



Bachelor of Business Administration (Finance & International Business)

Course Outline

CIS 1020 : INTRODUCTION TO END-USER COMPUTING

This course focuses on developing students' business computing skills along with their understanding of how such skills could be applied in a business environment. The business computing skills covered shall relate to spreadsheets, databases, web page editing and the use of computers as a presentation medium.

ENGL 1600: DEVELOPING FLUENCY AND CLARITY IN ENGLISH

English 1600 is designed to improve a number of skills, which is inclusive of speaking, reading, listening and writing skills. It uses an integrative approach whereby the English Language components of reading, writing, oral and speaking components are used together to enhance the students' ability to communicate and write effectively in English.

GEOG 1000 : WORLD ECOLOGICAL PROBLEMS

The intent of this course is to give you a large picture of the environments in which we live, and how man interacts and changes that environment. Is change always better? How have we (mankind) effected the environment over our short history here on "Mother" Earth? And finally, what are we, or should we be doing to help save our planet we live on, and make our environments a safer place for our kids? We will obtain this objective a lot of different ways.

MATH 1160 : FINITE MATHEMATICS

In recent times Mathematics has emerged as the key for major decision making process. The subject is introduced as to give the basic subject giving emphasis on the applications in business. Understanding of mathematical models is essential to project the real life scenario in a simplified form in business. The study of matrices helps to handle mathematical models with many variables. The decision making environment is so complex that the right and appropriate decision can only be made with good analytical skills. The subject is introduced with such an outlook.

ACTY 2100: PRINCIPLES OF ACCOUNTING I

This course is intended to provide knowledge on accounting practices in sole and partnership firms of 21st century and equip students with concepts, process and reporting of financial statements in modern organizations.

BUS 1750 : BUSINESS ENTERPRISE

The course contains details about the various principles and practices and the way in which these concepts have to be introduced into business. The course aims at giving the students a perspectives of business both as a employee/professional and as an entrepreneur.

ENGL 1050: THOUGHT AND WRITING

Thought and Writing is your opportunity to improve upon abilities you have developed in critical thinking, communication, and specifically writing. Our focus will be on careful analysis of ideas, images, stories, and texts, examining how analysis leads to interpretation. The papers required for this course will articulate your analysis and interpretation in prose that meets the expectations of an academic audience. This course requires a significant amount of reading, participation, writing, and rewriting. Broad goals for you in the course include:

- Developing dexterity with processes of generating, drafting, revising, editing, and proof reading.
- Adapting your writing for academic readers by incorporating suggestions from your peers and instructor.
- Developing skill at writing papers which present and elaborate on ideas.

COM 1700 : INTERPERSONAL COMMUNICATION

This interactive student centered class is geared toward promoting successful communication across personal and business situations in life. Moreover, this course is intended to increase understanding of one-on-one, small group, and team communication – all essential for successful communication in the workplace. In addition, to enhancing interpersonal communication skills during conflict, students will study and apply successful principled negotiation.

BUS 2200 : INTRODUCTION TO GLOBAL BUSINESS

The course focuses imparting knowledge and skills on- a) history, evolution , growth & development of International Business. b) Reasons for Existence of MNC s and their strategies c) Government policies & procedures applicable for International Business.

The Course is designed to impart sound knowledge about International Business operations through lectures, seminars, case studies & Group Discussions etc. to make learning challenging

ECON 2010: PRINCIPLES OF MICROECONOMICS

This course is designed to provide you with a basic understanding of microeconomic concepts. You will learn to understand and use the tools that economists use to analyze various economic issues and apply the science of economics to everyday problems. This course introduces the concepts of scarcity and opportunity cost, supply and demand, the demand for goods, costs of production, market structures, labor markets, regulation and deregulation of business, financial markets, taxation, welfare, social security, and an introduction to international trade and finance. Students completing this course will have a greater understanding of key microeconomic issues and how they affect businesses and individuals, as well as the important economic terms and trends.

ACTY 2110 : PRINCIPLES OF ACCOUNTING II

To make students familiar with the Accounting practices of limited liability companies and to understand the concepts, processes and procedures that comprise financial accounting for business enterprises on domestic and international front.

STAT 2160 : BUSINESS STATISTICS

The course is designed to familiarize the students with analytical approach which support business research and decision making process. The course includes simple Statistical concepts to analysis of data using simple Statistical packages. It emphasizes the need for handling large volume of statistical data in making right decisions. This covers simple and important tests of significance which is an essential approach in research and other related applications.

COM 1040: PUBLIC SPEAKING

The study of the application of principles of communication underlying effective oral presentations, with attention given to speaking in business, professional and public settings. Includes practice in preparing, presenting and evaluating speeches and other forms of oral presentations.

PSCI 1050 : CRITICAL THINKING IN POLITICS

Critical Thinking is the process by which we develop and support our beliefs, and evaluate the strength of arguments made by others in real-life situations. In this course students will practice some of the most central and important skills of critical thinking and focus on the applying those strategies to understanding current issues, belief systems and ethical positions. We will analyze media, the current political environment and our own beliefs and moral inclinations.

Students will learn to analyze information and influences, discuss controversial topics intelligently, and construct well-reasoned arguments on a variety of topics. The course will focus on group discussion and written analysis. Students will be expected to produce and share rough drafts before turning in your final version.

SOC 2000 : PRINCIPLES OF SOCIOLOGY

The course is designed to familiarize the students with analytical approach which support business research and decision making process. The course includes simple Statistical concepts to analysis of data using simple Statistical packages. It emphasizes the need for handling large volume of statistical data in making right decisions. This covers simple and important tests of significance which is an essential approach in research and other related applications.

MGMT 2500 : ORGANIZATIONAL BEHAVIOUR

Although people were always regarded as important in managing organizations, their centrality has become sharper in today's changing world. Organizational Behavior consists of Understanding, Predicting and influencing individuals, groups and organizations. The course is structured with ten UNITS which not only introduce OB concepts but also helps understand its application in the real world.

ECON 2020 : PRINCIPLES OF MACRO ECONOMICS

This is a course on the fundamentals of Macroeconomics. The goal will be to present the essential analytical tools widely used in basic applied macroeconomic analysis. This course focuses on the study of demand, supply, national income, basic principles of economics,

production, growth, inflation, unemployment, saving, investment, financial system, international trade, and government policies.

RSM 3360: RESEARCH METHODOLOGY

- To make the students aware of sampling design, data collection and analytical tools and its role in objectivity of research
- Understanding of Research report as the output of a research work and systematized knowledge.

FIN 6020 : CORPORATE FINANCE

This course provides a framework of the concepts and tools used for analysing financial decisions based on fundamental principles of modern financial theory. Topics covered include Industrial finance, working capital finance, Risk Analysis, Financing decisions and Corporate Governance.

IMKT 2500 : INTERNATIONAL MARKETING

This subject offers a brief overview of the issues and opportunities related to international marketing.

MGMT 2500 : MARKETING MANAGEMENT

The course objective is to give students a broad knowledge of marketing, and how this knowledge gained would be used in planning, coordinating and principles of marketing executing all the necessary activities in the exchange process. This will be achieved through:

- Introducing the principles and concepts of marketing.
- Examining the environmental factors that shape an organisation's activities.
- Explaining how to develop a marketing mix that will achieve goals in the target markets.
- Explaining how to determine the base price of a product. Explaining the role of research

BUS 4500 - BUSINESS ETHICS & SUSTAINABILITY

This course overviews the economic, legal, social, and ecological responsibilities of business and their implications for managerial decision-making and intends to explain how forces in business, government, and society shape our world. In addition, an emphasis on management issues and processes allows students to apply the principles they learn to real-world situations.

SOC 3340: PACIFIC RIM-ASIAN SOCIETIES

The student will become aware of and understand: (1) the role of tradition and religion (Confucianism, Buddhism, Islam) in the Pacific rim cultures; (2) the meaning of "the Four Little Dragons" and the reasons for their economic success; (3) the influence of Japan in the Pacific Rim; (4) what are the other countries that make up the Pacific Rim and their influence upon world economic developments.

IHRM 4350: INTERNATIONAL HUMAN RESOURCE MANAGEMENT

Globalization and Information Technology along with changed priorities and attributed value additions of business houses and individual employees have brought about a significant change in the Human Resource policies and procedures. The syllabus is structured into 10 Units which not only focus on the main areas but also introduces emerging trends and issues which companies are trying to tackle.

CMA 4360: COST AND MANAGEMENT ACCOUNTING

This subject is to provide adequate knowledge about the various aspects of Cost Accounting and facilitate students to learn different methods and techniques used in the ascertainment of cost of various products and services.

DTX 5330 : DIRECT TAXES

To enable the students to have a better knowledge about computation of net wealth and taxable income under various heads, and also tax liabilities and other legal obligations as per the Income Tax Act.

STMG 5340 : STRATEGIC MANAGEMENT

An Organization consists of different departments and processes. Managers at all level must understand how a company's departments and processes "fit" together to achieve its goal. It focuses on all the functional areas of business and presents a cohesive strategic management model from a strategic perspective. The provides and insight on the strategy adopted by the companies in response to environmental change. The course provides a comprehensive and integrated presentation of current strategic management thinking in a clear and succinct format.

AMAR 5350: ADVANCED MANAGEMENT ACCOUNTING& REPORTING

To enable the students to identify and address the issues relating to financial planning and control in the conducts of corporate managerial decision making.

ITL 5360: INTERNATIONAL TRADE & LOGISTICS

The purpose of this course is to provide students with a thorough grounding in the theory of international trade as well as international trade policy and to demonstrate the relevance of the theory in the analysis of (a) existing patterns of international trade and what determines them, (b) the conduct of trade policy and (c) the economic implications of international trade and trade policy both for individual economies such as New Zealand and the wider international community.

