, Latest Edition.</p> <p>7. White, C., Strategic Management, New York, Palgrave Macmilan, Latest Edition. 8. Hitt, M. A. & Hoskisson, R.E., Strategic Management – Competitiveness and Globalization, Mason, South Western Cengage, Latest Edition.</p> <p>9. David H.J., Thomas L. W. & Wheelen, T., Essentials of Strategic Management, New Delhi, Prentice Hall, Latest Edition.</p> <p>10. M.E. Porter: Competitive Advantage, New York, The Free Press, Latest Edition.</p>	

L	T	P	Credit
0	0	4	2

Course Code	CMR302							
Course Title	Excel Modeling							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: The student will practically learn about the foundations of MS-Excel</p> <p>CO2: The student will pragmatically get exposure to applying different formulas under MS-Excel</p> <p>CO3: The student is able to perform data modeling and visualization tools and techniques under MS Excel under different data sets.</p> <p>CO4: The student will get familiar with the advanced concepts of MS Excel under different data sets.</p>							
Examination Mode	Practical							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1	Foundations of MS-Excel							1
	Introduction to MS-excel							1
	Data Entry, editing, and number formatting, Data formatting in excel, Working with cells and ranges							1
	Managing worksheets in MS-excel,							1
	Overview of Excel tables, Autofill, custom list, and flashfill							1
Unit 2	Formulas and their applications in MS-Excel							2
	Basic formulas under MS-Excel							2
	Mathematical and statistical formulas under MS-Excel							2
	Logical formulas under MS-Excel							2
	Working on different datasets with MS Excel formulas							
Unit 3	Data modeling and visualization applications under MS-Excel							3
	Data Validation, sorting, and filtering under MS-Excel							3
	Excel conditional formatting with datasets							3
	Excel charting in M S Excel, Creating advance and dynamic charts under MS Excel,							
	Pivot tables under MS-Excel							
Unit 4	Advance concepts under MS-Excel							4
	Protecting worksheets, and workbooks under MS-Excel							4
	Excel Macros							4
	Excel V BA and applications							4
	Power query, and Creating dashboards under MS-Excel							
Text Books	1. Microsoft Excel 2019: Data Analysis & Business Model; L. Winston Wayne (Latest edition)							

L	T	P	Credit
0	0	0	2

Course Title: - Seminar on Summer Internship
Course Code: - MGN302

GUIDELINES FOR SUMMER INTERNSHIP PROGRAM

All the students have to connect with their faculty mentors on Zoom or Google meet every week for 15 minutes as per the convenience of the mentors.

Each week student has to submit the report online and there will be 25 marks for Regular reporting on tinyurl.com/davusip2023

SEQUENCE OF THE FINAL REPORT TO BE SUBMITTED

1. Title
2. Certificate by the organization
3. Acknowledgement
4. Table of contents
5. Executive summary
6. Internship details (format on page 2 of the guidelines)
7. Daily dairy (format on page 3 of the guidelines)
8. Industry guides feedback (format on page 4 of the guidelines)

Final Report- Table of contents

In case research project allocated by the organization the report should have the following contents

1. Introduction-Purpose and Objectives
2. Literature Review and Research Methodology
3. Data Analysis, Data Interpretation, Findings, Recommendations and References

In case of routine or special work being performed in the organization

1. Introduction to organization
2. Concepts or process followed
3. Data presentation, Recommendations, References etc

Report print

1. Font Size : 12 Times New Roman
2. Line Spacing : 1.5
3. Paper Size : A4
4. Margins : One inch on all sides of the page

Students shall also maintain a daily dairy

L	T	P	Credit
4	0	0	4

Course Code	MGN320							
Course Title	Forecasting and Inventory management							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Comprehend the concept of forecasting and will be able to formulate plans in accordance with the forecasting needs.</p> <p>CO2: Develop skills related to sales and operations planning</p> <p>CO3: Gather knowledge related to inventory management, tools and techniques of forecasting</p> <p>CO4: understand about the inventory levels, customer service levels and inventory management systems.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Introduction to Forecasting							1
	Forecasting meaning, need for forecasts, types of forecasts, Key roles and responsibilities							1
	Time frame -Demand Forecasting							1
	Types of Demand Forecasting-Survey methods and statistical methods							1
	Importance of demand forecasting Demand planning v/s forecasting-Sources of demand-Supply chain dynamics							1
Unit 2	Sales and operations planning							2
	Sales and Operations Planning- S&OP goals and objectives , Technology Forecasting							2
	S&OP best practices, S&OP meeting activity Collaborative Planning-Types of collaboration-Collaborative Forecasting							2
	Short-term forecasting techniques							2
	Collaborative planning, forecasting and replenishment							2
	Ingredients of successful CPFR- Regression analysis and cyclic decomposition techniques							2
Unit 3	Inventory Management							3
	Work-in-Process Inventories, Purpose of Inventory-Goods-Types of Goods-Finished Goods Inventories-General Management of Inventory							3
	Methodology of evaluation-Forecasting model run , Ongoing improvement Stocks Types of Stocks, Tracking the Paper Life							3
	Finished Goods & Spare Parts Inventories-Multi-Echelon Inventory Systems-Spare Parts Inventories							3

	Use of Computers in Inventory Management Evaluation of Performance of Materials Function	3
Unit 4	Inventory levels and techniques	4
	Influence of production policy on inventory levels	4
	Inventories and customer service level	4
	Inventory management under condition for substantial EOQ	4
	Inventory management uncertainty (fixed order quantity model)	4
	Inventory Management Systems	4
Reference Book/s	Sunil Chopra and Peter Meindl, Supply Chain Management Pearson Education Asia, 3rd edition, 2007	

L	T	P	Credit
4	0	0	4

Course Code	MGN303							
Course Title	Business Environment							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Articulate the concept of business environment and explore the political, economic, social, technological and legal factors affecting business environment.</p> <p>CO2: Interpret the fiscal policy and Central Bank's policy prevailing in India.</p> <p>CO3: Describe the concept of trade flow, capital flow and international linkages with respect to external environment.</p> <p>CO4: Outline the corporate governance policies, exchange rate regimes along with description of Indian Financial system.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Business Environment- Concept							1
	Meaning, Nature, Importance and scope of Environment.							1
	Types of environments- Internal and External, Need and techniques of scanning the business environment							1
	Political Environment and Economic Environment, Demographic and Social environment							1
	Industrial Policy, IDRA and Industrial Licensing							1
Unit 2	Business environment policies							2
	Monetary and Fiscal Policies, Industrial Financial Institutions							2
	Planning in India Industrial Development Strategy, Public, Private and Joint Sectors in India							2
	Privatization and Disinvestment							2
	Price and Distribution control							2
Unit 3	Ecological Environment Protection							3
	Green Management, Global Warming, The Environment Protection Act 1986							3
	Competition policy and law							3
	Company regulatory regulations in India, FERA, FEMA, Latest EXIM policy							3
	Consumer rights and Consumer Protection Act 1986, Right to Information act 2005							3
Unit 4								4
	Globalization & its impact, Multinational corporations							4

	International Investments, WTO: Agreements and Current Issues	4
	Trading Blocs, Patents and Trade Marks	4
	Development and regulation of foreign trade	4
Reference Book/s	<p>1. Francis C., Business Environment Text & Cases, Mumbai, Himalaya Publishing, Latest Edition</p> <p>2. Paul, J., Business Environment, New Delhi, Tata McGraw Hill Publication, Latest Edition.</p> <p>3. Puri, M., Economic Environment of Business, New Delhi, Himalaya Publishing House, Latest Edition</p>	

L	T	P	Credit
4	0	0	4

Course Code	MGN304							
Course Title	Knowledge Management							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: To understand the concept of knowledge management and develop skills for building a sustaining knowledge culture.</p> <p>CO2: Students will be able to be able to develop human resource management practices and align with technology.</p> <p>CO3: To make the students conversant with knowledge framework and develop effective knowledge service.</p> <p>CO4: To enhance strategic knowledge and evaluate the effectiveness of knowledge strategy.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Knowledge Influences							1
	The Knowledge Context							1
	An Introduction to Strategic Knowledge Management							1
	The Knowledge Leader							1
	Developing and Sustaining a Knowledge Culture							1
Unit 2	Knowledge Foundations							2
	Supporting Knowledge Management through Managerial Practices							2
	Supporting Knowledge Management through Technology							2
	Communities of practice and knowledge conversion							2
	The knowledge management matrix							2
Unit 3	Knowledge Application							3
	Developing a Core Knowledge Framework							
	Developing and Managing Knowledge Repositories							3
	Developing an Effective Knowledge Service							3
	Learning and Development in a Knowledge Setting							3
Unit 4	Knowledge Enhancement							4
	Evaluating the Effectiveness of the Knowledge Strategy							4
	Sustainable Knowledge Management							4
	Overall View of Strategic Knowledge Development							4
Reference Book/s	<ol style="list-style-type: none"> 1. Debowski, S., Knowledge Management, New Delhi, Wiley, Latest Edition. 2. Awad, E.M. & Ghaziri, H.M., Knowledge Management, New Delhi, Prentice Hall of India, Latest Edition 3. Jashapara, A., Knowledge Management: An Integrated Approach, New Delhi, Prentice Hall of India, Latest Edition. 4. Meliha , H. and Albert, Z. Knowledge Management: An Integrative Approach, Chandos Publishing (Oxford) Ltd, Latest Edition 							

L	T	P	Credit
4	0	0	4

Course Code	MGN321							
Course Title	Quality management in logistics and SCM							
Course Outcomes	On the completion of the course the student will be able to CO1: Gather knowledge about conceptual framework of total quality management, cost of quality failure and means of reducing it. CO2: comprehend about service quality, employee involvement and planning phases in TQM CO3: Develop skills for continuous process improvement. CO4: understand the concept and techniques of benchmarking in business							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Total Quality Management- Introduction							1
	Evolution – Definition of Quality – Dimensions							1
	QC- QA – QP Concepts							1
	Quality Management							1
	Cost of Quality Failure , Reducing Costs – Juran’s model							
Unit 2	Service quality							2
	Features- customers delight – Kano model							2
	Perceived Quality							2
	Employee Involvement –Employee Motivation							2
	Effective Communication – Training and Motivation -Performance Appraisal.							2
	Planning phase of TQM – Barriers to TQM implementations.							2
Unit 3	Continuous process improvement							3
	Juran’s Trilogy – Kaizen – BPR and TQM – supplier importance Selections.							3
	Standards – Quality audit –supplier rating systems							3
	Balanced score card. - Process Control –Flow Charts							3
	Cent2ral Limit Theorem – Six Sigma , Definitions, Origin ,Process Models							3
Unit 4	Benchmarking							4
	Total Productive Maintenance- Quality systems – ISO 900 – QMS							4
	Type, Process – QFD – Taguchi’s Loss Function							4
	Management responsibility							4
	Environmental management systems 14001 –Quality awards – Deming price European and Indian quality awards.							4
Reference Book/s	1. Dale H. Besterfield, Carol Besterfield, Glen Besterfield and Mary Besterfield ,Total Quality Management – Prentice Hall of India , Third Edition – 2007							

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Management Process and Organizational Behaviour							
Course Outcomes	CO1. Understand the conceptual & historical & modern framework of business management & planning process CO2. Appreciate the decision making & controlling process & understanding of organization structures & its designing CO3. Understand the conceptual framework of organisation behaviour and different aspects of individual behavior CO4. Understand the dimensions of group behavior							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
Weightage	WQ	SAP	ABL/PBL	Lab Perf.				
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1								1
	Management- Meaning, its nature, scope and significance, functions, roles of a manager, skills of manager, professionalism of management, management as art, science & profession.							1
	Schools of Management Thought: Classical, Neo Classical and Modern School.							1
	Planning- Meaning, process, Planning Premises, Types of plans, MBO.							1
	Management- Meaning, its nature, scope and significance, functions,							1
Unit 2								2
	Decision making: Meaning, Process, Types of decisions, Techniques, Rationality in decision making.							2
	Designing Organisational Structure- Work Specialisation, departmentalisation, chain of command, span of control, centralisation and decentralisation, formalisation. Common organisational designs, contemporary organizational designs.							2
	Controlling- Meaning, process, types, techniques – traditional and modern.							
Unit 3								3
	Introduction to organizational behavior- concept and significance, foundations, contributing disciplines to OB, OB Model- independent and dependent variables.							3
	Introduction to Individual human behavior-Ability, Learning and its theories.							3
	Perception, Attitude formation, relationship between attitude and behavior, Major Job Attitudes.							3
	Concepts of Personality- Meaning, The Myers-Briggs Type Indicator, The Big Five Model, Other significant personality traits.							3
Unit 4								4

	Concept of Leadership- Meaning, Traits Theory, Behavioral theories, Contingency theories. Charismatic and Transformational Leadership.	4
	Work stress: causes, organizational and extra organizational stressor, individual and group stressor, effect of stress, stress coping strategies.	4
	Organisational Culture- Meaning, Uniformity in cultures, Strong versus Weak Culture. Functions of culture, Culture as Liability. Concept of Emotional Intelligence.	4
Reference Book/s	Robbins, S. P. & Judge, T.A. Organizational Behavior. New Delhi, Prentice Hall, Latest Edition Reference Book Rudani, R.B. Management and Organisational Behaviour. New Delhi, McGraw Hill, Latest Edition. Luthans, Fred. Organizational Behavior. New York: McGraw-Hill, Latest Edition Koontz, Harold, and Heinz Weihrich. Essentials of Management. New York Montréal: McGraw-Hill, Latest Edition.	