IFM 5420: INTERNATIONAL FINANCIAL MANAGEMENT

The players in the foreign market are increasing in numbers with the presence of the much more liberalized policies and regulations. Students need to acquire knowledge on the functioning of trade globally and its financial implications. Knowledge of foreign exchange activities and the hedging of foreign exchange exposures and other related aspects of risk coverage while doing international business shall be imparted. The objective is to blend sound theoretical knowledge of foreign exchange economics with practical and procedural aspects of banks and other institutions connected with foreign exchange. It also provides understanding of risk management by banks as well as exporters and importers.

SAPM 5410: SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT

The subject represents an attempt to present an integrated account of the working of the capital market. This will help have an insight of the working of the stock market in India and plan personal investment, keeping in view the limitation of the tax structure and other economic influence within the economy. The areas of importance would be like new developments in listing of companies through debt securities. The foreign financial institutions, de listing, buy- back of shares and the like. It will have relevance at the present stage of industrialization in India and its policy of Globalization and Liberalization.

MIS 6320: MANAGEMENT INFORMATION SYSTEMS

The purpose of this course is to provide the fundamentals associated with the management of information technology in a business enterprise. These fundamentals are business concepts in which the influence of information technology has caused change or brought about new concepts. Special emphasis will be placed on understanding the managerial issues that are relevant to usage of computers. The student will be given assignments isolating these issues and will be asked to propose solutions with alternatives.

PRMG 6350: PRODUCTION MANAGEMENT

World class performance in the delivery of high quality, cost competitive products and services is essential to survive in today's global economy. In view of the increasing importance of production and operations management it is essential that budding managers are introduced to strategic decision making, design, planning and control in the production of Goods and services. The subject aims to acquaint students with sound conceptual knowledge of the subject by adopting a practical approach to address various topics related to production management.

IBL 6340 : INTERNATIONAL BUSINESS LAW

This course intends to familiarize the students with the significance need for knowledge basic laws regulating businesses in India. The syllabus is structured to provide conceptual knowledge about the legal framework of Business Contracts.

BAI 6330 : BANKING & INSURANCE

To familiarize the students about the Banking operations and the keen competition in the banking systems. To make students understand the importance of insurance and the basic concepts of insurance. The Course covers important rules and regulations, principles & techniques of Banking & Insurance discipline.

IDTX 6450: INDIRECT TAXES

This paper mainly deals with the Indirect Taxes like Central Excise, its registration Procedures, provisions governing manufacture and removal of excisable goods, provisions relating storage of excisable goods, Classification of goods under the Central excise, Assessment procedures, Departmental organizational set up and the appellate procedures and the various offences and penalties under the Central Excise Act, and the General Principles of Customs Act 1962 and the various provisions under the Act, Provisions of Service Tax and Central Sales Tax.

MACQ 6460- MERGERS AND ACQUISITIONS

The purpose of introducing this specialization is to make the participants familiar with Mergers and acquisitions happening in corporate world To make the participants understand the M&A process To make the participants aware of different valuation approaches To make the participants understand the legal aspects involved in M&A

Course Structure 2015

I - Semester

| Code No | Description | Hrs/week | Credit | Marks |
|------------------|---|-----------|-----------|------------|
| CIS 1020 | Introduction to End user Computing | 5 | 3 | 100 |
| ENGL 1600 | Developing Fluency & Clarity in English | 5 | 5 | 100 |
| GEOG 1000 | World Ecological Problems | 4 | 4 | 100 |
| MATH 1160 | Finite Mathematics | 4 | 3 | 100 |
| ACTY 2100 | Principles of Accounting I | 4 | 3 | 100 |
| BUS 1750 | Business Enterprise | 4 | 3 | 100 |
| LAN 1310 | Second Language | 3 | 3 | 100 |
| FOC 1310 | Holistic Education | 1 | 1 | Grade |
| CAS 1720 | Skill Development | 2 | 1 | Grade |
| T O T A L | | 32 | 26 | 700 |

II - Semester

| Code No | Description | Hrs/week | Credit | Marks |
|------------------|---------------------------------|-----------|-----------|------------|
| ENGL 1050 | Thought & Writing | 4 | 4 | 100 |
| COM 1700 | Interpersonal Communication | 4 | 3 | 100 |
| BUS 2200 | Introduction to Global Business | 4 | 3 | 100 |
| ECON 2010 | Principles of Microeconomics | 4 | 3 | 100 |
| ACTY 2110 | Principles of Accounting II | 5 | 3 | 100 |
| STAT 2160 | Business Statistics | 4 | 3 | 100 |
| LAN 2310 | Second Language | 3 | 3 | 100 |
| PRO 2710 | Industry Review Project | - | 1 | 50 |
| FOC 2310 | Holistic Education | 1 | 1 | Grade |
| CAS 2720 | Skill Development | 2 | 1 | Grade |
| T O T A L | | 31 | 25 | 750 |

III - Semester

| Code No | Description | Hrs/week | Credit | Marks |
|------------------|-------------------------------|-----------|-----------|------------|
| COM 1040 | Public Speaking | 4 | 3 | 100 |
| PSCI 1050 | Critical Thinking in Politics | 4 | 3 | 100 |
| SOC 2000 | Principles of Sociology | 4 | 3 | 100 |
| MGMT 2500 | Organizational Behaviour | 5 | 3 | 100 |
| ECON 2020 | Principles of Macro Economics | 4 | 3 | 100 |
| MKTG 3710 | Research Methodology | 5 | 3 | 100 |
| PRO 3710 | Service Learning Project | - | 1 | 50 |
| FOC 3310 | Holistic Education | 1 | 1 | Grade |
| CAS 3720 | Skill Development | 2 | 1 | Grade |
| T O T A L | | 29 | 21 | 750 |

IV - Semester

| Code No | Description | Hrs/week | Credit | Marks |
|-----------|---|-----------|-----------|------------|
| FIN 6020 | Corporate Finance | 5 | 3 | 100 |
| IMKT 2500 | International Marketing | 4 | 3 | 100 |
| BUS 4500 | Business Ethics & Sustainability | 4 | 3 | 100 |
| SOC 3340 | Pacific - Rim Asian Societies | 4 | 3 | 100 |
| IHRM 4350 | International Human Resource Management | 4 | 3 | 100 |
| CMA 4360 | Cost & Management Accounting | 5 | 4 | 100 |
| PRO 4710 | Entrepreneurship Project | - | 1 | 50 |
| FOC 4310 | Holistic Education | 1 | 1 | Grade |
| CAS 4720 | Skill Development | 2 | 1 | Grade |
| | T O T A L | 29 | 22 | 750 |

V Semester

| Course code | Title | Hrs/week | Credits | Marks |
|-------------|--|-----------|-----------|------------|
| DTX 5330 | Direct Taxes | 4 + 1 | 3 | 100 |
| STMG 5340 | Strategic Management | 4 + 1 | 3 | 100 |
| AMAR 5350 | Advanced Management Accounting & Reporting | 4 + 1 | 3 | 100 |
| ITL 5360 | International Trade & Logistics | 4 + 1 | 3 | 100 |
| IFM 5420 | International Financial Management | 4 | 3 | 100 |
| SAPM 5410 | Security Analysis and Portfolio Management | 4 | 3 | 100 |
| INT 5720 | Internship | - | 4 | 100 |
| CAS 5720 | Skill Development (Elective) | 2 | 1 | Grade |
| EVS 5730 | Environmental Studies | - | 1 | Grade |
| | TOTAL | 30 | 24 | 700 |

VI Semester

| Course code | Title | Hrs/week | Credits | Marks |
|-------------|--|-----------|-----------|------------|
| | Management Information System(Theory) | 3 | 3 | 100 |
| MIS 6320 | Management Information System(Practical) | 2 | 2 | 50 |
| PRMG 6350 | Production Management | 4 + 1 | 3 | 100 |
| IBL 6340 | International Business Law | 4 + 1 | 3 | 100 |
| BAI 6330 | Banking and Insurance | 4 + 1 | 3 | 100 |
| IDTX 6450 | Indirect Taxes | 4 | 3 | 100 |
| MACQ 6460 | Mergers & Acquisitions | 4 | 3 | 100 |
| PRO 6710 | Project | 2 | 3 | 100 |
| | Project(Viva Voce) | - | 2 | 50 |
| CAS 6720 | Skill Development (Elective) | 2 | 1 | Grade |
| ICL 6720 | Indian Constitution Laws | - | 1 | Grade |
| | TOTAL | 32 | 27 | 750 |

| | | | |
|--------------------|-------------|----------------------|------------|
| Total Marks | 4450 | Total Credits | 145 |
|--------------------|-------------|----------------------|------------|

CIS 1020: INTRODUCTION TO END-USER COMPUTING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|------------------------------------|-------------------|-------|---------|
| CIS 1020 | Introduction to End user Computing | 5 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|------------------------------------|--------------|-------------|
| Introduction to End user Computing | 80% | 20% |

Course Description:

This course focuses on developing students' business computing skills along with their understanding of how such skills could be applied in a business environment. The business computing skills covered shall relate to spreadsheets, databases, web page editing and the use of computers as a presentation medium.

Learning Outcome:

The students will get all over idea about the applications.

Level of Knowledge: Computer basics.

UNIT - I

5 Hrs

WebCT, Windows Environment, Spreadsheets.

Level of Knowledge: Computer basics.

UNIT - II

10 Hrs

Worksheets, Cell references, formats, functions, auto shapes, documentation.

Level of Knowledge: Computer basics.

UNIT - III

10 Hrs

Lists, Auditing, Protection, lookup functions, Goal Seek, Linking and Embedding.

Level of Knowledge: Computer basics.

UNIT - IV

5 Hrs

Sort, Filter, Macros, Pivot Tables.

Level of Knowledge: Computer basics.

UNIT - V

5 Hrs

Web page layout considerations, table links and Introduction to Dreamweaver.

Level of Knowledge: Computer basics.

UNIT - VI

8 Hrs

Ms-Word: Tables, Forms, Reports, Mail merge, Sections, Page numbers, Headers, Footers.

Level of Knowledge: Computer basics.