L	T	P	Credit
4	0	0	4

Course Code									
Course Title	Corporate Governance and Ethics								
Course Outcomes	On the completion of the course the student will be able to CO1: Understand Basic concepts of Business Ethics, Values, Norms and Beliefs CO2: Analyze the Role of values for managers and ethical issues in working conditions CO3: Understand Ethical Codes, Corporate Social Responsibility and analyse the Ethical issues in Corporate Governance CO4: Articulate major corporate scandals.								
Examination Mode	Theory								
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP	
Weightage	WQ	SAP	ABL/PBL	Lab Perf.					
	10	10	5	-	25	-	50	-	
Syllabus								CO Mapping	
Unit 1								1	
	Business Ethics: An Overview – Principles of Personal and Professional Ethics, Code of Conduct and Ethics for Managers, Significance and Importance of Business Ethics, Values, Ethics and Business Strategy, Corporate Governance Ethics							1	
	Concepts and Theories of Business Ethics – Personal Ethics and Business Ethics, Morality and Law, Management and Ethics, Normative Theories, Teachings of the Church, Indian Ethical Traditions							1	
	Ethical Dilemmas, Sources and Their Resolutions – Corporate Dilemma over Ethical Behaviour, Sources of Ethical Problems, Walton’s Six Model of Business Conduct, Resolving Ethical Problems and Dilemmas							1	
Unit 2								2	
	Ethical Decision Making in Business –Ethical Models that Guide Decision Making, Ethical Decision Making with Cross-Holder Conflicts and Competition, Kohlberg’s Model of Cognitive Moral Development, Influences on Ethical Decision Making, Personal & Corporate values, Framework of Ethical Decision Making, Process of Making Good Ethical Decisions							2	
	Creating an Ethical Organization – Role of Accounting, Independent directors, Corporate Culture, Corporate Governance, Corporate Social Responsibility, Codes of Conduct, Ethics Committees, Ethics office, Ethics Training Programs, Disciplinary System							2	
	Corporate Ethics: Good Governance -Definition, Significance and Issues of Governance, Major Thrust Areas, Model of Good Corporate Governance, Obligations to Investors, Employees, Customers, Regulations and Self-regulations							2	
Unit 3								3	

	Corporate Ethics: Investors Rights, Privileges, Problems and Protection - Ethical Governance Needed to Protect Stakeholders, Theoretical Basis – Agency Costs, Long-term Shareholder Value, Rights of Shareholders	3
	Dr JJ Irani Committee Report, Investor Protection, NK Mitra Committee on Investors Protection, Problems of Investors, Investor Protection	3
	Handmaid of Ethics: Corporate Social Responsibility – Social Responsibility of Business, Models of Implementation of CSR,	3
	Advantages, Scope and Steps to Attain CSR, External Standards of CSR, Indian Perspective, Ethics and Social Responsibility	3
Unit 4		4
	Junk Bond Scam (USA), Enron (USA), WorldCom (USA), Tyco (USA)	4
	Andersen Worldwide (USA), Kirch Media (Germany), Vivendi (France), Parmalat (Italy) and Satyam Computer Services Ltd (India).	4
	Common Governance Problems Noticed in various Corporate Failures, Is Corporate Governance always the Cause for Corporate Failures?	4
Reference Book/s	1. Fernando, A.C., Business Ethics – An Indian Perspective. Pearson Education. New Delhi. Latest Edition 2. Stanwick, P. A. and Stanwick S. D., Understanding Business Ethics. Pearson Education. New Delhi. Latest Edition 3. Weiss W. J., Business Ethics Concepts and Cases. Cengage Learning. New Delhi. Latest Edition	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Business Research Methods							
Course Outcomes	CO1.Develop aptitude for business research, and enable them to take efficient business decisions. CO2.Choose right sampling methods for conducting research, and enhance their knowledge related to secondary and primary data collection. CO3.Develop data analytical skills through hypothesis formulation and use of different statistical tools. CO4.Analyze categorical data and present it in the form of research report.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1								1
	Business Research Methods-Introduction: Introduction to Research-Basic, Applied and Business Research Methods, Road Map to Learn Business Research Methods,							1
	Business research methods: A Decision-Making Tool, Use of Software in Data Preparation and Analysis, Introduction and Business Research Process Design							1
	Introduction and Scales of Measurement, Four Levels of Data Measurement, The Criteria for Good Measurement, Factors in selecting an appropriate Measurement Scale,							1
	Questionnaire: Introduction and Design Process							1
Unit 2								2
	Introduction to Sampling- Importance and Sampling Design Process, Random Sampling Methods and Non-Random Sampling, Central Limit Theorem and Sampling distribution.							2
	Classification of Secondary Data Sources, Road Map to Use Secondary Data, Survey and Observation: Classification of Survey Methods, Observation Techniques and Classification of Observation Methods							2
Unit 3								3
	Hypothesis Testing for Single Population: Introduction, Hypothesis Testing Procedure, Two-Tailed Test of Hypothesis and One - Tailed Test							3
	Hypothesis Testing for a Single Population Mean Using the Z and T statistic, Hypothesis Testing for a Population Proportion, Hypothesis Testing for Two Populations, Hypothesis Testing for the Difference Between Two Population Means Using the z and t-Statistic							3
	Statistical Inference About the Difference between the means of Two Related Population, One way ANOVA- Introduction and Application in Business Research							3
Unit 4								4
	Hypothesis testing for Categorical data (Chi-square test), non-parametric							4

	statistics, Correlation- Karl Pearson and Spearman's Rank Correlation, Introduction of Simple Linear Regression and Determining the Equation of a Regression Line	
	Presentation of Result: Report Writing, Organization of Written Report, Tabular and Graphical Representation of Data, Oral Presentation	4
Reference Book/s	Text Book 1. 4 4 Bajpai, N., Business Research Methods, New Delhi: Pearson Education, Latest Edition Reference Books: 1 Nargundkar, R., Marketing Research: Text and Cases, New Delhi: Tata McGraw Hill, Latest Edition 2. Malhotra, N., Marketing Research, New Delhi: Pearson Education, Latest Edition	

L	T	P	Credit
4	0	0	4

Course Code									
Course Title	Quantitative methods								
Course Outcomes	After completion of this course student will be able to: CO1.Manage applications of progression series in context to business and economy. CO2.Know the application of measure of central tendency and dispersion to condense large data in meaning information for decision making. CO3.Know the application of correlation, regression and time series concepts to study the relationship between quantitative factors of business for decision making. CO4.Know the practical implications of probability to frame expected future outcomes of business to attain sustainability.								
Examination Mode	Theory								
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP	
Weightage	WQ	SAP	ABL/PBL	Lab Perf.					
	10	10	5	-	25	-	50	-	
Syllabus								CO Mapping	
Unit 1	Progression Series							1	
	Arithmetic Progression; Definition nth term of an A.P, sum of n terms							1	
	Arithmetic mean, A.M. between two numbers							1	
	Managerial application of A.P. series							1	
	Geometric Progression; Definition, nth terms of G.P. series, sum of n terms							1	
	Geometric mean between two numbers, managerial application of G.P. series							1	
Unit 2								2	
	Measures of Central Tendency; Arithmetic Mean; Calculation of mean in individual, discrete and continuous series, Properties of arithmetic mean, combined mean, Median; Calculation of median in individual, discrete and continuous series, Mode; Calculation of mode in individual, discrete and continuous series, Comparison of mean, median and mode							2	
	Measures of Dispersion; Range, Quartile deviation, coefficients of range and quartile deviation, Mean Deviation; Calculation of mean deviation in individual, discrete and continuous series							2	
	Standard deviation; Calculation of standard deviation in individual, discrete and continuous series, Combined standard deviation, Variance, Coefficient of variation							2	
Unit 3								3	
	Correlation; Meaning, Types of correlation, Properties of correlation,							3	
	Karl Pearson method, Covariance. Probable error, coefficient of determination, Spearman's Rank method.							3	
	Regression Analysis: Regression lines, Types of regression analysis,							3	
	Estimation of regression coefficient, standard error							3	
Unit 4								4	

	Basic concepts of probability, Addition theorem with numerical problems	4
	Multiplication theorem with numerical problems, Binomial distribution; Properties of Binomial distribution, Parameters of binomial distribution with numerical problems	4
	Poisson distribution; meaning, properties of Poisson distribution, Parameters of Poisson distribution with numerical problems	4
	Normal distribution; Meaning, properties of normal distribution Parameters of normal distribution, Numerical problems.	4
Reference Book/s	<ol style="list-style-type: none"> 1. Bajpai Naval, (2013), Business Statistics, Pearson Publication, New Delhi. 2. Anderson, Sweeney and Williams, (2014), Statistics for Business and Economics, Cengage Publication. 3. Kazmier, L. J. and N. F. Pohl Basic Statistics for Business and Economics. New York, Mc Graw Hill 	

L	T	P	Credit
0	0	4	2

Course Code	
Course Title	Workshop on Business Communication
Course Outcomes	<p>After completion of this course student will be able to:</p> <p>CO1.Utilize the business writing process and strategies to create effective messages, including emails, memos, letters, reports, and proposals</p> <p>CO2.Develop an effective job search strategy, create an effective cover message and resume, and prepare for an effective interview.</p> <p>CO3.Enhance credibility via workplace interactions.</p> <p>CO4.Design and deliver effective business presentations.</p>
Syllabus	<p>Topics to be covered</p> <ul style="list-style-type: none"> • Defining Career Goals • Developing Curriculum Vitae • Developing LinkedIn Profile • Fundamentals of Business Writing • Letter-writing • Report-writing • Writing an Email • Developing Effective Presentation Skills • Introducing themselves • Handling group discussion • Facing a personal interview • Managing successful meetings • Non-verbal communication • Cross-cultural communication in International Business • Reading, Writing, Listening and Speaking Activity related to HRM, Marketing Management, Entrepreneurship, Business Abroad and CRM

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Sustainable Supply Chain Management							
Course Outcomes	<p>CO1: Understand the fundamental principles and importance of green logistics in modern supply chain management.</p> <p>CO2: Analyze the environmental impacts of logistics activities, including transport, warehousing, and packaging.</p> <p>CO3: Evaluate strategies and technologies that improve environmental sustainability in logistics operations.</p> <p>CO4: Apply best practices and policy frameworks to design environmentally sustainable logistics solutions.</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1	Introduction to Green Logistics							1
	Definition and Scope of Green Logistics							1
	Importance of Sustainability in Logistics							1
	Environmental Challenges in Logistics							1
	Carbon Footprint of Supply Chains							1
	Global Trends and Regulations in Green Logistics							1
Unit 2	Environmental Impact of Transport and Warehousing							2
	Energy Consumption in Transport Modes (Road, Rail, Air, Sea)							2
	Emission Types and their Impacts							2
	Eco-driving and Fuel-Efficient Transport							2
	Sustainable Warehousing Practices							2
	Green Facility Design and Energy Efficiency							2
Unit 3	Green Supply Chain Strategies and Technologies							3
	Green Supply Chain Management (GSCM) Principles							3
	Reverse Logistics and Waste Management							3
	Use of Information Technology in Green Logistics							3
	Optimization of Routes for Emission Reduction							3
	Renewable Energy Applications in Logistics							3
Unit 4	Policy, Best Practices, and Case Studies							4
	International and National Regulations on Emissions							4
	Corporate Social Responsibility (CSR) in Logistics							4
	Green Logistics Performance Metrics							4
	Best Practices from Industry Leaders							4
	Case Studies of Successful Green Logistics Implementations							4
Text Books	Green Logistics: Improving the Environmental Sustainability of Logistics: Edited by Alan McKinnon, Sharon Cullinane, Michael Browne, Anthony Whiteing. Kogan Page							
Reference Books	Sustainable Logistics and Supply Chain Management Principles and Practices for Sustainable Operations and Management							

	<p>By David B. Grant, Alexander Trautrim, Chee Yew Wong ·</p> <p>Sustainable Supply Chains: A Research-Based Textbook on Operations and Strategy. Corbett, C. J., Fransoo, J. C., Tan, T., & Bouchery, Y. (Eds.). Springer International Publishing.</p>	
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L	T	P	Credit
4	0	0	4

Course Code	CMR311							
Course Title	Strategic Human Resource Management							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Understand the concepts of Strategic Human Resource Management and strategy formulation.</p> <p>CO2: Develop strategic HR plans and to gather knowledge about staffing of manpower.</p> <p>CO3: comprehend the various approaches to training and development and analyze as well evaluate the performance of employees.</p> <p>CO4: Learn about compensation and reward systems in ever – changing global business environment.</p>							
Examination Mode	Theory							
	Continuous Assessment				MSE	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PBL	Lab Performance				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Strategic HRM – Introduction							
•	Nature and Significance; Dimensions of Strategic Decisions; Evolution of Strategic HRM, Theoretical perspective on SHRM							1
•	HR environment overview, HRM Knowledge economy, HR Outsourcing, Technology and HRM.							1
•	HRM Evaluation – Definition & overview, Rationale of HRM evaluation, Approaches to HR evaluation							1
•	Strategy Formulation: Formulating a Company Mission; Forces Influencing the Strategy Formulation; Porter’s Model							1
Unit 2	Strategic HR planning & Staffing							
•	Business strategy& HRP – Objectives, perspective and significance of HRP in changing environment.							2
•	Job Analysis and SHRM, HRP process, Challenges in HRP							2
•	External and Internal influences of staffing, sources of recruitment, recruitment method.							2
•	Methods of employee selection, staffing process, Hiring for diverse workforce, evaluation of staffing process.							2
Unit 3	Strategic Training and performance management							
•	Need and purpose of training and development, significance of training and development, HRM approaches to training and development.							3
•	Process of training and development, modern trends and developments in Strategic HRM.							3
•	Objectives of performance management, Developing performance management system.							3
•	Problems in performance management, Technology and performance management, work – life balance.							3
Unit 4	Compensation management and Managing career							

•	Compensation and reward objectives, approaches, pay for performance approaches.	4
•	Business strategy and compensation, Equity in reward decisions.	4
•	Career planning, Development and management	4
•	Career management and strategic HRM, work – life issues and work – life culture	4
Text Books	1. Agarwala Tanuja, Strategic Human resource management, Oxford higher education.	
Reference Books	1. Boselie Paul, Strategic Human resource management – A balanced approach, MC- graw Hill education. 2. Mello J.A, Strategic Human resource management , Cengage India limited.	

L	T	P	Credit
4	0	0	4

Course Code		
Course Title	Strategic Financial Management	
Course Outcomes	After completion of this course student will be able to: CO1.Gain knowledge regarding various aspects of corporate valuation & corporate governance. CO2.Make valuations of shares, bonds and various finance options. CO3.Understand Investment Banking, Financial Restructuring & IPOs. CO4.Articulate the various concepts of Bankruptcy, reorganization, liquidation, Mergers & LBOs.	
Syllabus		CO Mapping
Unit A	Introduction to Strategic Financial Management and Corporate Valuation	1
	An Overview of Financial Management	1
	An Overview of Financial Environment	1
	Corporate Valuation	1
	Value-Based Management	1
	Corporate Governance	1
Unit B	Unit- B (Securities and Their Valuation)	2
	Bonds and Their Valuation	2
	Stocks and Their Valuation	2
	Financial Options	2
	Valuation of Financial Options	2
Unit C	Unit- C (Strategic and Tactical Financing Decisions)	3
	Distribution to Shareholders: Dividends and Repurchases	3
	Initial Public Offerings	3
	Investment Banking,	3
	Financial Restructuring	3
Unit D	Unit- D (Special Topics)	4
	Derivatives and Risk Management	4
	Bankruptcy	4
	Reorganization	4
	Liquidation	4
	Mergers	4
	LBOs	4
	Divestitures	4
	Holding companies	4
Text Book/s	Brigham, E.F. and Ehrhardt, M.C. Financial Management- Text and Cases. Fort Worth: Cengage Learning, Latest Edition	
Reference Book/s	1. Grinblatt, Mark, and Sheridan Titman. Financial Markets and Corporate Strategy. Boston: McGraw-Hill Irwin, Latest Edition	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Strategic Marketing Management							
Course Outcomes	CO1: Equip students with the core skills and knowledge of developing and implementing marketing strategies for organizational sustenance and growth in a dynamic global environment CO2: Analyze marketing strategy formation and identify its different elements CO:3Identify the analytical and action dimensions, tools and methods of marketing strategy formulation CO4:Identify situations that present ethical dilemmas in strategic marketing management							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
Weightage	WQ	SAP	ABL/PBL	Lab Perf.				
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1								1
	Introduction – Market driven Organization.							1
	Market – Customer – Competition frameworks in strategy.							1
	Customer Analysis – I: Buyer choice behaviour.							1
Unit 2								2
	Segmentation Analysis – purpose and objectives.							2
	Market Analysis – Types of Markets – Types of competition							2
	Business Choice Analysis.							2
Unit 3								3
	Business models for competitive marketing.							3
	Product/ price based strategies.							3
	Segmentation based strategies.							3
	Channel based strategies.							3
Unit 4								4

	Communication based strategies – roles(s) of advertisement and promotion strategies.	4
	The various aspects of ethics in strategic marketing management.	4
Reference Book/s	<p>Course readings:</p> <ol style="list-style-type: none"> 1. Marketing Management – Text and Cases – Rajiv Lal, John Quelch and V Rangan. McGraw Hill Education; 1st edition (2005). 2. Harvard Manage Mentor: Strategic Thinking. 3. Harvard Manage-Mentor: Strategy Planning and Execution <p>Reference cases:</p> <ol style="list-style-type: none"> 1. Airbnb, Etsy, Uber: Growing from One Thousand to One Million Customers. 2. Disney at the Crossroads of Disruptive Trends. 3. Kookaburra Cricket Bats: Dealing with Cannibalization. 4. Colgate-Palmolive: Cleopatra 	

MINOR COURSES

1. FINANCE AND INVESTMENT MANAGEMENT

L	T	P	Credit
4	0	0	4

	CMR206							
Course Title	Banking & Insurance							
Course Outcomes	On the completion of the course the student will be able to CO1: Understand the Banking structure, Banking products and business development. CO2: Regulations related to customer services, inclusive banking and future banking. CO3: Understand the growth and development of insurance sector in India, Major reforms in insurance sector. CO4: Understand about the insurance operations, Ethics and Compliance in Insurance, Profitability Drivers for Insurance.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to Banking							1
	Branch Banking, Customers, and their needs							1
	Overview of Banking Products, Liability Products, Asset Products							1
	Third Party and fee-based Products							1
	Business Development, Transaction Processing							1
Unit 2	Customer Services							2
	Compliance and Ethics							2
	Future of Banking							2
	Inclusive Banking							2
	Introduction to NBFCs							2
	Overview of Corporate banking							2
	Banking and me							2
Unit 3	Insurance							3
	Need for insurance, Evolution of Insurance							3
	Overview of an Insurance Company							3
	Overview of Retail Insurance Products							3
	Overview of the Companion Products							3
	Overview of Insurance Distribution Channels							3
	Selling Insurance							3
Unit 4	Insurance Operations							4
	Customer Service							4
	Ethics and Compliance in Insurance							4
	Future of Insurance							4
	Inclusive Insurance							4
	Profitability Drivers for Insurance							4
Text Books	1. N. Jain & R.K. Jain: Modern Banking and Insurance, Regal Publications							

L	T	P	Credit
4	0	0	4

Course Code	CMR207							
Course Title	Financial Services							
Course Outcomes	On the completion of the course the student will be able to CO1: Students will learn about financial services and its contribution in promoting industry. CO2: Understand the concept of Venture Capital and Investment Banking. CO3: Students will know about the concept of Discounting and Credit rating agencies in India. CO4: They will know how Securitization, Depository system and concept of Dematerialization.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to Financial Services and Mutual Funds							
	Financial services – meaning – features – importance – contribution of financial services in promoting industry – service sector							1
	Mutual funds- Concept, Structure, Types, Performance measurement of Mutual funds, Benefits, Mutual fund industry in India							1
Unit 2	Venture capital and Investment Banking							
	Venture capital-Concept, stages of venture capital financing, Methods of venture financing, Venture capital in India							2
	Investment Banking-Concept, Areas; Merchant Banking- Concept, Functions, Types of financial services; Investment vs Merchant banking							2
Unit 3	Discounting and Credit rating							
	Discounting- Concept, Tradition vs Bill financing; Factoring- Meaning, Functions, Types; Forfeiting- Meaning, Working, Benefits and drawbacks; Discounting vs Factoring; Factoring vs forfeiting							3
	Credit rating- Concept, Functions, Credit rating process, Uses, Credit rating agencies in India							3
Unit 4	Securitization and Depository System & Dematerialization							
	Securitization- Concept, Securitization vs Factoring, Participants, Process, Mechanism of Securitization, Benefits, problems, regulatory framework							4
	Depository System and Dematerialization: Introduction, SEBI guidelines for participants, Code of conduct for issuer, Participants, Dematerialization/ Rematerialion of shares, Electronic settlement of shares; pledging, hypothecation of dematerialized shares. Freezing of demat accounts.							4
Text Books	1. Khan, M Y. Financial Services. New Delhi: Tata McGraw Hill, Latest Edition							
Reference Books	1. Gordon,E. and Natarajan, K. “Financial Markets and Services” Himalaya Publishing house, Latest Edition 2. Bhole, L.M. “Financial Institutions and Markets”. Victoria: Tata McGraw- Hill, Latest Edition 3. Shanmugam, R. “Financial Services”, Wiley Publications, Latest Edition Swain, 4. P.K. “Fundamentals of Financial Derivatives”. Himalaya Publishing house, Latest Edition							

L	T	P	Credit
4	0	0	4

Course Code	CMR303							
Course Title	Financial Institutions and Markets							
Course Outcomes	<p>On completion of this course, students will be able to:</p> <p>CO1: Students Will Learn About Financial System, Its Components, Government Policies, Banking Industry.</p> <p>CO2: Understand the Concept of Financial Market, Different Financial Instruments and About Sebi.</p> <p>CO3: Students Will Know About Various Non - Banking Financial Companies, Mutual Fund and Insurance Companies.</p> <p>CO4: They Will Know How Foreign Exchange Markets Run, Their Problems and How to Manage Risk.</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus	CO Mapping							
Unit 1	Overview of Financial System and Details of Banking Industry							1
	Overview of the Financial System- Introduction, Components of Financial System, functions							1
	Financial Market Reforms							1
	Structure of Central Banks and the Federal Reserve System- Reserve Bank of India							1
	Conduct of Monetary Policy- Tools, Goals, Strategy, and Tactics							1
	Banking and the Management of Financial Institution, Commercial Banking Industry- Structure and Competition, Savings Associations and Credit Unions. Regional Rural Banks, Co-operative Banking, Credit Creation							1
	Regulation of industry, Problems and Policies of Allocation of Institutional Credit							1
Unit 2	Financial Markets							2
	The Money Markets – Meaning, Functions, Instruments, Recent Trends							2
	The Capital Market, Mortgage Markets, Bond Market							2
	Government Securities Markets							2
	SEBI- Objectives and Functions, Unregulated Credit markets in India							2
Unit 3	Other Financial Sources							3
	Non- Banking Financial Companies, Development Banks							3
	The Mutual Fund Industry, Insurance Companies, Security Brokers and Dealers							3
	Venture Capital Firms							3
Unit 4	Foreign Exchange Markets							4
	Foreign Exchange Markets – Introduction, recent Developments, Problems. Convertibility							4
	Risk Management in Financial Institutions, Hedging with Financial Derivatives							4
	Interest Rates in India							4
Text Books	1. Mishkin, F. S. & Eakins, S. G., Financial Markets and Institutions, New Delhi, Pearson Education, Latest Edition.							
Reference Books	<p>1. Christopher, V., Financial Institutions Instruments and Markets, New Delhi, Tata McGraw-Hill Education, Latest Edition.</p> <p>2. Gurusamy, S., Financial Markets and Institutions, New Delhi, Tata McGraw-Hill Education, Latest Edition.</p> <p>3. Burton, M., Nesiba, R. & Brown, B., An Introduction to Financial Markets and Institutions, Latest Edition.</p>							