UNIT - VII

7 Hrs

Introduction to Relational Database, Relationships, Multiple Table Queries, Group data in reports.

Level of Knowledge: Computer basics.

UNIT - VIII**5 Hrs**

Websites & Databases, Access in HTML.

Level of Knowledge: Compute basics.**UNIT - IX****5 Hrs**

Introduction to Graphics, Multi-media and Animation.

Level of Knowledge: Computer basics.**Recommended Books:**

1. Adamski, Finnegan, Thomas Course Technology, 2007

2. Zimmerman, Thomson Course Technology, 2008

CIA - Evaluation Pattern

| Assignment | Master Project | Computer Lab | Mid Semester |
|------------|----------------|--------------|--------------|
| 30 | 25 | 15 | 10 |

Mid Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-----------|-------------|------------|-------------|-------|
| 5 x 1 = 5 | 2 x 10 = 20 | 3 x 5 = 15 | 2 x 10 = 20 | 50 |

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-----------|-------------|------------|-------------|-------|
| 5 x 1 = 5 | 2 x 10 = 20 | 3 x 5 = 15 | 2 x 10 = 20 | 50 |

ENGL 1600: DEVELOPING FLUENCY AND CLARITY IN ENGLISH

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---|-------------------|-------|---------|
| ENGL 1600 | Developing Fluency & Clarity in English | 5 | 100 | 5 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---|--------------|-------------|
| Developing Fluency & Clarity in English | 70% | 30% |

Course Description

English 1600 is designed to improve a number of skills, which is inclusive of speaking, reading, listening and writing skills. It uses an integrative approach whereby the English Language components of reading, writing, oral and speaking components are used together to enhance the students' ability to communicate and write effectively in English.

Learning Outcome

Improve the communication skill

Level of Knowledge: General knowledge.**UNIT - I****6 Hrs****Level of Knowledge:** Basic

Introduction: Evaluation Essay, Brainstorming, Writing Thesis Statement, Writing Topic Sentences, Writing Paragraphs.

UNIT - II **6 Hrs**

Level of Knowledge: Basic

Introduction to types of Essay- Descriptive, Argumentative, Narrative, Letter Writing

UNIT -III **6 Hrs**

Level of Knowledge: Basic

Present Time, Past Time, Future Time, Writing an Outline, Writing an Essay.

UNIT - IV **6 Hrs**

Level of Knowledge: Conceptual

Parts of a Speech, Reading Comprehension, Types of Sentences

UNIT -V **10 Hrs**

Level of Knowledge: Conceptual

Connecting Ideas, Speaking -Group Discussion, Essay- Formal Letter, Comparisons

UNIT - VI **10 Hrs**

Level of Knowledge: Conceptual

Count- Noncount Nouns & Articles.

UNIT - VII **10 Hrs**

Level of Knowledge: Conceptual

Phrases & Clauses.

UNIT - VIII **6 Hrs**

Level of Knowledge: Conceptual

Gerunds and Infinitives, Adjectives, Reading Comprehensions, Essay writing

Recommended Books:

1. Schramper Azar, Fundamentals of English Grammar, Pearson Longman ESL, 2011.

CIA - Evaluation Pattern

| | | | |
|----------------|------------|---------------------|---------------------|
| Journal Review | Quiz/ Test | Presentation | Mid Semester |
| 20 | 20 | 10 | 20 |

Mid Semester Examination

| | | | | | |
|------------------|------------------|------------------|------------------|------------------|--------------|
| Section A | Section B | Section C | Section D | Section E | Total |
| 1 x 10 = 10 | 1 x 15 = 15 | 5 x 2 = 10 | 1 x 5 = 5 | 1 x 10 = 10 | 50 |

End Semester Examination

| | | | | | |
|------------------|------------------|------------------|------------------|------------------|--------------|
| Section A | Section B | Section C | Section D | Section E | Total |
| 1 x 10 = 10 | 1 x 15 = 15 | 5 x 2 = 10 | 1 x 5 = 5 | 1 x 10 = 10 | 50 |

GEOG 1000: WORLD ECOLOGICAL PROBLEMS

| | | | | |
|-------------|---------------------------|-------------------|-------|---------|
| Course Code | Course Title | No. of Hours/week | Marks | Credits |
| GEOG 1000 | World Ecological Problems | 4 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------------|--------------|-------------|
| World Ecological Problems | 60% | 40% |

Course Description:

The intent of this course is to give you a large picture of the environments in which we live, and how man interacts and changes that environment. Is change always better? How have we (mankind) effected the environment over our short history here on “Mother” Earth? And finally, what are we, or should we be doing to help save our planet we live on, and make our environments a safer place for our kids? We will obtain this objective a lot of different ways.

Learning Outcome:

Students will get the idea about major issues may vary for developing and developed nations, topics concerned with population pressure, pollution, and urbanization.

Level of Knowledge: Basic Environmental knowledge.

UNIT - I **8 Hrs**

Level of Knowledge: Basic Environmental knowledge.

Introduction to Environmental History; Global Cycles

UNIT - II **8 Hrs**

Level of Knowledge: Basic Environmental knowledge.

Environmental Concern (Establish groups and chose topics)

UNIT - III **5 Hrs**

Level of Knowledge: Basic Environmental knowledge.

Population India and The World

UNIT - IV **8 Hrs**

Level of Knowledge: Basic Environmental knowledge.

Ecosystems; Land Use: Atmospheric, Hydrologic

UNIT - V **6 Hrs**

Level of Knowledge: Basic Environmental knowledge.

Soils; Hazardous Waste

UNIT - VI **10 Hrs**

Level of Knowledge: Analytical

Land Use: Open land and Sustainability; Energy

UNIT - VII **10 Hrs**

Level of Knowledge: Analytical

Biodiversity; Environmental Management

Recommended Books

1. Carolyn Merchant, D. C Health And Company, Major problems in American Environmental History
2. John L Allen , Students Atlas on Environmental Issues

CIA - Evaluation Pattern

| Assignment | Presentation | Mid Semester |
|------------|--------------|--------------|
| 20 | 10 | 30 |

Mid Semester Examination

| Section A | Section B | Section C | Section D | Section E | Total |
|--------------------|--------------------|--------------------|--------------------|--------------------|-------|
| $20 \times 1 = 20$ | $20 \times 1 = 20$ | $20 \times 1 = 20$ | $1 \times 20 = 20$ | $1 \times 10 = 10$ | 50 |

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|--------------------|--------------------|--------------------|-------------------|-------|
| $20 \times 1 = 20$ | $20 \times 1 = 20$ | $20 \times 1 = 20$ | $8 \times 5 = 40$ | 100 |

MATH 1160: FINITE MATHEMATICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------------|-------------------|-------|---------|
| MATH 1160 | Finite Mathematics | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--------------------|--------------|-------------|
| Finite Mathematics | 80% | 20% |

Course Description:

In recent times Mathematics has emerged as the key for major decision making process. The subject is introduced as to give the basic subject giving emphasis on the applications in business. Understanding of mathematical models is essential to project the real life scenario in a simplified form in business. The study of matrices helps to handle mathematical models with many variables. The decision making environment is so complex that the right and appropriate decision can only be made with good analytical skills. The subject is introduced with such an outlook.

Learning Outcome: The learner will develop interest towards mathematical interpretations and analytical skills.

Level of Knowledge: Basic level Mathematical applications.

UNIT - I

5 Hrs

Linear Models

Linear Equations and Inequalities in One variable Linear functions slope and equations of a line linear mathematics models, constructing mathematical models.

UNIT - II

8 Hrs

Systems of linear equations and matrices

Solutions of linear systems by the echelon method solution of linear system by the Gauss Jordan method, Addition and subtraction of Matrices, Multiplication of Matrices, Matrices Inverse, Input-output models.

UNIT - III

8 Hrs

Linear Programming: The graphical Method

Graphing Linear inequalities, Solving Linear programming problems, Graphically, Applications of Linear Programming.

UNIT : IV**8 Hrs****Linear Programming: The Simplex Method**

Slack Variables and the Pivot, standard form, Solving Maximization problems, Minimization, Duality.

UNIT - V**8 Hrs****Sets and Probability**

Sets, Application of Venn Diagrams, Introduction to Probability, Basic Concepts of Probability, Conditional Probability, Independent Events, Bayes' Theorem.

UNIT - VI**12 Hrs****Probability Distributions and Expected Value**

The Multiplication Principle, permutation, combinations, Probability Applications of Counting Principles, Bernouli Trials, Probability Distributions - Binomial, Poisson and Normal distributions, Expected Value.

UNIT - VII**6 Hrs****Game Theory**

Decision Making Strictly Determined Games, Pure and Mixed Strategies, Saddle point, Best strategy and Value of the Game, Maximin-Minimax rule, Dominance rule. 2×2 game without saddle point.

Essential Reading

Goldstein, L.J., Schneider, D.I., & Siegal, M.J. (2010). *Finite Mathematics and Applications*. New Jersey: Pearson Publication.

Recommended Readings

1. Gupta, S.P. (2010). *Statistical Methods*. New Delhi: Sultan Chand.
2. Mohan, R. (2011). *Text Book of Statistics*. 2, Benaka Books.

CIA - Evaluation Pattern

| Assignment | Test / Quiz | Participation | Mid Semester |
|------------|-------------|---------------|--------------|
| 30 | 20 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|-------------------|-------------------|--------------------|-------|
| $5 \times 2 = 10$ | $4 \times 5 = 20$ | $2 \times 10 = 20$ | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|-------------------|-------------------|--------------------|-------|
| $5 \times 2 = 10$ | $4 \times 5 = 20$ | $2 \times 10 = 20$ | 50 |

ACTY 2100 - PRINCIPLES OF ACCOUNTING I

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|----------------------------|-------------------|-------|---------|
| ACTY 2100 | Principles of Accounting I | 5 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------------------|--------------|-------------|
| Principles of Accounting I | 75% | 25% |

Course Description

This course is intended to provide knowledge on accounting practices in sole and partnership firms of 21st century and equip students with concepts, process and reporting of financial statements in modern organizations.