L	T	P	Credit
4	0	0	4

Course Code	CMR305							
Course Title	Personal Financial Planning							
Course Outcomes	CO1: An in-depth understanding of components, process and underlying precautions required for personal financial planning. CO2: Application of essential tools to measure risk and return in portfolio. CO3: Use of investment strategies for designing a personal financial plan along with in depth understanding of investment, retirement, insurance, tax and estate planning. CO4: Ability to take sound and ethical investment decision with the help of thorough understanding of investment vehicles and regulatory environment prevalent in the economy.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Concept of Financial Planning							1
	Components of financial planning							1
	Precautions in financial planning							1
Unit 2	Meaning of risk							2
	Types of risks							2
	Difference between risk and uncertainty							2
	Balancing of risk							2
	Managing Investment Risk							2
	Measuring Investment Returns							2
Unit 3	Investment Strategies							3
	Insurance Planning							3
	Retirement Planning							3
	Tax and Estate Planning							3
Unit 4	Investment Vehicles							4
	Importance and strategies for investment vehicles							4
	Regulatory Environment							4
	Ethical Issues in personal financial planning							4
Text Books	1. NISM, Workbook of Certified Personal Financial Advisor (CPFA) Examination, SEBI, Latest Edition.							
Reference Books	1. Kapoor, J. Personal Finance. New Delhi: Tata McGraw Hill, Latest Edition. 2. Maudra, J. Personal Finance. New Delhi: Pearson Education, Latest Edition.							

L	T	P	Credit
4	0	0	4

Course Code	CMR306							
Course Title	Security and Portfolio Management							
Course Outcomes	After completion of this course, students will be able to CO1. Understand the investment decisions, securities markets, and process of trading. CO2. Learn fundamental and technical analysis for security evaluation. CO3. Get familiar with portfolio construction & management. CO4. Get insights into the different theories for optimal portfolio and ability to evaluate portfolios.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	The Investment Environment: investment decisions & securities market							1
	The investment decision process, Types of Investments, Investment attributes, Investment Vs speculation							1
	Securities Market: Participants in securities market, Role and regulation of primary market, Modes, and methods of floating new issues							1
	Secondary Market: Introduction to stock exchanges in India, Regulators, Trading and settlement Mechanism, Types of orders, Stock market indices							1
Unit 2	Security Analysis: Fundamental and Technical Analysis							2
	Risk and Return : Concepts of risk and return, Measurement of risk: standard deviation and variance, the relationship between risk and return							2
	Fundamental Analysis: Economy analysis, Industry and Company Analysis - Analysis of Financial statements, Weaknesses of fundamental analysis							2
	Technical Analysis: Introduction, Principles, Difference from fundamental analysis, Basic Tenets of Dow Theory, Critical Appraisal of Dow theory							2
	Different Types of charts, Chart patterns							2
Unit 3	Portfolio Management							3
	Efficient Market Hypothesis and Behavioural Finance							3
	Portfolio Construction							3
	Portfolio Markowitz Model (Mean Variance Analysis)							3
Unit 4	Portfolio theories, evaluation, and revision							4
	Capital Asset Pricing Model-assumptions of CAPM; Inputs required for applying CAPM, Limitations of this Model							4
	Arbitrage Pricing Theory and its principles, Comparison of Arbitrage Pricing Theory with the Capital Asset Pricing Model.							4
	Portfolio Evaluation							4
Reference Books	1.Chandra,P.Investment Analysis and Portfolio Management.New Delhi:TataMcGraw-Hill Education, Latest Edition							

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Direct Taxes Laws							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Concept and important terminologies under direct tax.</p> <p>CO2: Computation of salary and house property income under income tax.</p> <p>CO3: Computation of PGBP, capital gains & Other sources under income tax Act.</p> <p>CO4: Learning Concepts related with deduction and tax liability. Cost-benefit calculations as a means of decision making (i.e., thinking like an economist)</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage								
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit1	Concepts And Definition							1
	History of Income Tax in India							1
	Introduction to DTC							1
	Fundamental Concepts and definitions under Income Tax Act1961							1
	Rates of taxes, Basis of charge							1
	Residential status and scope of total income							1
	Income Exempt from tax- Capital & Revenue							1
Unit2	Heads of Income: Salaries & House Property							
	Salaries: Chargeability							2
	Allowances and Taxability							2
	Perquisites-Valuation of perquisites							2
	Provident Funds							2
	Deduction from salaries (Theory & Advanced problems).							2
	Income from House Property: Annual Value-Self occupied property							2
	Let out property -deemed to be let out property							2
	Permissible deductions (Theory & Advanced problems).							2
Unit 3	Heads Of Income: Business & Profession: Heads Of Income: Capital Gains & Other Sources:							
	Meaning of Business Profession							3
	Deductions expressly allowed-Specific disallowances							3

	Method of accounting- Maintenance of Books of Account	3
	Capital Gains: Meaning, Types and Exemptions	3
	Income from Other Sources: Chargeability-Deductions-Amounts not deductible	3
Unit 4	Deductions and Tax Liability	
	Deductions from Gross Total Income	4
	Rebates and Reliefs, Agricultural Income	4
	Calculation of Tax Liability	4
Text Books	1. Lal, B.B. Income Tax. Pearson Education. New Delhi. Latest Edition.	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Indirect Taxes							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: The students are able to learn the traditional indirect taxes and the need of GST to replace the old taxes.</p> <p>CO2: The students are able to get familiar with Levy, Exemption, Time, Value, place of supply, Registration & ITC</p> <p>CO3: The students are able to get familiar with Invoice, E-Way bill, and returns, job work, Payment and refunds</p> <p>CO4: The students are able to get familiar with Transitional provisions, Assessment, Inspection, search, seizure, arrest, offenses, penalties, and advance ruling.</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage								
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	GST v/s. Present Indirect tax Structure							1
	Evolution of Indirect Tax, Types of old Indirect taxes in India, Implications and loopholes of old indirect taxes in India							1
	Comparative analysis between GST and old indirect taxes in India							1
	Features and implications of GST at global level							1
	Impact of GST on Indian Economy							1
Unit2	Levy, Exemption, Time, Value, place of supply, Registration & ITC							
	Concept of composition levy and composition rules, Time and value of supply, Time-Reverse charge							2
	Concept of supply, Time and place of supply, Provisions for supply after change in the rate of tax, Place of supply, Value of supply, computation of supply							2
	Concept of registration, types of registration, registration procedure, Registration process, amendment and cancellation of registration							2
	Input tax credit system, eligibility and conditions to take input tax credit system, reversal due to nonpayment of supply, restrictions to input tax credit system. ITC adjustment							2

Unit 3	Invoice, E-Waybill, and returns, job work, Payment and refunds	
	Tax invoice, credit, Debit note, Credit note, Requirements of invoice ,Importance and Manner of issuing right invoice, revised invoice	3
	Bill of supply, Particulars of BOS, Receipt voucher for advance payment, E-way bill, Generation of E-way bill, cancellation and validation of E-way Bill	3
	Outward supplies, inward supplies, sections of GSTR-2, Types of returns, returns for composition dealer, other returns, other provisions related with GST returns	3
	Payments of tax, interest, penalty and other amounts, adjustment of payments, TCS, TDS, payment rules, refund	3
Unit 4	Transitional provisions, Assessment, Inspection, search, seizure, arrest, offenses, penalties, and advance ruling	
	Stock, Unutilized credit CENVAT, job work, returned goods, supplementary invoices, pending refund claims, adjustment proceedings, work contracts and other special cases	4
	Self-assessment, provisional assessment, scrutiny of returns, assessment of non-filer of returns and unregistered persons, Audit, audit by tax authorities, process of audit, Recovery of tax	4
	Power of inspection, search, seizure, and arrest, Prosecution, access to business premises	4
	Types of offenses and penalties under different circumstances, Concept of advance ruling, rules, authority of advance ruling, application and procedure for advance ruling, appeal, rectification of advance ruling.	4
Text Books	<ol style="list-style-type: none"> 1. Garg. K.R. GST Ready Reckoner. Bharat Publication. Latest Edition. 2. Jain, B.Bansal, I.GST Law and analysis, Young global Publication. Ltd. Latest Edition. 	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Financial Derivatives							
Course Outcomes	On the completion of the course the student will be able to CO1: The students are able to understand the concept of derivatives and their types. CO2: The students are able to get familiar with options. CO3: The students are able to get familiar with futures CO4: The students are able to know about hedging and the developmental position of derivatives in India.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Basics of Financial Derivatives							
	Basics of Financial Derivatives: Features, types.							1
	History of Derivatives Markets; Uses and Critiques of Derivatives.							1
	Forward Market: Pricing & Trading Mechanism; Forward Contracts – Features; Classification; Forward vs Futures.							1
Unit2	Options & Swaps							
	Options & Swaps: Concept, types of options, valuation.							2
	Option Positions (naked, covered), underlying assets in exchange-traded options.							2
	Determinants of Option Prices; Binomial Option Pricing Model; Black-Scholes Model.							2
	Swaps: Concept, evaluation, features; types of swaps – interest rate swap, currency swap, debt-equity swap.							2
Unit 3	Futures							
	Futures: financial futures contracts; types of futures.							3
	Evolution of futures markets in India.							3
	Trading mechanism: specification of futures contracts, clearing house, margins, settlement.							3
	Theories of futures pricing; futures vs forward contracts.							3

Unit 4	Hedging and Stock Index Futures	
	Hedging & Stock Index Futures: Long & short hedges; perfect hedging; cross hedging; basis risk; hedging effectiveness.	4
	Stock Index Futures: concept, their use in portfolio management; speculation; trading in Indian markets.	4
Text Books	<ol style="list-style-type: none"> 1. Gupta, S. L., Financial Derivatives: Theory, Concepts and Problems 2. Kumar, S. S. S., Financial Derivatives 3. Chance, Don M., Derivatives and Risk Management Basics 4. Stulz, Rene M., Risk Management & Derivatives 	

L	T	P	Credit
4	0	0	4

Course Code	MGN209							
Course Title	Integrated Marketing Communications							
Course Outcomes	After completion of this course student will be able to: CO1.Understand the fundamental concepts of Integrated Marketing Communications CO2.Develop advertising strategy for a brand CO3.Formulate strategies for various promotional tools of a brand CO4. Develop a Media plan matching the IMC strategy CO5.Formulate the promotional objectives, budget, and ways to measure the results of IMC tools							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Challenges and Opportunities of Promotions Career, Introduction of Integrated Marketing Communication: Introduction, IMC as integral part of marketing mix, Understanding Consumer Behaviour, Understanding Communications Process							1
Unit 2	Advertising: Advertising Research and Strategy, Finding the Big Idea, Creative Execution in Advertising, Creative Execution and design in Print, Creative Execution on Broadcast							2
Unit 3	Managing Other Promotional Tools: Sales Promotion, Direct Marketing, Public Relations and Publicity, Communication in the New Age: Online and Mobile Media							3
Unit 4	Media Planning and Strategy: Broadcast Media, Developing Media Plan, Promotion Objectives and Budget Determination, Measuring IMC Performance							4
Text Books	1. Shah Kruti, Advertising and Integrated Marketing Communication, Tata Mc Graw Hill, New Delhi, Latest Edition.							
Reference Books	2. Schultz, Don E, and Heidi F. Schultz. Imc, the Next Generation: Five Steps for Delivering Value and Measuring Returns Using Marketing Communication. New York: McGraw-Hill, Latest Edition. 3. Duncan, Tom, and Tom Duncan. Principles of Advertising and Imc. Chicago, IL: McGraw-Hill/Irwin, Latest Edition. 4. Dahlén, Micael, Fredrik Lange, and Terry Smith. Marketing Communications: A Brand, Narrative Approach. Chichester, U.K: Wiley, Latest Edition. 5. Belch, George E, and Michael A. Belch. Advertising and Promotion: An Integrated Marketing Communications Perspective. New York: McGraw-Hill/Irwin, Latest Edition.							

L	T	P	Credit
4	0	0	4

Course Code	MGN210							
Course Title	Consumer Behaviour							
Course Outcomes	On the completion of the course the student will be able to CO1: Understand the concepts of consumer behaviour and segmentation CO2: Articulate the external factors influencing buying behaviour of consumer. CO3: Analyze the internal factors influencing consumer behaviour CO4: Learn consumer decision making and consumer research							
Examination Mode	Theory							
	Continuous Assessment				MSE	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PBL	Lab Performance				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Consumer Behaviour and Segmentation							1
	Definition, Nature, Scope, Consumer Behaviour Applications in Marketing,							1
	Market Segmentation, Targeting and Positioning							1
Unit 2	External Factors Influencing Consumer Behaviour							2
	Culture, Sub Culture and Social Class, Family and Roles							2
	Family and Socialization							2
	Reference Groups -Opinion Leadership, Celebrity Endorsers and Word-of-Mouth							2
Unit 3	Internal Factors Influencing Consumer Behaviour							3
	Internal Influences– Needs & Motivations, Personality, Learning, Perception, Beliefs & Attitudes.							3
	Consumer Motivation– Needs, Goals, Maslow’s Hierarchy of Needs, Freud’s Theory of Motivation.							3
	Consumer Personality – Self-Concept, Brand Personality.							3
	Consumer Learning- Elements, Classical Conditioning							3
	Consumer Perception- Brand Positioning and Repositioning							3
Unit 4	Consumer Decision Making and Consumer Research							4
	Consumer Decision Making Process- Routinised Response, Limited and Extensive Problem-Solving Behaviour, Opinion Leadership and Diffusion of Innovation.							4
	Consumer Research Process –Defining Research Objectives							4
	Quantitative and Qualitative Research							4
Text Books	1. Consumer Behaviour – Satish K Batra, S H H Kazmi 2. Schiffman, L.G. and Kanuk, L.L., ‘Consumer Behavior’, Pearson Education							
Reference Books	1. Consumer Behaviour in Indian Context – K K Srivastava, Sujata Khandai 2. Kumar, Dinesh., ‘Consumer Behaviour’, Oxford University Press							

	<ol style="list-style-type: none">3. Loudon, D. and Bitta, D., 'Consumer Behaviour', Tata McGraw Hill4. Assael, H., 'Consumer Behaviour in Action', Cengage Learning5. Hawkins, Best and Coney, Consumer Behaviour, Tata McGraw Hill, New Delhi	
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L	T	P	Credit
4	0	0	4

Course Code	MGN306							
Course Title	Retailing							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Understand the concepts of retailing and various retail formats, and theories of retail development.</p> <p>CO2: Discover market segmentation and setting up the retail strategy.</p> <p>CO3: Develop retail mix strategies for different types of retail formats.</p> <p>CO4: Elaborate the other aspects of retail such as customer relationship management, human resource management, and store operation</p>							
Examination Mode	Theory							
	Continuous Assessment				MSE	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PB L	Lab Performance				
Weightage	10	10	5	-	25	-	50	
Syllabus								CO Mapping
Unit 1	Introduction							1
	Meaning, Nature and Importance of retailing and retailer							1
	Functions and Challenges of Retailer							1
	Types of Retail Formats-General Merchandise, Service, Operational Structure, Store & Non-Store Retailers, Multi-Channel Retailing							1
	Evolution of Retail and Theories of Retail Development							1
Unit 2	Segmentation and Strategic Planning in Retail							2
	Retail Market Segmentation							2
	Strategic Retail Planning Process							2
Unit 3	Retail Marketing Mix							3
	Concept of Merchandising Management and Category Management							3
	Factors Influencing Retail Location and Location Decision							3
	Merchandise Pricing Strategies							3
	Promotion and Communication Mix in Retail, Concept of Sales Promotion and Personal selling							3
Unit 4	Managing Store Operations, Human Resource and Customer Relations in Retail							4
	Customer Relationship Management: Concept, Types and Application of CRM in Retailing.							4
	Human Resource Management in Retail and its Functions							4
	Retail Store Operations and Importance of Visual Merchandising							4
Text Books	<ol style="list-style-type: none"> 1. Bajaj, C., Tuli R. and Srivastava, N. Retail Management, Oxford University Press, New Delhi, Latest Edition 2. Pradhan, S. Retailing Management, Tata McGraw Hill, New Delhi, Latest Edition. 3. Giri, A., Paul, P. and Chatterjee, S. Retail Management: Text and Cases, PHI Learning, Delhi, Latest Edition 4. Levy, M. and Wertz, B. A., Retailing Management. McGraw Hill/Irwin, USA, Latest Edition 							

L	T	P	Credit
4	0	0	4

Course Code	MGN307							
Course Title	Service Marketing							
Course Outcomes	On the completion of the course the student will be able to CO1: To make students acquaint with service perceptions and gap models CO2: Understanding Service Industry design models and importance of physical evidence. CO3: Understanding importance of Customer and Employees in service delivery. CO4: Understanding communication channels in service delivery.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to Services: meaning, importance, growth and characteristics of services, difference between goods and services, challenges for service marketers, Services marketing mix							1
	The gaps model of service quality: the customer gap, the provider gaps, closing the gaps, Consumer behaviour in services: consumer choice, service purchase, consumer experience, evaluation, customer expectations of service: meaning and type of service expectations, zone of tolerance, factors influencing expectations, various issues of service expectations, customer perceptions of service: customer satisfaction, service quality, service encounters.							1
	Building customer relationships: relationship marketing, value of customer, relationship development strategies, relationship challenges							1
Unit 2	Service recovery: the recovery paradox, customer's response to service failure, customer's recovery expectations, recovery strategies, service guarantees.							2
	Service development and design: new service development, types of new services, stages in new service development, service blueprinting,							2
	Physical evidence and service scape: Physical evidence, types and roles of service scape, framework for understanding service scape, environmental dimensions of the servicescape, and guidelines for physical evidence strategy.							2
Unit 3	Employees' role in service delivery: service culture, critical importance of service employees, boundary-spanning roles, strategies for delivering service quality through people, customer-oriented service delivery							3
	Customers' roles in service delivery: importance of customer in service delivery, customers' roles, self-service technologies- the ultimate in customer participation, strategies for enhancing customer participation, recruit, educate and reward customers, manage the customer-mix.							3
Unit 4	Integrated services marketing communications: need for coordination in marketing communication, key reasons for service communication, four categories of strategies to match service promises with delivery							4

	Pricing of services: three key ways that service prices are different for consumers. approaches to pricing services, pricing strategies that link to the four-value definition,	4
Reference Books	<ol style="list-style-type: none"> 1. Zeithmal A Valarie and Bitner Mary, Services Marketing,Tata McGraw Hill, New Delhi. 2. Adrian Paye: The Essence of Services Marketing, Prentice Hall India. 3. Sanjay P. Palankar: Services Marketing, Himalaya Publishing House. 4. Christopher Lovelock, Jochen Wirtz, Jayanta Chatterjee: Services Marketing: People, Technology, Strategy, Pearson Education. 5. K. Rama Mohana Rao: Services Marketing, Pearson Education. 6. J.N. Jain and P.P. Singh: Modern Marketing of Services-Principles and Techniques, Regal Publications. 7. Deepak Bhandari and Amit Sharma: Marketing of Services, Vrinda Publications. 8. Bidhi Chand: Marketing of Services, Rawat Publications. 	

L	T	P	Credit
4	0	0	4

Course Code	MGN308							
Course Title	E-Business and Digital Marketing							
Course Outcomes	On the completion of the course the student will be able to CO1: Develop a comprehensive digital marketing strategy CO2: Make use of search engines and social networking sites for e-business promotion. CO3: Apply measurement techniques to evaluate the digital marketing efforts. CO4: Evaluate the social media platforms and formulate social media marketing strategies.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus	CO Mapping							
Unit 1	Starting an Online Business							
	Starting an Online Business Steps for starting online business							
	Choosing and Equipping E-business							
	Selecting and choosing the right web host and design tools							
	Developing a website and blog for e-business							
Unit 2	Digital Marketing							
	Introduction to Digital Marketing							
	Pay per Click Advertising							
	Digital Display Advertising							
	Mobile Marketing, Email Marketing							
Unit 3	Social Media Marketing							
	Developing social media marketing plan,							
	Marketing through facebook, Instagram,							
	Youtube and other leading social media channels							
Unit 4	Analytics and Planning							
	Developing analytics for e-business, ,							
	Analysing Acquisition							
	Behavioural and Conversion reports,							
	Strategy and Planning							
Reference Books:	1.Holden Greg, Starting an Online Business for Dummies, Wiley Publishing, Latest Edition 2. Dodson Ian, The art of Digital Marketing, Wiley Publishing, Latest Edition 3. Schneider Gary, E-Marketing, Cengage Learning, Latest Edition 4. Kulkarni Parag, Jahirabadkar and ChandePradip, E-Business, Oxford University Press, Latest Edition 5. Ahuja Vandana, Digital Marketing, Oxford University Press, Latest Edition							

L	T	P	Credit
4	0	0	4

Course Code	MGN309							
Course Title	Rural Marketing							
Course Outcomes	On the completion of the course the student will be able to CO1: Understand the fundamentals of rural marketing. CO2: Analyze and apply the rural product and pricing strategies. CO3: Analyze the rural distribution and communication strategies. CO4: Understand and apply the rural business models and global insights for future							
Examination Mode	Theory							
	Continuous Assessment				MSE	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PBL	Lab Performance				
Weightage	10	10	5		25	-	50	-
	Syllabus						CO Mapping	
Unit 1	Introduction to Rural Marketing						1	
	Rural Environment – Economic Environment, Rural Marketing Mix Challenges, Evolution of Rural markets						1	
	Rural Consumer Behaviour – Buyer Decision Process, Product Adoption Process, Diffusion of Innovation						1	
	Rural Marketing Research						1	
Unit 2	Introduction to Rural Marketing Strategy						2	
	Segmenting and Targeting Rural Markets						2	
	Product Strategy						2	
	Pricing Strategy						2	
Unit 3	Rural Marketing Strategy						3	
	Distribution strategy						3	
	Communication Strategy						3	
	Rural Services Marketing						3	
	Marketing in Small Towns						3	
Unit 4	Emerging Issue in Rural Marketing						4	
	Role of Government in Rural India						4	
	New Business Models						4	
	Rural Markets: Global Insights						4	
	The Future of Rural Marketing						4	
Reference Books	Kashyap, P. (2020). Digital marketing. McGraw Hill Education (India) Private Limited. Kumar, S & Kaur, S. (2023). Digital marketing. Taxmann Publications Private Limited Bhatia, P. (2020). Fundamentals of Digital marketing. Pearson India Education Services Private Limited.							