Learning Outcome

- To educate students about the accounting principles and practices
- To know the accounting cycle and steps involved in preparation of financial statements.
- To know the practice of accounting in different forms of business except limited liability companies.

Level of Knowledge

Basics of accounting principles and practices in different forms of business organizations and accounting standards followed for recording transactions.

UNIT - I

Level of Knowledge: Analytical

Introduction to Accounting:

7 Hrs

Meaning, Need for accounting, Internal and External users of accounting information, limitations of accounting, accounting Concepts and Conventions, Accounting Practices, Generally Accepted Accounting Principles, IFRS (concept only).

UNIT - II

Accounting systems & process

12 Hrs

Level of Knowledge: Analytical

Nature of accounting, Accounting equation - Systems of accounting , Process of accounting transactions, types of accounts, Rules of accounting. Journal - Meaning, features, simple and compound entries., Capital and revenue expenditures, Capital and revenue receipts, Contingent assets and contingent liabilities, Preparation of ledgers.

UNIT - III

Subsidiary books

12 Hrs

Level of Knowledge: Analytical

Subsidiary books - material evidences - proforma invoice, debit and credit note, types of subsidiary books - Sales book, Sales return book, Purchases book, Purchase returns book, receivable book, payable book, Cash Book- (Single column, double column, and three columnar cash book, petty cash book) and journal proper.

UNIT - IV

Bank reconciliation statement

10Hrs

Level of Knowledge: Analytical

Need for reconciliation and preparation of bank reconciliation statement.

UNIT - V

10Hrs

Level of Knowledge: Analytical

Preparation of trail balance and rectification of errors

UNIT - VI**16 Hrs****Level of Knowledge: Analytical****Final Accounts**

Preparation of Trading and Profit and Loss account and balance sheet of sole trading concerns and partnership firms including all adjustments

UNIT - VII**Fundamentals of Partnership****8 Hrs****Level of Knowledge: Analytical**

Preparation of partners capital account- fixed and fluctuating-preparation of profit and loss adjustment account –calculation of interest on drawings. Limited liability partnership (concept only)

Essential Reading

Maheshwari, S.N., & Maheshwari, S.K. (2012). *Advanced Accountancy* (10th edi), 1, New Dehli:Jain Book Agency.

Recommended Reading

- Shukla, M. (nd). *Advanced Accounts*, New Delhi:S Chand Group
- Radhaswamy, M & Gupta, R.L. (2010). *Advanced Accountancy*. 2, New Delhi:Sultan Chand & Sons.
- Reddy, A. (2011). *Fundamentals of Accounting*. New Delhi: Himalaya Publishing House
- Gupta, A. (2009). *Financial Accounting for Management: An Analytical Perspective*(1st edi), Noida:Pearson Education.
- Raman, B. S. (2009). *Financial Accounting (1st edi). I & II*, New Dehli:UNITed Publishers.
- Porter, G.A., & Norton, C.L. (2010). *Financial Accounting (IFRS update)*(6th edi), Cengage Learning.
- Vasudeva, S. (nd). *Accounting For Business Managers*. New Delhi:Himalaya Publishing House.
- Arora M. N. (2011). *Accounting For Management*. New Delhi: Himalaya Publishing House.
- Bhattacharya . (nd). *Essentials of Financial Accounting* (Based on IFRS) (2nd edi), Prentice Hall India.
- Jain S P & Narang K L. (nd). *Basic Financial Accounting, I*

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/ Quiz | Mid Semester |
|------------|------------|--------------|------------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

BUS 1750: BUSINESS ENTERPRISE

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---------------------|-------------------|-------|---------|
| BUS 1750 | Business Enterprise | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------|--------------|-------------|
| Business Enterprise | 70% | 30% |

Courses Outline

This subject gives an introduction to the business market. It encompasses the principles of excellence in business education and enables the students to understand various issues that prevail in the business environment.

This subject will give the students a solid overview of past and current business science. The topics discussed in relation to Business Trends; Business Ownership; Business Management; Human Resources; Marketing; Financial Resources etc... are pertinent and current to issues being experienced both locally, nationally, and internationally. It also includes highlights of business personalities from the local, national, and international arenas, and why they are significant in the business world. This subject is informative for anyone interested in learning the foundations of business science.

The expected outcome of this subject is to put students in touch with today's real business issues, and make them understand the way business is to be conducted and help them in leading the way to a successful career.

UNIT 1

Level of Knowledge : Basic

Business. What is Corporate Social Responsibility? How to Succeed. **5 Hrs**

UNIT 2

Level of Knowledge : Basic

Capitalism and Free Market, Entrepreneurship, Why Entrepreneurship Fails? **5 Hrs**

UNIT 3

Level of Knowledge : Basic

Team Roles, Team Development, Positive and Negative Roles, Team process, Team Assignments, Forms of Business Ownerships. **5 Hrs**

UNIT 4

Level of Knowledge : Conceptual

Management and Leadership. Employee Empowerment, Competitive Analysis **5 Hrs**

UNIT 5

Level of Knowledge : Conceptual

Managing the move towards Customer Driven Business Organizations **5 Hrs**

UNIT 6

Level of Knowledge : Conceptual

Managing Production and Operations **5 Hrs**

UNIT 7 **5 Hrs**

Level of Knowledge : Conceptual

Human Resource Management, Finding and keeping the Best Employees

UNIT 8 **5 Hrs**

Level of Knowledge : Analytical

Marketing: Customer and Stakeholder Relationship Marketing, Developing and pricing products and services.

UNIT 9 **5 Hrs**

Level of Knowledge : Analytical

Distributing products effectively and competitively; Supply chain Management, promoting products using interactive and integrated marketing communication.

UNIT 10 **5 Hrs**

Level of Knowledge : Analytical

Understanding Financial Information and Accounting. Financial Management Securities markets, Financing and investing opportunities. Understanding Money and Financial Institutions.

UNIT 11 **5 Hrs**

Level of Knowledge : Analytical

Competing and Global Markets, Motivating and building self managed Teams

UNIT 12 **5 Hrs**

Level of Knowledge : Analytical

Demonstrating Ethical Behavior and Social Responsibility

Essential Reading

William Nickels, James Mc.Hugh, Susan Mc.Hugh (2010). *Understanding Business*. McGraw-Hill.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

ENGL 1050: THOUGHT AND WRITING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------|-------------------|-------|---------|
| ENGL 1050 | Thought & Writing | 5 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-------------------|--------------|-------------|
| Thought & Writing | 60% | 40% |

Course Description:

Thought and Writing is your opportunity to improve upon abilities you have developed in critical thinking, communication, and specifically writing. Our focus will be on careful analysis of ideas, images, stories, and texts, examining how analysis leads to interpretation. The papers required for this course will articulate your analysis and interpretation in prose that meets the expectations of an academic audience. This course requires a significant amount of reading, participation, writing, and rewriting. Broad goals for you in the course include:

- Developing dexterity with processes of generating, drafting, revising, editing, and proofreading.
- Adapting your writing for academic readers by incorporating suggestions from your peers and instructor.
- Developing skill at writing papers which present and elaborate on ideas.

Learning Outcome:

- Students are expected to express their thoughts clearly and effectively.
- They are expected to convey their ideas and outlook in a simple but direct way without making really complicated for the readers.
- Students are expected to connect their classroom learning with their real life situations.
- Students are expected to view anything from others perspective
- They are expected to learn and appreciate the importance of society

UNIT - I **10 Hrs**

Level of Knowledge : Basic

Introduction: Intro to Exploratory Writing

UNIT - II **12 Hrs**

Level of Knowledge : Basic

Exploratory Draft

UNIT - III **15 Hrs**

Level of Knowledge : Basic

Conferences

UNIT - IV **15 Hrs**

Level of Knowledge : Conceptual

Sentence combining

UNIT - V **8 Hrs**

Level of Knowledge : Conceptual

Thesis statements, Research strategies, Prewriting

Essential Reading

1. Steven M View, CA (McGraw Hill) Mayfield, 1996 – Writing Exploratory Essays.

Recommended Reading

1. Silverman, Jay, Hughes, Elaine and Roberts Wienbroer, Diana, New McGraw Hill, 2010 – Rules of Thumb: A guide for Writers.

CIA - Evaluation Pattern

| Assignment | Class Participation | Test | Mid Semester |
|------------|---------------------|------|--------------|
| 25 | 5 | 10 | 30 |

Mid Semester Examination

| Section A | Section B | Total |
|-------------|-------------|-------|
| 1 x 15 = 15 | 1 x 15 = 15 | 30 |

End Semester Examination

| Section A | Section B | Total |
|-------------|-------------|-------|
| 1 x 15 = 15 | 1 x 15 = 15 | 30 |

BUS 2200 : INTRODUCTION TO GLOBAL BUSINESS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---------------------------------|-------------------|-------|---------|
| BUS 2200 | Introduction to Global Business | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------------------|--------------|-------------|
| Introduction to Global Business | 70% | 30% |

Course Description:

The course focuses imparting knowledge and skills on- a)history, evolution , growth & development of International Business. b) Reasons for Existence of MNC s and their strategies c) Government policies & procedures applicable for International Business.

The Course is designed to impart sound knowledge about International Business operations through lectures, seminars, case studies & Group Discussions etc. to make learning challenging

Learning Outcome: After completion of the Course students will be able to have an awareness about the foundations of basis of trade and gains from trade, opportunities and challenges involved , and support and strategy parameters of International Business from an Indian perspective.

Level of Knowledge: Foundation level , Fundamental understanding of International Business- Theories, Policies ,Procedure & Operations

UNIT - I

8 Hrs.

Introduction To International Business

Level of Knowledge : Basic

Evolution of international business, nature of international business, need & importance of International Business, stages of internationalization, (EPRG) approaches to international business, theories of international business - Mercantilism , Absolute Advantage, Comparative Advantage, Factor Endowment, Competitive Advantage. Tariff and non tariff and barriers.