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Product and Brand Management							
Course Outcomes	On the completion of the course the student will be able to CO1: Understand the basics of product and product management. CO2: Learn and develop product planning and strategies. CO3: Develop the knowledge of brand management CO4: Get in depth knowledge of various branding strategies							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to Product Management							
	Product Management Meaning and Objectives- Define Product, Levels and Classification of Products							1
	Product Differentiation- Major Product Decisions.							1
	Product Hierarchy, Product Mix -Product Line, Product Length, Product Width, Product Depth and Consistency. Product Mix Decisions							1
Unit2	Product Planning and Strategies							
	Product Development Process							2
	Product Life Cycle							2
	Product Market Strategies for Leaders, Challengers and Followers.							2
Unit 3	Brand Management and Brand Equity							
	Brand Management- Define Brand and Branding, Why Branding, Scope of Branding, Product Vs Brands, Branding Challenges and Opportunities, Brand Equity							3
	Brand Equity-Building and Measuring Brand Equity							3
Unit 4	Branding Strategies							
	Branding Strategies- Brand Portfolio, Brand Hierarchy and Brand Extension.							4
	Reinforcing Brand and Brand Revitalization, E-Branding							4
	Positioning Strategies-Crafting Brand Positioning Strategies and Repositioning							4
Text Books	1. K. Venugopal Rao, Product and Brand Management, Himalaya Publishing House 2. Kirti Dutta, Brand Management, Oxford University Press							

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	International Marketing							
Course Outcomes	<p>At the end of the course, students should be able to:</p> <ul style="list-style-type: none"> Identify the key skills that a (good) business (international) manager should have. Articulate factors that promote business and business environments. Implement various tools and actions for a beneficial situation within a given operating (business) environment. Fundamentals of sustainable (profitable) business growth with focus on international expansion, operating in multiple markets, new business opportunities and market analysis. Articulate the various support systems that a business can use and access (governmental interventions and policies; operating market level advantages such as access to capital, quality and quantity of labour available; availability of land; size, purchasing power and buying behaviour of the target market; MNC level advantages; etc.) 							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1								
	Introduction; Reasons behind international expansion; types of MNCs; Expatriates and Inpatriates; Stages of International Exposure; Global Marketing Using Social Media tools.							1
Unit2								
	National-level variables, regional trading blocs; Physical variables, Geographic distance, Grouping of industries in specific areas/regions, Environment specific impacts, Distribution of Natural Resources; Cultural Variables, Impact on doing business (Distance, Power, Decision Making, People Management, Delegation, Corruption, Quality Benchmarks Etc.), Gender biases, Festivals, Buying Behaviour; PESTEL; Porter's Diamond Model; Positioning; Protectionism and its impact on international trade.							2
Unit 3								

	Porter's Five Forces Model; Ghemawat's CAGE framework; Globalisation; Demographics and Segmentation; Assessing Market Potential, How markets behave, Selling in specific markets (Developed, Developing, Post-Communist); "Right" Market to enter and "Right" Time to enter; What (mis-selling, outdated products), Where, Why, and How are we selling; Customer needs (of the new/foreign market); Location of manufacturing facilities; Labelling and Packaging (Export and Retail); Selling to and in emerging markets; Concerns and issues with available market analysis tools.	3
Unit 4		
	Strategic (and global) Alliances; Global level of competition; Product Development; E- Commerce and Changing International Marketing Paradigms; Supply Chain as a source of International Advantages; Managing International Sales (Channels and Logistics); International Advertising and Promotions; Pricing for international markets, Pricing wars (War Chests), Approaches – Full-cost v/s Variable, Skimming v/s Penetration (non-numeric), factors influencing pricing; Implementing a Global Marketing Strategy; Support Mechanisms for Exports and International Trade, Export Infrastructure and Assistance in India, ITPO; International Payment Methods, Finance and Raising Funds, Taxation and Tax Havens, Marine and Cargo Insurance. Managing Risks in International Trade.	4
Text Books	1. Cateora, Philip R. & Graham, John L.: International Marketing, Tata McGraw Hill. 2. Joshi, Rakesh Mohan: International Marketing, Oxford University Press.	

3. Human Resource Management

L	T	P	Credit
4	0	0	4

Course Code	MGN211							
Course Title	Performance Management system							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Get the in-depth knowledge about the foundations of performance management i.e., its Pre-Requisites, philosophy and Characteristics of Effective Performance</p> <p>CO2: Get the conceptual understanding about the planning and implementation of Performance</p> <p>CO3: Equip with the concepts of Performance Appraisal and Monitoring along the management practices held in Indian organizations.</p> <p>CO4: Learn about the concept of developmental issues in performance management and the Role of HR Professionals in Performance Management.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Introduction to Performance Management							1
	Foundations of Performance Management: Concept							1
	Philosophy underlying Performance Management							1
	Significance, Objectives							1
	Pre-Requisites, and Characteristics of Effective Performance Management							1
Unit 2	Planning and Implementation of Performance Management							2
	Defining Performance and Selecting a Measurement Approach							2
	Developing Job Descriptions, Defining Performance Standards							2
	Overview Planning and Implementation of Performance Management							2
	Key Result Areas, Competencies and Skills, Characteristics of Effective Performance Metrics							2
Unit 3	Performance Appraisal and Monitoring							3
	Performance Appraisal and Monitoring: Characteristics of effective Appraisals; Methods of Performance Appraisal							3
	360-degree appraisal							3
	E-appraisal Performance Monitoring Appraisal							3
	Management Practices in Indian Organizations							3
Unit 4	Performance Management and Development Issues							4
	Other Performance Management and Development Issues: Coaching, Counselling and Mentoring;							4
	Potential Appraisal, Competency Mapping; Performance Related Pay							4
	Role of HR Professionals in Performance Management							4
Reference Book/s	<p>1.Aquinis, H., Performance Management, New Delhi, Pearson Education, Latest Edition.</p> <p>2. Fusch & Gillespie, Practical Approach to Performance Interventions</p>							

	<p>and Analysis: A 50 Models for Building a High-Performance Culture, London, Pearson Education, Latest Edition.</p> <p>3. Smither, J.W., Performance Management: Putting Research into Practice, New York, Wiley Publication, Latest Edition.</p> <p>4. Bagchi., S.N.,Performance Management, New Delhi, Cengage Learning, Latest Edition.</p>	
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L	T	P	Credit
4	0	0	4

Course Code	MGN212							
Course Title	Organization Change and Development							
Course Outcomes	<p>On the completion of the course the student will be able to:</p> <p>CO1: Understand the concept of organizational development and its significance for the organization.</p> <p>CO2: Gain knowledge related to the process of bringing about planned change in the organization and how they can practically implement those interventions.</p> <p>CO3: Become fully conversant with the techniques and factors required for bringing change in the organization</p> <p>CO4: Practically examine the success and failure of changes as well as enable students to draw its implications for future.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Organization development-meaning and framework							1
	Nature, Assumptions, Characteristics of Organizational Development.							1
	The Lab training stem, The survey research and feedback stem							1
	Factors affecting Organizational Development.							1
Unit 2	Inter-group Relations, Weisboard Model.							
	OD interventions							2
	Introduction to Action Research, Action Research as a Process and as an Approach							2
	Determinants of Organizational Design, Components of Organization Design, Organization Environment Interface, Organizational Decision Making							2
Unit 3	Team Interventions, Intergroup Interventions, Comprehensive Interventions, Structural Interventions,							2
	Issues in Consultant-Client Relationship; Power, Politics and Organizational Development							2
	Organization change							3
	Why Organization Change, Need for change							3
Unit 4	Factors causing change Environmental, Technological, Legal, Political, Social, and Cultural factors of change							3
	Models and techniques involved in change management							3
	Total Quality Management, Business Process Reengineering							3
	Models of planned change							4
Reference Book/s	Changing values, Cultural Models and theories of planned change							4
	Organizing for the Future, Organizations as learning systems							4
	Implications for future managers							4
	Success and failure of organization change and development							4
Reference Book/s	1. French, W. and Bell, C. I. Organization Development and Transformation. New Delhi: Prentice Hall, Latest Edition.							

	<p>2.Cummings,T.,and Worley , C., Organizational Development & Change,NewDelhi :Cengage Learning, LatestEdition.</p> <p>3.Palmer,I.,Dunford,R.,andAkin,G.Managing Organizational Change a Multiple Perspectives Approach. New Delhi: Tata McGraw Hill Publication,Latest Edition.</p>	
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L	T	P	Credit
4	0	0	4

Course Code	MGN310							
Course Title	Manpower Planning and HRD							
Course Outcomes	<p>On the completion of the course the student will be able to:</p> <p>CO1: Conceptualize manpower planning and enable the students to acquire skills for manpower planning in the organization.</p> <p>CO2: Understand Human resource development and the role of strategic human resource management in the changing business environment.</p> <p>CO3: Acquire knowledge related to new paradigms of organization development and the evolving concept to learning organization.</p> <p>CO4: Think globally in context with acquisition, development and retention of manpower in the organization.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%		50%	
Syllabus								CO Mapping
Unit 1	Manpower planning–concept							1
	Manpower Planning Objectives (Micro and Macrolevels) Benefits Advantages Limitations and Problems							1
	HR Planning Linkage of HR Planning with other HR Functions.							1
	Manpower Planning: Tools, Methods And Techniques, Job Analysis, Job Description, Job Specification, Skills Analysis/Skill Inventory,							1
	Performance Appraisal, Manpower Inventory, Quantitative Aspects,							1
Unit 2	Qualitative Aspects Methodology, Computerized Manpower Planning Information System,							2
	Strategic Human Resource development							2
	HRD: Meaning, Scope, Functions, Introductions to Strategic Human Resource Management and Strategic Human Resource Development,							2
	Importance, Approaches to Human Resource Development, Role of HRD Managers							2
	Relationship between HRD and HRM							2
Unit 3	Strategic Selection, Re-Deployment, Re-Training, Retention Strategies							3
	Organizational Development							3
	Organizational Development: Objectives, Characteristics							3
	Process, Models of Organization Development, Learning Organization							3
	Implementing Organizational Development Program,							3
Unit 4	Global HRM							4
	Global Organizational Culture–meaning and importance							4
	Global HRM –meaning, importance							4
	Challenges, Retention and Career Management in Global Employees							4

L	T	P	Credit
4	0	0	4

Course Code	CMR307							
Course Title	Industrial Relations and Labour laws							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1- To understand the framework of industrial relations and impact of industrialization & globalization on it.</p> <p>CO2- Understanding of trade unionism, existence at national level & its legal framework</p> <p>CO3- Understanding of industrial conflict/disputes & its legal framework</p> <p>CO4- To understand the mechanisms of maintaining industrial relations & international practices related to industrial relations</p>							
Examination Mode	Theory							
	Continuous Assessment				MS	MSP	ESE	ESP
Assessment Tools	Quiz	Assignment	ABL/PB L	Lab Performance	E			
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Industrial Relations-Meaning and Approaches							
	Industrial Relations- Meaning, Scope, Participants,							1
	The various approaches-The systems model, John Dunlop Model, The Pluralist Approach, Marxian Approach, Gandhian Approach							1
	Foundations of a Sound Industrial Relations System, Partnership model							1
	Industrialization & Industrial relations							1
Unit 2	Trade Unions and legislation							
	Trade Unionism							2
	Trade Unionism in India-Growth, Approaches, Reasons for joining a Union,							2
	Problems of Indian Trade Unions, National Trade Unions-AITUC, INTUC, CITU,HMS,BMS.							2
	Trade Union Act, 1926- Object of Act, Scope and Application of the Act, Definitions. Registration of Trade Union and Cancellation of Trade Union, Duties and Liabilities of Registered Trade Union, Regulations and Penalties.							2
Unit 3	Anatomy of Industrial Conflict/Disputes							
	Industrial Disputes Act- Definition of Industrial Dispute, Object and Extent of Act, Causes of Industrial Dispute, Modes of Settlement of industrial Dispute -Conciliation, Adjudication and Arbitration.							3
	Strikes vs. Lock-outs, Lay -off vs. Retrenchment, Unfair Labour Practices under Fifth Schedule.							3
	Definition of Continuous Service, Calculation of Working Days, Right of Workmen Laid-off for Compensation,							3
	Conditions Precedent to Retrenchment of Workmen, Transfer and Closing Down of Undertakings, Compensation of Workmen in Case of Closing Down of Undertaking, Penalties. Binarism& Tripartism: Types, Binarism's linkage with Tripartism							3
Unit 4	Grievance & Discipline Handling							

	Grievance procedure as per National Commission on Labour (1969)	4
	Workplace Discipline and its management	4
	Collective Bargaining- Model, Principles, Essential Conditions, Process of collective bargaining, National Commission Recommendations on Collective Bargaining.	4
Text Books	1. Bagri, P R. Law of Industrial Disputes: A Commentary on the Industrial Disputes Act, 1947 As Amended by the Industrial Disputes (amendment) Act, 1984 (49 of 1984). New Delhi: Bharat Law House, Latest Edition 2. Venkata, R. C. S. Industrial Relations. New Delhi: Oxford University Press, Latest Edition.	
Reference Books	1. Kumar, H L., What Everybody Should Know About Labour Laws. New Delhi: Universal law, Latest Edition. 2. Malhotra, O P. The Law of Industrial Disputes. Bombay: N.M. Tripathi	

L	T	P	Credit
4	0	0	4

Course Code	MGN311							
Course Title	Global HRM							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: To make the students understand the importance of culture in taking management decisions</p> <p>CO2: To develop skills in students related to international staffing operations and to enable them perform international recruitment and selection decision effectively.</p> <p>CO3: to demonstrate competence related to decisions regarding training and development as well as compensation for the expatriates.</p> <p>CO4: Students will get a practical know how related to the concept of performance Management and its application in the global context.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	Quiz	Assignment	ABL/PBL	Lab Performance				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit1	Culture and cross cultures							1
	Concept and significance of culture, different dimensions of Culture							1
	Convergence of culture, National culture							1
	Impact of culture in management decisions.							1
	Cross cultural models-Hofstede study, Kluchohm & Stoodbeck							1
Unit2	International HRM-concept and significance							2
	Understanding of International Human Resource Management : Meaning, Expatriation: Concept of Expatriate							2
	Differences between Domestic and International HRM, Variables that Moderate differences between Domestic and International HRM.							2
	Staffing International Operations: Approaches to Staffing, Transferring Staff or International Business							2
	Recruiting and Selecting Staff or International Assignments							2
Unit3	Compensation and repatriation in IHRM							3
	International Compensation: Concept and Objectives of International Compensation							3
	Designing a Repatriation Program							3
	Components of Effective Pre-departure Training Programs, Developing Staff through International Assignments							3
	Problems with Re-entry and Career Issues: Concept and Repatriation Process							3
Unit4	Performance Management and conflict resolution							4

	Concept of multinational performance and performance management	4
•	Performance Appraisal of International Employees	4
•	Negotiating across cultures	4
•	Performance Management of International Employees	4
TextBook/s	1. Ashwathappa, Dash S. , International Human Resource Management, Text and Cases, McGrawHill companies, New Delhi, Latest Edition 2. Gupta, S.C., Text Book of International HRM, New Delhi, MacMillan, Latest Edition	
Reference Books	1. Rao, P.L., International Human Resource Management, New Delhi, Excelbooks, Latest Edition.	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	HR Analytics							
Course Outcomes	<p>The students will be able to :-</p> <ul style="list-style-type: none"> ▪ Gain an understanding of the relevance of HR Analytics in the current business scenario. ▪ Have an understanding of the models of conducting HR Analytics and understanding of the methods of capturing, examining & purifying data for conduction of HR Analytics. ▪ Use MS Excel for conduction of HR Analytics for key HR Processes ▪ Appreciate the significance of Predictive and Prescriptive Analytics 							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to HR Analytics							
	History of Different HRM Perspectives, Transition from HRM to HCM and Gaining Sustainable Advantage through HCM. HR Analytics and Changing Role of HR Professionals. Importance and Scope of HR Analytics. Significance of HR Analytics, Benefits of HR Analytics. Levels of Analysis and Conducting analytics. Key Influencers of HR Analytics Process. Big Data Era in HR Analytics, HR Analytics – Linkage to Business Outcomes.							1
Unit2	Understanding HR Analytics: Conducting HR/Workforce Analytics							
	Models of HR Analytics, How to Conduct HR Analytics. Understanding HR Data: Importance of Data, Types and Scales of Data; Methods of Capturing Data, Data Examination & Purification. Understanding various HR Metrics from the perspective of HR Analytics.							2
Unit 3	Analytics for Key HR Processes Using MS Excel							
	HR Analytics for Recruitment & Selection, Training & Development, Performance Appraisal, Talent Management, Employee Engagement, Compensation Management and Expatriate Management.							3
Unit 4	Predictive & Prescriptive HR Analytics							
	Predictive HR Analytics: Correlation, Linear and Multiple Regression, Factor Analysis and Cluster Analysis, Comparison of Means and Analysis of Variance for Manpower Demographics, Employee Satisfaction, Training Effectiveness etc. Prescriptive HR Analytics, Predictive vs Prescriptive HR Analytics, Future of HR Analytics.							4

Text Books	<ol style="list-style-type: none">1. Rama Shankar Yadav & Sunil Maheshwari, HR Analytics, Wiley, 2021.2. Pratyush Banerjee, Jatin Pandey & Manish Gupta, HR Analytics: Practical Applications of HRAnalytics, Sage, 2019.3. Dipak Kumar Bhattacharya, HR Analytics, Sage, 2017	
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L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Talent Management							
Course Outcomes	After completion of the course students shall be able to: CO1:- Understand the concept of talent management CO2:- Understand the concept of talent acquisition CO3:- Understand the concept of talent retention CO4:- Evaluate the opportunities in talent and challenges							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage								
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Understanding Talent Management							
	Talent Management: Definition, Meaning of Talent Management, Objectives & Role of Talent Management in building sustainable competitive advantage to a firm, Key Processes of Talent Management, Consequences of Failure in Managing Talent, Benefits of Talent Management: How Your Business Can Benefit From it, Responsibilities of Talent Management Manager & Professionals							1
	Talent Management Planning: Understanding the Needs and Mind set of Employee, Steps in Talent Management Process, Knowledge, Values, Beliefs and Skill Implications for Talent Management, Modelling Excellence							1
Unit2	Talent Acquisition							
	Defining Talent Acquisition, Develop high potential employee - High performance workforce, Importance of Talent Development Process, Steps in Developing Talent, Succession Planning, Difference between Talent Acquisition and Recruitment, Current Trends in Talent Acquisition							2
Unit 3	Talent Retention							
	Talent Retention: "SMR Model" (Satisfy, Motivate and Reward) – The Formula to Win Your Employees & Retain Them, Employee Retention Programs, Career Planning & Development, Return on Investment (ROI) on Talent Management, Employee Engagement, Best Practices in Employee Retention.							3
Unit 4	Opportunities and Challenges in Talent Management							

	Talent Management Challenges, Strategies to Overcome the Challenges, Opportunities in Talent Management, Talent Management in the Digital Era, Current trends in Talent Management.	4
Text Books	<ol style="list-style-type: none"> 1. A Framework for Human Resource Management, Dessler Gary, Pearson, Edition: 7th 2. Fundamentals of Human Resource Management, Varkkey Biju, Dessler Gary, Pearson, Edition: 14th 3. Talent Management Hand Book, Lance A Berger, Dorothy R Berger, McGraw-Hill, Edition: 13th 4. Talent management in India: Challenges and opportunities, Hasan,& Singh, Atlantic Publication 	

4. International Business

L	T	P	Credit
4	0	0	4

Course Code	CMR208							
Course Title	International Business							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Learn the relevance of globalization and key drivers to enter into international business</p> <p>CO2: Get familiar with research grounded theories of international trade and relevance for the same in integrating economy at global level</p> <p>CO3: Understand international financial markets in context to money circulation and currency exchange elements for trade efficiency</p> <p>CO4: Get insights about international bodies, tie-ups and integration for international trade</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1								1
	Globalization – Effect of globalization and its Drivers Modes of entry for corporations into international business The globalization debate - arguments for and against, Differences between domestic and international business; Multinational Corporations- Definition and Types							1
Unit 2								2
	Introduction to International Trade - Theory of Mercantilism, Absolute advantage, Comparative advantage, Hecksher-Ohlin theory, The new product life cycle theory, The new trade theory, Porter’s diamond model							2
	Instruments of International trade policy – tariffs, subsidies, local content requirements, and administrative policies, anti-dumping policies, political and economic arguments for intervention							2
	International trade bodies- GATT, WTO, IPR, TRIPS, TRIMS, GATS, Introduction to current EXIM policy of India International Regulatory and Dispute Settlement Mechanisms							2
Unit 3								
	International Financial Markets – Equity, Debt, Foreign Exchange and Commodities; World Bank and International Monetary System							3
	International Financial Risks of Trade Payments, Methods of payment in International Trade, Foreign investments (FDI and FII), Currency fluctuations etc.							3
	Introduction to Foreign Exchange Market – functions, nature,							3

	trading, rate determination, currency convertibility	
Unit 4		
	Regional Integrations, Trading Blocks - EU, NAFTA, SAARC, ASEAN	4
	International Financial System and institutions , Foreign Investments – types and flows, SEZs	4
Text Books	<ol style="list-style-type: none"> 1. Charles W L Hill, Arun K Jain. International Business. The McGraw Hill. Latest Edition 2. Daniels, J. Radebaugh, L. and Sullivan, D.P. International Business Plus NEW My Management Lab with Pearson eText -Access Card Package, New Delhi, Pearson Education. Latest Edition. 	
Reference Books	<ol style="list-style-type: none"> 1. K Aswathappa. International Business. Latest Edition 2. A.Nag. International Business by Atlantic Publishers 3. Hill, C.W.L. International Business. New York, McGraw Hill, Latest Edition. 4. Sundaram, A.K. and Black, J.S. International Business Environment, New Delhi, Prentice-Hall of India Pvt. Ltd., Latest Edition. 	

L	T	P	Credit
4	0	0	4

Course Code	MGN213							
Course Title	International Marketing							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: Students will be able to understand the basic concepts of international marketing</p> <p>CO2: Students should be able to identify and analyze key trends, opportunities and problems in local and regional marketing environments</p> <p>CO3: They will research, define and evaluate markets for given products and product ideas, and services</p> <p>CO4: To study specify products rigorously, match them with corresponding markets, and outline appropriate marketing strategies at international level</p>							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1								1
	International Marketing: An Introduction Market Potential of Countries ,							1
	International Organizations , International Trading							1
	International Competitive Advantage and Buyer's Profile							1
	EPRG Framework , Socio – cultural environment , Political and Legal Environment							1
Unit 2								2
	International Environment for Business, Customer, Competition and Controls							2
	International Pricing , International Business-to-Business Marketing							2
	International Marketing of Services , International Strategic Marketing							2
Unit 3								
	International Stakeholders							3
	International Brands							3
	International Marketing Concepts							3
	Market Competitive Forces Worldwide , Advertising and Promotion in International Markets							3
Unit 4								4
	International Public Relations							4
	International Marketing Research							4
	Distribution of Goods Worldwide							4
Text Books	<ol style="list-style-type: none"> 1. Mathur, U. C. (2008). International marketing management: Text and cases. 2. Cateora, P. R., Graham, J. L., International Marketing, McGraw Hill.Latest Edition 							
Reference Books	<ol style="list-style-type: none"> 1. Ephraim Clark. International Financial Management by Cengage Learning India Edition 							

	<ol style="list-style-type: none">2. Onkysist, S., and Shaw, J., International Marketing, Routledge.3. Subhash C. J., International Marketing, Cengage Learning India Pvt Ltd4. Livingstone, J. M. (1983). International marketing management. London: Macmillan	
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L	T	P	Credit
4	0	0	4

Course Code	CMR312							
Course Title	International Trade Law							
Course Outcomes	On the completion of the course the student will be able to CO1: Students will be able to understand the legal rules and regulations governing trade between countries CO2: It provides in-depth knowledge about the functions, principles, and rules governing international trade as regulated by the WTO CO3: It helps in understanding of global trade practices, trade agreements, dispute resolution mechanisms, and the role of the WTO in facilitating trade relations CO4: They provide in depth analysis of regulation policies , TRIPS and Custom Valuation							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1								1
	Introduction to International Trade Law , International Trade Agreements							1
	Trade Policy and Economic Law							1
	Intellectual Property Rights							1
	Trade-Related Investment Measures Agreement (TRIMs) Local Content Provisions and WTO Disputes							1
Unit 2								2
	International Sales and Trade Finance							2
	Carriage of Goods by Sea							2
	Investment and Dispute Resolution							2
Unit 3								3
	International Trade and Finance							3
	Law and Development							3
	Rules of Dumping and Anti-Dumping Determination of Injury, Definition of Industry, Domestic Industry, Casual Link Procedural Aspects and Indian Laws on Anti-Dumping							3
	Copyright, Industrial Design and Integrated Circuits Geographical Indications and Trade Secrets Doha Declaration and Post-TRIPs Scenario							3
Unit 4								4
	International Trade Regulation and Policy							4
	Intellectual Property and Technology Transfer							4
	International Business Transactions							4
	Agreement on Customs Valuation (CV), Different Methods of Calculating Customs Valuation, Indian Laws on Customs Valuation, The Agreement on Pre-Shipment Inspection							4
Text Books	1. Raju KD, WTO and India							