Introduction to Political, Economic, Social-Cultural & technological environment of international business.

UNIT - II **10 Hrs.**

Modes Of Entering International Business

Level of Knowledge : Basic

International business analysis- modes of entry- exporting (direct and indirect) licensing, franchising, contract manufacturing, management contracts, turnkey projects, Joint ventures- Mergers and Acquisitions- Foreign direct investment -Comparison of different modes of entry

UNIT - III **5 Hrs.**

Globalization

Level of Knowledge : Basic

Meaning- Definition and Features-Globalization, -Advantages and Disadvantages, Socio-Cultural, Political & Legal and Economic Implications, Globalization and India. GATT and WTO

UNIT - IV **12Hrs.**

Mncs And International Business

Level of Knowledge : Basic

Definition. Distinction among Domestic Companies, International company , MNC, Global Company and TNC, Merits and Demerits , MNC s and India.. OECD Guidelines for Multinational Enterprises. a) Concepts and Principles b) General Policies c) Disclosure, d) Employment and Industrial Relations, e) Environment, f) Combating Bribery, g) Consumer Interests h) Science and Technology, i) Competition., j) Taxation

UNIT - V **2 Hrs.**

International Marketing Intelligence

Level of Knowledge : Conceptual

Information required, Sources of information, International marketing information System, International marketing Research.

UNIT - VI **4 Hrs.**

Introduction To International Finance

Level of Knowledge : Conceptual

Trade and Balance of payment, Current items, Capital Items, Disequilibrium of balance of payments and rectification, components of International financial systems, Forex market, Euro currency market, IMF and International Monetary system. Exchange Rate determination (Concept only), Capital account convertibility.

UNIT - VII **4 Hrs.**

Export Financing And International Payments

Level of Knowledge : Conceptual

Export credits, Method and sources of credit, Methods of payments in International Business, Financing techniques, ECGC, Exim bank and their role.

UNIT - VIII**05Hrs****Export Import Documentation****Level of Knowledge : Conceptual**

Important Trade Terms in International Trade:

[Introduction: CIF, F.O.B, F.O.B Contract with additional services, F.O.B Contract (Buyer contracting with carrier), FAS, EX SHIP & Arrival Contracts,, C& F, EX WORKS & EX STORE CONTRACTS, FOR CONTRACTS, SALE OF A CARGO & EX- QUAY Contracts.

Export and import procedure, document required their relevance

UNIT - IX**10 Hrs.****Export Promotion****Level of Knowledge : Conceptual**

Assistance and Incentives to Indian Exporters, Export Promotion measures/Schemes: Market development assistance, Cash compensatory scheme, duty drawback scheme, Replenishment licensing scheme, Duty exemption scheme.

Role and functions of DGFT, IIFT, RBI, EXIM Bank, ECGC & EPCs IN PROMOTING

International Trade

Highlights of Latest EXIM Policy.

Prohibition on Importation and exportation of Goods (In national Interest)

Essential Reading:Rakesh Mohan Joshi. (2011). *International Business*, Oxford University Press, New Delhi.**Recommended Reading:**

- Sumati Varma. (2013). *International Business (1st edi)*, Pearson.
- Charles Hill. (2011). *International Business: Text & Cases*, Tata McGraw Hill, New Delhi.
- Warren J. Keegan. (2010). *Global Marketing Management (9th edi)*, Prentice Hall of India, New Delhi.
- International Business by Daniel and Radebaugh –Pearson Education- 10th Edition

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test / Quiz | Mid Semester |
|------------|------------|--------------|-------------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

COM 1700: INTERPERSONAL COMMUNICATION

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-----------------------------|-------------------|-------|---------|
| COM 1700 | Interpersonal Communication | 4 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-----------------------------|--------------|-------------|
| Interpersonal Communication | 60% | 40% |

Course Objective

The objective is to be able to identify personal behaviors that aid interpersonal communication processes and strengthen them as well as the identification of behaviors that are detrimental to effective interpersonal communication.

- To develop personal theories, knowledge, skills and understanding related to the area of interpersonal communication
- To be able to communicate effectively and successfully in everyday interpersonal situations
- To be able to apply the concepts learnt to continue to use productively in professional social and personal areas.

Course Description:

This course introduces the practices and principles of interpersonal communication in both dyadic and group settings. Emphasis is on the communication process; issues addressed include perception, listening, self-disclosure, speech apprehension, ethics, nonverbal communication, conflict, power, and dysfunctional communication. Upon completion, students should be able to demonstrate interpersonal communication skills, apply basic principles of group discussion, and manage conflict in interpersonal communication situations.

Learning Outcomes

After completing this class students will be able to:

- Describe the nature of communication including a specific definition of interpersonal communication;
- Identify, explain and analyze the psychological, social, cultural and linguistic factors which affect the interpersonal communication of humans;
- Describe and apply specific skills to the following areas of the human communication process: perception, empathy, listening, and conflict management.

Level of knowledge required: Basic

UNIT - I

9 Hrs

Interpersonal Communication Preliminaries and Culture in Interpersonal Communication

The Importance of Interpersonal Communication. The Nature of Interpersonal Communication, Purposes of Interpersonal Communication, Elements of Interpersonal Communication and Axioms of Interpersonal Communication. Culture and Interpersonal Communication: The Nature of Culture The Relevance of Culture The Aim of a Cultural Perspective. How Cultures Differ :Power Distances Masculine and Feminine Cultures Individual and Collective Orientation High- and Low-Context Cultures .Intercultural Communication A Model of Intercultural Communication Principles for Improving Intercultural Communication

Level of knowledge required: Basic

UNIT - II

8Hrs

Communication and the Self Perception

Communication and the self concept presenting the self, communication as impression management. The perception process, influences on perception, common tendencies and

perception, perceiving others more accurately, perceptions and emotions

Level of knowledge required: Basic

UNIT - III

8 Hrs

Listening and Universals of Verbal and Nonverbal Messages Interpersonal Communication

The importance of listening, the challenges of listening, reasons for listening, components of listening, types of listening responses. The Interaction of Verbal and Nonverbal Messages, Meaning Principles And Message Principles

Level of knowledge required: Conceptual

UNIT - IV

5 Hrs

Language

The nature of language, the impact of language, uses (and abuse) of language, gender and language

Level of knowledge required: Analytical

UNIT - V

5 Hrs

Dimensions of interpersonal relationships

Goals of interpersonal relationships, why we form relationships, communications and relational states, communicating about relationships, compliance gaining in interpersonal relationships, making relationships work.

Level of knowledge required: Analytical

UNIT - VI

5 Hrs

Communication climate

What is Communication climate? How Communication climates develop, creating positive climates, transforming negative climates

Level of knowledge required: Analytical

UNIT - VII

5Hrs

Intimacy and distance in relationships

Intimacy and distance, striking a balance, inferences on intimacy and distance, self disclosure in relationships, alternatives to self disclosure, choosing and optimum level of self disclosure

Level of knowledge required: Analytical

UNIT - VIII

5 Hrs

Managing conflicts

What is conflict? Function and dysfunctional conflicts, individual conflict styles, conflict in relational systems, variable in conflict style, methods of conflict resolutions.

Level of knowledge required: Analytical

UNIT - IX

10 Hrs

Power in Interpersonal Relationships

Principles of Power .Types of Power: Communicating Power, Speaking Power, Nonverbal Power, and Listening Power. Compliance Gaining and Compliance Resisting Empowering Others

Essential Reading

Devito, Joseph. (2009). *The Interpersonal Communication*, Pearson publication.

Recommended Readings

Adler, Ronald B. Lawrence ,B Reseafeld and Neil, Towne.(2009). *Interplay*, Harcourt Brace.

Movies: Outsider, My fair lady movie, Children of the Lesser God

CIA - Evaluation Pattern

| Assignment | Activity/ Quiz | Presentation | Movie Review | Mid Semester |
|------------|----------------|--------------|--------------|--------------|
| 10 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

ECON 2010: PRINCIPLES OF MICROECONOMICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|------------------------------|-------------------|-------|---------|
| ECON 2010 | Principles of Microeconomics | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|------------------------------|--------------|-------------|
| Principles of Microeconomics | 75% | 25% |

Objective:

This course is designed to provide you with a basic understanding of microeconomic concepts. You will learn to understand and use the tools that economists use to analyze various economic issues and apply the science of economics to everyday problems. This course introduces the concepts of scarcity and opportunity cost, supply and demand, the demand for goods, costs of production, market structures, labor markets, regulation and deregulation of business, financial markets, taxation, welfare, social security, and an introduction to international trade and finance. Students completing this course will have a greater understanding of key microeconomic issues and how they affect businesses and individuals, as well as the important economic terms and trends.

Learning Outcomes- Consumer equilibrium, market equilibrium, producer equilibrium, international is happening also role of govt. in attaining optimization.

UNIT - I: Introduction

10 Hrs

Level of Knowledge: Basic/Conceptual

Ten Principles of Economics – Thinking like an economist – Interdependence and the Gains from Trade.

UNIT - II: How Markets Work **12 Hrs**

Level of Knowledge: Basic/Conceptual

The market forces of demand and supply - Elasticity and its application - Supply, Demand and Government Policies.

UNIT - III: Markets And Welfare **16 Hrs**

Level of Knowledge: Basic/Conceptual

The theory of consumer choice (Cardinal utility analysis: Law Diminishing Marginal Utility and Law of Equi-marginal utility - Ordinal Utility analysis: Indifference curve approach) - Consumers, Producers and the Efficiency of Markets - Application: The costs of taxation and International Trade.

UNIT - IV: The Economics Of The Public Sector **10 Hrs**

Level of Knowledge: Basic/Conceptual

Externalities - public goods and common resources - The design of the tax system.

UNIT - V: Firm Behavior And The Organization Of Industry **12 Hrs**

Level of Knowledge: Basic/Conceptual

The costs of production - Firms in Competitive Markets - Monopoly - Oligopoly - Monopolistic competition.