	2. John H. Jackson, The Jurisprudence of GATT and the WTO: Insights on Treaty Law and Economic Relations	
References	<ol style="list-style-type: none"> 1. Raju KD, WTO Agreement on Anti-dumping, Kluwer Law International. 2. WTO Online Resources https://www.wto.org/english/res_e/booksp_e/bookshop_e.htm 3. Swayam NPTEL Course 	

L	T	P	Credit
4	0	0	4

Course Code	CMR313							
Course Title	International Finance							
Course Outcomes	On the completion of the course the student will be able to CO1: Students will be able to understand how companies' finance is affected by international trade. CO2: They will be equipped with abilities to understand mechanics of free flows of foreign capital and floating exchange rates. CO3: To understand the Cross-border Capital Budgeting. CO4: To study the Foreign Exchange Risk Management and their instruments							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1								1
	Finance in Global Companies- rise of Multinational Corporations, Domestic vs International Finance, International financial market integration							1
	Relationship of Multinational Finance with domestic Finance							1
	Financing the Multinational Corporation, International Monetary System							1
	Foreign Exchange Rate Determination and Currency Forecasting - Spot Market and Forward, Market, Exchange Rate Equilibrium, Asset Market model of Exchange Rates, Purchasing Power Parity, Intervention of Central Bank in Determination of Exchange Rates.							1
Unit 2								2
	Managing and measuring Translation and Transaction Exposure							2
	Foreign market entry and country risk management							2
	Balance of Payments – Contents of Current, Capital and Reserve accounts , Capital Markets and economy – Understanding BOP structure of a country for Investment and raising finance							2
Unit 3								3
	Cross border Capital Budgeting- Meaning, IFRS							3
	Calculation of Cash Outlay and Future Cash Inflows for Parent and Subsidiary.							3
Unit 4								4
	Foreign Exchange Risk Management - Currency Futures and Options Market, Swaps, Interest Rate Forwards and Futures							4
	Foreign Exchange Instruments, Swaps							4
	Investment Management – Issues in foreign Investment analysis, International Bond Investing, Strategies for Direct Investment							4
Text Books	1. Cheol S Eun , Bruce Resnick. International Financial Management .Mcgraw Hill. Latest Edition 2. Shapiro, A.C. Multinational Financial Management. New York, John Wiley & Sons, Latest Edition							
Reference	1. Ephraim Clark. International Financial Management by							

Books	Cengage Learning India Edition 2. Apte, P.G. International Financial Management. New Delhi, Tata McGraw Hill, Latest Edition.	
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L	T	P	Credit
4	0	0	4

Course Code	MGN311							
Course Title	Global HRM							
Course Outcomes	<p>On the completion of the course the student will be able to</p> <p>CO1: To make the students understand the importance of culture in taking management decisions</p> <p>CO2: To develop skills in students related to international staffing operations and to enable them to perform international recruitment and selection decision effectively.</p> <p>CO3:to demonstrate competence related to decisions regarding training and development as well as compensation for the expatriates.</p> <p>CO4: Students will get a practical know how related to the concept of performance. Management and its application in the global context.</p>							
Examination Mode	Theory							
Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	Quiz	Assignment	ABL /PBL	Lab Performance				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit-1	Culture and cross cultures							1
	Concept and significance of culture, different dimensions of Culture							1
	Convergence of culture, National culture							1
	Impact of culture in management decisions.							1
	Cross cultural models-Hofstede study, Kluchohm & Stoodbeck							1
Unit-2	International HRM-concept and significance							2
	Understanding of International Human Resource Management : Meaning, Expatriation: Concept of Expatriate							2
	Differences between Domestic and International HRM, Variables that Moderate differences between Domestic and International HRM.							2
	Staffing International Operations: Approaches to Staffing, Transferring Staff or International Business							2
	Recruiting and Selecting Staff or International Assignments							2
Unit-3	Compensation and repatriation in IHRM							3
	International Compensation: Concept and Objectives of International Compensation							3
	Designing a Repatriation Program							3
	Components of Effective Pre-departure Training Programs, Developing Staff through International Assignments							3
	Problems with Re-entry and Career Issues: Concept and Repatriation Process							3
Unit-4	Performance Management and conflict resolution							4
	Concept of multinational performance and performance management							4
	Performance Appraisal of International Employees							4
	Negotiating across cultures							4

	Performance Management of International Employees	4
TextBook/s	3. Ashwathappa, Dash S. International Human Resource Management, Text and Cases, Mc Graw Hill companies, New Delhi, Latest Edition 4. Gupta,S.C.,TextBookofInternationalHRM,NewDelhi,MacMillan,LatestEdition	
Reference Books	2. Rao,P.L.,InterantionalHumanResourceManagement,NewDelhi,Excelbooks,LatestEdition.	

L	T	P	Credit
4	0	0	4

Course Code	CMR314							
Course Title	EXIM Procedures and Documentation							
Course Outcomes	On the completion of the course the student will be able to CO1: Acquire a basic understanding of the structure of shipping terms encompassing Incoterms 2020 CO2: Identify and understand the different types of Import/Export Documents and also they would recognize export-import Procedure CO3: Prepare the necessary export & import documents based on requirements. CO4: Learn the fundamentals of the numerous exporter incentives and rules governing the custom clearance process							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10%	10%	5%	-	25%	-	50%	-
Syllabus								CO Mapping
Unit 1								1
	EXIM Policy Framework: Policy Framework for India's Foreign Trade in Pre and Post-Liberalization Era							1
	Setting up Export Company IEC Number / RCMC from Export Promotion Council							1
	Terms of Shipment, Processing of Export Order							1
	Import Procedure: Trade enquiry, procurement of import license and quota, obtaining foreign exchange, placing order , Making payment and closing of transactions							1
Unit 2								2
	Commercial Documents: Commercial Invoices, Bill of lading, Airway Bill, Bill of Exchange, letter of credit							2
	Regulatory documents: GR Form, PP form, VP or COD form, SOFTEX form, shipping bill, marine insurance policy							2
	Export Assistance documents: Application form for registration, duty drawbacks, REP License and CCS.							2
	Documents required by importing countries and misc. Bill of Entry, Bank Realization Certificate, Insurance Certificate, Consular Invoice and other related documents. Performa Invoice Packing List, Inspection Certificate, Certificate of Origin, Shipping Bills, AR1 Form, Mate's Receipt,							2
Unit 3								3
	ECGC, ECGC Policy, Marine Insurance Policy, Canalization Policy							3
	Methods and Terms of Payments for Exports; Letter of Credit, Instruments of Payment , Credit and Foreign Exchange Risk; Types of Risks, Quality control and Pre Shipment Inspection							3
	Export Incentives: Major Incentives and Procedures for claiming them, Duty Exemption Schemes, Duty Remission Schemes, EPCG Scheme							3
	Excise and Custom Clearance; Custom Clearance of Imports and Export Cargo – Regulations and Procedures							3

Unit 4		4
	Methods of Financing: Pre and Post-Shipment Finance, Role of EXIM Banks	4
	Export Marketing and Different forms of International Trades	4
	Information Technology and International Business: Electronic Procurement and Marketing, Electronic Logistics	4
Text Books	Paul, Justin and Aserkar, Rajiv. Export Import Management. Oxford Higher Education, 2014, Print.	
Reference Books	Jain, S, Khushpat. Export Import Procedures and Documentation, 2015	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Global Business Ethics and Corporate Social Responsibility							
Course Outcomes	After completion of the course students shall be able to: CO1:- Understand the historical development and evolution of business ethics. CO2:- Examine the ethical practices prevalent in the Indian business landscape. CO3:- Define Corporate Social Responsibility (CSR) and its significance in contemporary business. CO4:- Develop and understand the challenges and opportunities associated with implementing CSR initiatives.							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage								
	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit 1	Introduction to Business Ethics							
	Business Ethics - Concept, Characteristics, Importance and Need for business ethics, Indian Ethos, Ethics and Values, Work Ethos, Sources of Ethics, Concept of Corporate Ethics, code of Ethics-Guidelines for developing code of ethics, Ethics Management Programme, Ethics Committee.							1
	Various approaches to Business Ethics - Theories of Ethics, Friedman's Economic theory, Kant's Deontological theory, Mill & Bentham's Utilitarianism theory							1
	Gandhian Approach in Management and Trusteeship, Importance and relevance of trusteeship principle in Modern Business.							1
Unit2	Indian Ethical Practices and Corporate Governance							
	Ethics in- Marketing and Advertising, Human Resources Management, Finance and Accounting, Production, Information Technology, Copyrights and Patents							2
	Corporate Governance: Concept, Importance, Evolution of Corporate Governance, Principles of Corporate Governance							2
	Regulatory Framework of Corporate Governance in India, SEBI Guidelines and clause 49, Audit Committee, Role of Independent Directors, Protection of Stake Holders, Changing roles of corporate Boards.							2
Unit 3	Introduction to Corporate Social Responsibility							
	Corporate Social Responsibility: Concept, Scope & Relevance and Importance of CSR in Contemporary Society, Models for Implementation of CSR, Drivers of CSR..							3

	CSR and Indian Corporations- Legal Provisions and Specification on CSR, A Score Card, Future of CSR in India. Role of NGO's and International Agencies in CSR, Integrating CSR into Business.	3
Unit 4	Areas of CSR and CSR Policy	
	Areas of CSR and CSR Policy CSR towards Stakeholders- Shareholders, Creditors and Financial Institutions, Government, Consumers, Employees and Workers, Local Community and Society.	4
	CSR and environmental concerns. Designing CSR Policy- Factors influencing CSR Policy, Role of HR Professionals in CSR	4
Text Books	[1] Sharma J.P Corporate Governance, business ethics and CSR, Ane Books Pvt Ltd, New Delhi [2] Sharma J.P. Corporate Governance and Social Responsibility of business, Ane Books Pvt Ltd, New Delhi [3] S.K.Bhatia, Business Ethics and Corporate Governance [4] William Shaw, Business Ethics, Wordsworth Publishing Company, International Thomson Publishing Company.	

L	T	P	Credit
4	0	0	4

Course Code								
Course Title	Emerging Markets and Global Entrepreneurs							
Course Outcomes	On the completion of the course the student will be able to CO1: Concept and importance of markets CO2: Concept of entrepreneurship and Entrepreneurs CO3: Understand how emerging markets affect entrepreneurs							
Examination Mode	Theory							
*Assessment Tools	Continuous Assessment				MSE	MSP	ESE	ESP
	WQ	SAP	ABL/PBL	Lab Perf.				
Weightage	10	10	5	-	25	-	50	-
Syllabus								CO Mapping
Unit1	Concepts And Definition							1
	What constitutes an emerging market.							1
	Key indicators of emerging markets (eg lower per capita income, industrializing sectors), how it differ from developed markets.							1
	Analysing the political, economic and social context of emerging markets, including risk like political instability and currency volatility.							1
Unit2	Global Entrepreneurship Strategies							
	Evaluating different methods and strategies for entering ad operating in foreign markets.							2
	Techniques for conducting market research to identify opportunities and assess the competitive landscape in emerging markets.							2
	Understanding local consumer needs and developing effective global marketing startegies							2
Unit 3	Challenges and Opportunities							
	Analysing both local and global competition within these markets.							3
	Addressing challenges related to funding and access to finance for entrepreneurs							3
Unit 4	Business Planning and execution							
	Creating viable business models that address the specific needs and conditions of emerging markets							3
	Understanding the ethical responsibilities and the role of sustainability in business operations within emerging markets							3
Text Books	International entrepreneurship in Emerging Markets: Contexts, Behaviors and successful entry by Jafari- Sadeghi & Dana							