Recommended Reading:

1) Mankiw, N.Gregory, Thomason South western, 2004 - Principles of Microeconomics.

CIA - Evaluation Pattern

| Assignments(3) | Article Review | Presentation | Test | Mid Semester |
|----------------|----------------|--------------|------|--------------|
| 30 | 5 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 2 x 8 = 16 | 4 x 6 = 24 | 1 x 10 = 10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 2 x 8 = 16 | 4 x 6 = 24 | 1 x 10 = 10 | 50 |

ACTY 2110 - PRINCIPLES OF ACCOUNTING II

| Course Code | Course Title | No. of ours/week | Marks | Credits |
|-------------|-----------------------------|---------------------|-------|---------|
| ACTY2110 | Principles Of Accounting II | 5 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-----------------------------|--------------|-------------|
| Principles Of Accounting II | 75 | 25 |

Course Description

To make students familiar with the Accounting practices of limited liability companies and to understand the concepts, processes and procedures that comprise financial accounting for business enterprises on domestic and international front.

Learning Outcome

- To acquaint students with public issue process and accounting effects.
- To understand the AS14 accounting procedures for mergers and takeovers.
- To comprehend the reconstruction accounting procedure in Indian.
- To equip students with the knowledge of global accounting practices and recent developments in accounting profession.

Level of Knowledge

Basics of accounting principles and practices in different forms of business organizations and accounting standards followed for recording transactions.

UNIT - I

15 Hrs

Level of Knowledge: Analytical Share capital -Issue of Shares

Meaning- Kinds of Shares- Recent developments in public issue of shares - Book building – process of book building in detail-Fixed price methods – Problems on issue and allotment of Shares.

Valuation of Goodwill- features of goodwill- types of goodwill- Methods of valuing the goodwill – Arbitrary assessment, capitalization method, Purchase of past average profits method, Super profit method.

Valuation of shares (theory only)

UNIT - II

20Hrs

Level of Knowledge: Analytical

Final Accounts of Limited Liability Companies: Preparation of Income Statement/Profit and Loss Account, Profit and Loss Appropriation Account and Balance Sheet – (horizontal and vertical) in accordance with the provisions of the existing Companies Act (Excluding Managerial Remuneration).

UNIT - III

20 Hrs

Level of Knowledge: Analytical

Amalgamation, Absorption & External reconstruction of Companies: Pooling Method by nature of business (Amalgamation) and business purchase (Absorption and external reconstruction) as per Accounting Standards – 14. Difference between Amalgamation and Absorption - Calculation of purchase Consideration under Different methods, Settlement of Purchase Consideration - Problems on Amalgamation, Absorption and External Reconstruction (excluding inter-company transactions and holdings).

UNIT - IV

14 Hrs

Level of Knowledge: Analytical

Internal Reconstruction

Meaning, Forms of Reconstruction, Alteration of Capital and Capital Reduction - Internal Reconstruction Vs External reconstruction, Practical Problems

UNIT - V

Accounting Standards and IFRS

6 Hrs

Level of Knowledge: Conceptual

IFRS and proposed changes in Indian Accounting Standards

Essential Reading

Jain, S.P., & Narang, K.L. (2012). *Advanced Accounting, 2*, New Delhi: Kalyani Publishers.

Recommended Reading

1. Gupta, R. L., & Radhaswamy, M. (2010). *Advanced Accountancy, 2*, New Delhi:Sultan Chand & Sons.
2. Gupta, R.L., & Radhaswamy, M. (2012). *Corporate Accounting*. New Delhi:Sultan Chand and Sons.
3. Kaur, J. (nd). *IFRS: A Practical approach*. New Dehli:McGraw Hill.
4. Monga, J.R. (2011). *Fundamentals of Corporate Accounting*, New Delhi :K.L Malik and Sons Pvt. Ltd,
5. Shukla, M.C., Grewal, T.S., & Gupta, S.C. (2011). *Advanced Accounts(revised edi)* New Delhi:Jain Book Agency.
6. Sehgal, A., & Sehgal, D. (2011). *Advanced Accounting, 2*, New Delhi: Taxmann.
7. Maheshwari, S.N., & Maheshwari, S.K.(2009). *Corporate Accounting (5th edi)*.New Delhi: Jain Book Agency.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/Quiz | Mid Semester |
|------------|------------|--------------|-----------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

STAT 2160: BUSINESS STATISTICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---------------------|-------------------|-------|---------|
| STAT 2160 | Business Statistics | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------|--------------|-------------|
| Business Statistics | 80% | 20% |

Course Description:

The course is designed to familiarize the students with analytical approach which support business research and decision making process. The course includes simple Statistical concepts to analysis of data using simple Statistical packages. It emphasizes the need for handling large volume of statistical data in making right decisions. This covers simple and important tests of significance which is an essential approach in research and other related applications.

Course Objectives:

- To familiarize the students with Statistical concepts and their applications in business and research.
- To equip the students with Statistical tools which support business research and make better decisions.

Learning Outcome

- To use statistical techniques in decision
- To develop skills in structuring and analyzing business problems statistically
- To understand marketing, financial, manufacturing and other functions of an organization with statistical techniques.

UNIT I

Statistics - An Over view

8 Hrs

Growth and development of statistics, definition, descriptive and inferential statistics, importance and scope of statistics, statistical thinking, modern management. The need for research, sources of data for research, Limitations of statistics, Data collection, classification and tabulation, diagrammatic and graphic representation of data.

Level of Knowledge: Basic

UNIT II

Measures of central tendency and dispersion.

10 Hrs

Central tendency - Arithmetic mean, weighted mean, median, mode

Dispersion- Range, Quartile deviation, mean deviation, standard deviation, coefficient of variation.

Level of Knowledge: Basic

UNIT III Sampling distributions and Estimation

10 Hrs

The need for sampling distributions, sampling distribution of the mean and the proportion, sampling from finite populations, standard error and its utility.

Point and confidence interval estimates, confidence interval estimation of the mean (ex known), confidence interval estimation of the mean (x unknown), prediction interval for a future individual value, confidence interval estimation for the proportion.

Level of Knowledge: Conceptual

UNIT IV Hypothesis testing

10 Hrs

Null and alternative hypotheses, significance level, confidence level, Type I and Type II errors, critical region. Test of hypothesis for the mean (x known), summarizing the steps, the p value approach, two tailed test, test of hypothesis for the mean (x unknown), one tailed test, the p value approach- one tailed test, test of hypothesis for a proportion (one sample), a connection between confidence intervals and hypothesis testing, computers and the real estate survey. Testing for the difference between proportions from two independent populations using the normal approximation. Testing the difference between proportions from independent populations, chi square test for independence, testing for difference between proportions from two related populations.

Level of Knowledge: Analytical

UNIT V Linear correlation and regression

8 Hrs

Simple and multiple correlation, positive and negative correlation.

Scatter diagram, Karl Pearson's and Spearman's methods,

Regression coefficients, lines of regression, relation between correlation coefficient and regression coefficients.

Level of Knowledge: Conceptual

UNIT VI Time series Analysis and Forecasting

6 Hrs

Importance, components, Trend – Free hand method, method of semi averages, method of moving averages, method of least squares,
Forecasting – methods of forecasting.

Level of Knowledge: Conceptual

UNIT VII Index Numbers

6 Hrs

Introduction- Uses of Index numbers, Types of index numbers. Problems in the construction of Index numbers, Method of Constructing index numbers.

Tests of consistency of Index number- Unit test, Time Reversal Test, Factor Reversal Test, Cost of living Index Number, WPI, IIP

Level of Knowledge: Basic

UNIT VIII

Use of computers for descriptive statistical analysis.

2 Hrs

Introduction and overview, using statistical packages for qualitative data, using statistical packages for quantitative data, using statistical packages for crossed tabulations, the computer and the researcher.

Level of Knowledge: Application

Essential Reading

JK.Sharma (2012), *Fundamentals of Business Statistics*, Pearson Publishers, New Delhi.

Recommended Reading

1. JK.Sharma (2011), *Business Statistics*, Pearson Publishers, New Delhi.
2. G C Beri (2011), *Business Statistics*, TaTa McGraw Hill Publishers, New Delhi.
3. S.P. Gupta (2010), *Statistical Methods*, Sultan Chand Publishers, New Delhi.

CIA - Evaluation Pattern

| Micro Project | Case Study | Presentation | Test | Mid Semester |
|---------------|------------|--------------|------|--------------|
| 15 | 10 | 10 | 15 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

COM 1040: PUBLIC SPEAKING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-----------------|-------------------|-------|---------|
| COM 1040 | Public Speaking | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-----------------|--------------|-------------|
| Public Speaking | 85% | 15% |

Objective:

The study of the application of principles of communication underlying effective oral presentations, with attention given to speaking in business, professional and public settings. Includes practice in preparing, presenting and evaluating speeches and other forms of oral presentations.

Learning Outcome :

- To improve fluency in speaking.
- To enhance students confidence level in public speaking.
- To improve their communication skills.

UNIT - 1

Level of Knowledge : Basic

Overview **2 Hrs**

UNIT - II

Level of Knowledge : Basic

Anxiety, **2 Hrs**

UNIT - III

Level of Knowledge : Basic

Your First Speech **4 Hrs**

UNIT - IV

Level of Knowledge : Basic

Listening **4 Hrs**

UNIT -V

Level of Knowledge : Basic

Selecting a Topic **4 Hrs**

UNIT - VI

Level of Knowledge : Basic

Understanding Audiences **4 Hrs**

UNIT - VII

Level of Knowledge : Basic

Supporting your Speech **3 Hrs**

UNIT - VIII

Level of Knowledge : Basic

Organizing Your Ideas **3 Hrs**

UNIT - IX

Level of Knowledge : Basic

Intros and Conclusions **3 Hrs**

UNIT - X

Level of Knowledge : Conceptual

Outlining **3 Hrs**

UNIT - XI

Level of Knowledge : Conceptual
Language

3 Hrs

UNIT - XII

Level of Knowledge : Conceptual
Delivering Your Speech

3 Hrs

UNIT - XIII

Level of Knowledge : Conceptual
Visual Aids

3 Hrs

UNIT - XIV

Level of Knowledge : Conceptual
Informative Speaking

3 Hrs

UNIT - XV

Level of Knowledge : Conceptual
Persuasive Speeches

3 Hrs

UNIT - XVI

Level of Knowledge : Conceptual
Persuasive Strategies

3 Hrs

UNIT - XVII

Level of Knowledge : Conceptual
Special Occasions

3 Hrs

UNIT - XVIII

Level of Knowledge : Conceptual
Small Groups

2 Hrs

Recommended Books:

- 1) Sellnow, Deanna Thomason: Wadsworth, 2002 – Public Speaking: A Process Approach. Evaluation Pattern: **Only Speeches.**

PSCI 1050: CRITICAL THINKING ABOUT POLITICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------------------|-------------------|-------|---------|
| PSCI 1050 | Critical Thinking in Politics | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-------------------------------|--------------|-------------|
| Critical Thinking in Politics | 75% | 25% |

Description: The primary objectives of this course are to impart a functional ability to reason well, and to improve your analytical skills and instincts. In addition to familiarizing you

with elementary methods of argument composition and analysis, the course is further designed to aid you in understanding the essential principles involved in the theory and practice of reasoned decision making.

Course Objective

Critical Thinking is the process by which we develop and support our beliefs, and evaluate the strength of arguments made by others in real-life situations. In this course students will practice some of the most central and important skills of critical thinking and focus on the applying those strategies to understanding current issues, belief systems and ethical positions. We will analyze media, the current political environment and our own beliefs and moral inclinations.

Course Learning Outcome

Demonstrate skills in elementary inductive and deductive reasoning. Identify and understand basic formal and informal fallacies of language and thought. Identify assumptions upon which conclusions depend

Level of knowledge required: Basic

Unit I

4Hrs

Foundations of arguments: Foundations of arguments; Persuasive argumentation; Value assumptions. What Is a Critical Thinker and When Do You Need to Be One

Level of knowledge required: Basic

Unit II – Values And Ethics

4Hrs

What Price Ethics and Can You Afford Not to Pay? Value assumptions and conflicts ethics--an important dimension of values .Ideal values versus real values ethics in argumentation ethical decision making

Level of knowledge required: Conceptual

Unit III – Reality Of Assumptions

4Hrs

It's Eleven O'clock. Do You Know Where Your Assumptions Are? Reality assumptions detecting reality assumptions, the importance of examining assumptions, deductive reasoning using toulmin's method to understand deduction .The uses of deductive reasoning

Level of knowledge required: Analytical

Unit IV- Inductive arguments: Statistical and causal generalizations

8Hrs

inductive reasoning statistical evidence the many uses of statistics how the research is done checklist for polls and statistical studies using surveys as evidence statistical generalizations the reporting of statistical studies: truths, half-truths, and distortions causal generalizations Hume's conditions for cause and effect technical causation multiple causes mill's analysis of cause and effect using difference and similarity together to determine cause

Level of knowledge required: Analytical

Unit V- Inductive generalizations: Controlled studies and analogies

8Hrs

Who Said So? And Who Are They Anyway? Research design criteria for evaluating research findings controversy in research findings checklist for making, evaluating, repairing, and

refuting arguments use of authority: expert testimony problems with expert testimony reasoning by analogy .

Level of knowledge required: Analytical

Unit VI- KARGILWAR An overview Kashmir issues and cause **4Hrs**

Level of knowledge required: Analytical

Unit VII- Reasoning Errors And The Power Of Language **8Hrs**

Facts inadequate reasons as fallacies that mislead denotation and connotation the power of connotation reification: when words take on more power than reality meanings are in people the problem of vagueness ambiguity in language double speak, including weasel words .

Level of knowledge required: Analytical

Unit VIII- Suggestion In Media And Discussion/Debate **8Hrs**

suggestion in daily life televised suggestion in print media the power of media to shape information a bag of marketing and advertising tricks storytelling as persuasion citizens, consumers, and relationships in an age of technology. Discussion/debate of drug policy; Suggestion in the Media; Review of suggestion in the media, debate on drug policy

Level of knowledge required: Analytical

Unit IX- Movies **12Hrs**

Gandhi, To Kill mocking Bird , The Pursuit of Happiness, Million dollar baby

Essential Reading

Diestler, Sherry(2009). *Becoming a Critical Thinker*, Prentice Hall.

Recommended Reading

Bailin, Sharon and Battersby, Mark (2010) Reason in the Balance: An Inquiry Approach to Critical Thinking, McGraw-Hill Ryerson Limited

Watch: Digital Nation, Nova/FrontLine: (1.5hrs); Internet & its Influence, wiki page

Read: Internet & its Influence, wiki page

World View & Belief Systems

Read: Paradigms & World View, wiki page

Handout: Essay #1/World View

In-Class Activity: World View Puzzle

Read: Evolution & the Universe, wiki page

Watch Video: Mind’s Big Bang, Ep. 6, Evolution, Nova, PBS; Evolution & Universe, wiki

World View & Belief Systems

Watch Video: What About God, Ep. 7, Evolution, Nova, PBS; Evolution & Universe, wiki

In-Class: Scientific Method, wiki page

CIA - Evaluation Pattern

| Movie Analysis | Case Study | Presentation | Test | Mid Semester |
|----------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

SOC 2000: PRINCIPLES OF SOCIOLOGY

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------------|-------------------|-------|---------|
| SOC 2000 | PRINCIPLES OF SOCIOLOGY | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-------------------------|--------------|-------------|
| PRINCIPLES OF SOCIOLOGY | 70% | 30% |

Course Description:

This course is designed to introduce the students to the study of social phenomena from a sociological perspective. It aims to familiarize the students with the basic concepts, theoretical perspectives in Sociology and the significant social institutions. The purpose of this course is to help students to have a sociological imagination and understanding the meaning and significance of social practices in a critical way.

Course Learning Outcome:

- To familiarize with the discipline of Sociology.
- To understand the basic concepts in Sociology.
- To develop Sociological imagination.

Level of knowledge: Basic/Conceptual

UNIT- I Sociology and Culture

8 Hrs

Level of knowledge: Basic/Conceptual

- a. Sociology, Sociological Imagination
- b. Sociological Perspectives
- c. Culture

UNIT -II Socialization

6 Hrs

Level of knowledge: Basic/Conceptual

- a. Socialization – concept, theories, agents.
- b. Social Structure

UNIT- III Groups & Organisations

5 Hrs

Level of knowledge: Basic/Conceptual

- a. Groups
- b. Organizations

UNIT - IV Deviance & Social Control **8 Hrs**
Level of knowledge: Basic/Conceptual
 Deviance & Social Control

UNIT -V Social Stratification **8 Hrs**
Level of knowledge: Basic/Conceptual
 Social Stratification- Caste & Class

UNIT - VI Forms of Stratification & Institutions **10 Hrs**
Level of knowledge: Basic/Conceptual
 a. Race & Ethnicity
 b. Gender & Age
 c. Politics & Economy
 d. Marriage & Family

UNIT- VII Social Change **10 Hrs**
Level of knowledge: Basic/Conceptual
 a. Education & Religion
 c. Population & Urbanization
 d. Social Change

Essential Readings

Henslin, Jim. (2009). *Sociology: A Down to Earth Approach*. (10th ed.). USA:Pearson.
 Macionis, John. (1996). *Sociology*. New Jersey: Prentice Hall.

Recommended Readings

Jayaram, N. (1988). *Introductory Sociology*. Madras:Mac millan.

Visual Texts

1. Gods Must Be Crazy- A (1980) South African comedy film written and directed by Jamie Uys Concerns with various concepts related to culture and socialization.
2. India Untouched - Directed by Stalin Kurup (2007). This documentary is the most comprehensive look at the issues of untouchables in India.
3. Aarakshan- A (2011) Indian Hindi drama film directed by Prakash Jha. It is a socio-political drama based on the controversial policy of caste based reservations in Indian government jobs and educational institutions.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Total |
|-------------|-------------|-------|
| 1 x 10 = 10 | 10 x 5 = 50 | 60 |

End Semester Examination

| Section A | Section B | Total |
|-------------|-------------|-------|
| 1 x 10 = 10 | 10 x 5 = 50 | 60 |

MGMT 2500: ORGANISATIONAL BEHAVIOUR

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------------------|-------------------|-------|---------|
| MGMT 2500 | Organizational Behaviour | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--------------------------|--------------|-------------|
| Organizational Behaviour | 75% | 25% |

Course Description

Although people were always regarded as important in managing organizations, their centrality has become sharper in today's changing world. Organizational Behavior consists of Understanding, Predicting and influencing individuals, groups and organizations. The course is structured with ten UNITS which not only introduce OB concepts but also helps understand its application in the real world.

Course Objectives

- 1) To acquaint students with basic knowledge of OB.
- 2) To help them appreciate the practicality of the concepts taught.
- 3) To help them understand themselves, groups and organization for better productivity at work.

Learning outcome

- Students will be able to understand what aspects of individuals, groups and organization as a whole will be evaluated.
- Will help students groom themselves not only to be better individuals but also as good team players for better organizational productivity.
- Entrepreneurs will get to know about the OB issues they will have to tackle.

Level of Knowledge

The subject aims to provide basic knowledge of OB concepts. Various topics learnt in Subjects like Management concepts can be better linked to the corporate scenario through this subject.

UNIT -I Organizational behavior

6 Hrs

Level of Knowledge: Basic

Meaning, Nature and Scope, contribution from other disciplines, Challenges and opportunities for OB, Developing an OB model.

UNIT -II Personality & Emotions

9 Hrs

Level of Knowledge: Basic

Definition, determinants of personality, Personality traits, and Major personality attributes influencing OB, Theories of personality - Erickson's personality, Freudian theory and Trait theory, Personal effectiveness- Johari Window.

What are emotions? Felt versus displayed emotions, Gender and emotions, OB applications.

UNIT -III Learning

8 Hrs

Level of Knowledge: Basic

Meaning of learning – Learning process – Learning theory of Organizational Behavior- Classical- Operant conditioning- Cognitive- Observation Theory-Shaping behavior-Specific organizational applications.

UNIT -IV Values, Attitudes & Job satisfaction 5 Hrs

Level of Knowledge: Conceptual

Importance of values-Types-Values, loyalty and ethical behavior-values across cultures. Meaning, Characteristics, Components, types and Formation of attitudes-change in attitude- Barriers to change- How to minimize the barriers. Job satisfaction-Effect on employee performance-Expression of Job dissatisfaction.

UNIT-V Perception 5 Hrs

Level of Knowledge: Conceptual

Meaning and definition – Need, Factors influencing perception, attribution theory, frequently used shortcuts in judging others, perceptual consistency, Context and definition, Interpersonal perception, organizational applications.

UNIT-VI Group Behavior and Group Dynamics 5 Hrs

Level of Knowledge: Conceptual

Meaning – Types – Stages of group formation- Groups in the organization – Group size and status – Influences –Roles and relationship and group behavior – Characteristics – Behavior problem, Group norms – Cohesiveness, feature Effects – Group thinking, Symptoms, Influence and Remedy – Group decision making techniques.

UNIT -VII Leadership 5 Hrs

Level of Knowledge: Conceptual

Concept – Theories of leadership-Trait theories, behavioral theories, contingency theory, Hersey and Blanchard’s situational theory, Neo charismatic theories, Leadership style – Managerial Grid – Contemporary issues in leadership, Models of leadership development.

UNIT - VIII Motivation: From concept to application 5 Hrs

Level of Knowledge: Conceptual

MBO- Employee recognition programs-employee involvement programs-Flexible benefits-Special issues in motivation.

UNIT- IX Organizational Culture 3 Hrs

Level of Knowledge: Analytical

Definition-functions-creating and sustaining cultures-how employees learn culture.

UNIT-X Organizational Change 4 Hrs

Level of Knowledge: Analytical

Meaning – Nature of work change, Pressure for change – Change process, Types of change, Factors influencing change, Resistance to change, Organizational Behavior techniques. How to minimize changes in the organization.

Essential Reading

- 1) Robbins. P, Organizational Behavior, PHI, 13th edition.

Recommended Reading

- Pareek.U, Understanding Organizational Behavior, Oxford,2ND edition.

- Luthans. F, Organizational Behavior, McGraw hill, 5th edition.
- Greenberg.J and Baron.R.A, Behavior in organizations, PHI,2nd edition.
- Parikh.M and Gupta.R, Organizational Behavior, McGraw hill, 4TH edition.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-------------------|-------------------|--------------------|--------------------|-------|
| $5 \times 2 = 10$ | $3 \times 5 = 15$ | $1 \times 10 = 10$ | $1 \times 15 = 15$ | 50 |

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-------------------|-------------------|--------------------|--------------------|-------|
| $5 \times 2 = 10$ | $3 \times 5 = 15$ | $1 \times 10 = 10$ | $1 \times 15 = 15$ | 50 |

ECON 2020 - PRINCIPLES OF MACRO ECONOMICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------------------|-------------------|-------|---------|
| ECON 2020 | Principles of Macro Economics | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-------------------------------|--------------|-------------|
| Principles of Macro Economics | 80% | 20% |

Course Description

This is a course on the fundamentals of Macroeconomics. The goal will be to present the essential analytical tools widely used in basic applied macroeconomic analysis. This course focuses on the study of demand, supply, national income, basic principles of economics, production, growth, inflation, unemployment, saving, investment, financial system, international trade, and government policies.

Learning Outcome

Essential to understand consumer behaviour analysis & interpretation.

UNIT - I

Level of Knowledge: Basic/Conceptual

Ten Principles of Economics

3 Hrs

UNIT - II

Level of Knowledge: Basic/Conceptual

Thinking Like an Economist

4 Hrs

UNIT - III

Level of Knowledge: Basic/Conceptual
Interdependence and Gains from Trade **4 Hrs**

UNIT - IV

Level of Knowledge: Basic/Conceptual
The Market Forces of Supply and Demand **4 Hrs**

UNIT - V

Level of Knowledge: Basic/Conceptual
Elasticity and its Application **4 Hrs**

UNIT - VI

Level of Knowledge: Basic/Conceptual
Supply, Demand, and Government Policies **4 Hrs**

UNIT - VII

Level of Knowledge: Basic/Conceptual
Measuring Nation's Income **4 Hrs**

UNIT - VIII

Level of Knowledge: Basic/Conceptual
Measuring the Cost of Living **4 Hrs**

UNIT - IX

Level of Knowledge: Basic/Conceptual.
Production and Growth **4 Hrs**

UNIT - X

Level of Knowledge: Basic/Conceptual
Saving, Investment and the Financial System **4 Hrs**

UNIT - XI

Level of Knowledge: Basic/Conceptual
Unemployment and its Natural Rate **4 Hrs**

UNIT - XII

Level of Knowledge: Basic/Conceptual
The Monetary System **4 Hrs**

UNIT - XII

Level of Knowledge: Basic/Conceptual
Money, Growth and Inflation **4 Hrs**

UNIT - XIV

Level of Knowledge: Basic/Conceptual
Open Economy and Macroeconomics **4 Hrs**

Recommended Books:

1) Mankiw, N.Gregory, Thomason South western, 2004 – Principles of Macroeconomics.

CIA - Evaluation Pattern

| Assignment(5) | Case Study | Presentation | Test | Mid Semester |
|---------------|------------|--------------|------|--------------|
| 25 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 2 × 8 = 16 | 4 × 6 = 24 | 1 × 10 = 10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 2 × 8 = 16 | 4 × 6 = 24 | 1 × 10 = 10 | 50 |

MKTG 3710 - RESEARCH METHODOLOGY

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|----------------------|-------------------|-------|---------|
| MKTG 3710 | Research Methodology | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------------|--------------|-------------|
| Research Methodology | 75% | 25% |

Course Objective:

- To inculcate research culture and rigor among management students

Course Description:

To give basic concepts of research and its process. To make the students familiar with scientific approach to research through understanding of research process specifically in terms of problem identification, formulation, methodology, analysis tools and report writing.

The course provides knowledge required to conduct minor research and make interpretations.

Course Learning Outcome

To make them well versed with the various methodologies of research and statistical applications in business decisions

Level of Knowledge –Basic

Unit I – Introduction To Business Research

8 Hrs

Definition, Objectives of research, Characteristics of research - Scientific Method, Types of research, Criteria for Good research, Business research in organizations - Decision Support, Ethics in research.

Level of Knowledge: Conceptual

Unit II – Research Process And Concepts In Research

8 Hrs

Research Process - Steps in research, Research designs for Experimental, Explorative and Explanatory. Concepts - Methodology and Methods, Theory, concepts, constructs variables, Deductive and inductive logic.

Level of Knowledge: Basic

Unit III –Formulation Of Research Problem And Hypotheses

8 Hrs

Identifying and formulating research problem, Diagnosis of symptoms and problem. Setting research objectives. Doing review of literature – purpose, methods. Hypothesis – Meaning, Purpose, Sources, characteristics of hypotheses, types of hypothesis, testing of hypothesis.

Level of Knowledge: Basic

UNIT IV - Measurement Scales

4 Hrs

Measurement – Types of Scales, Scaling techniques, characteristics of good instrument, errors in measurement, Reliability and validity of research instruments.

Level of Knowledge: Conceptual

Unit V – Data Collection

6 Hrs

Data sources - primary and secondary data, Data Collection methods- Survey, observation, Interview, focus group technique. Data collection instruments - Questionnaire, schedule, electro-mechanical devices. Sampling - Significance of sampling, Concepts, Steps in sampling, Criteria for good sample, Methods of sampling, determining sample size.

Level of Knowledge: Basic

Unit VI – Data Analysis

8 Hrs

Data Preparation, Types of statistical analysis – descriptive, validation and inferential tools. Selection of statistical methods – based on objectives, type of scale. Interpretation - meaning - Techniques of interpretation.

Level of Knowledge: Application

Unit VII- Report Writing And Presentation Of Results

8Hrs

Classification and tabulation, Graphical representation, Research presentation, Types of report - Research proposal, research report. Format of a report- Layout, Standards (Introduction to APA formatting), Precautions.

Level of Knowledge: Application

Unit VIII – Application Of Research

10 Hrs

Mini project with application of SPSS for analysis

Level of Knowledge: Application

Essential Reading

O.R Krishna swami and M.Ranganathan(2010), *Methodology of Research in Social Sciences(2nd ed)*,Himalaya Publishing House.

Recommended Reading

- A.K.P.C.Swain(2010),*A text book on Research Methodology*, Kalyani Publishers, 3rd edition.
- C. R Kothari, *Research Methodology* (3rded), Vishwa Prakashan.
- Dr. J.K. Sachdeva(2009), *Business Research Methodology*(3rded), Himalaya Publishing House.
- Dr. S. Shajahan(2008). *Research Methods for Management*(4th ed.), Jaico Publishing House.

- Naresh. K. Malhotra. *Marketing Research: An applied Research* (4th ed.), Pearson Prentice hall.

Skill development :

- 1. Presentation of research extracts by students
- 2. Article review on specified topics
- 3. Preparation of minor projects reports

CIA - Evaluation Pattern

| Article Review | Abstract | Case Study | Questionnaire | Mid Semester |
|----------------|----------|------------|---------------|--------------|
| 15 | 10 | 10 | 15 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|------------|-------------|-------|
| 5 x 2 = 10 | 4 x 5 = 20 | 2 x 10 = 20 | 50 |

FIN 6020 - COPORATE FINANCE

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------|-------------------|-------|---------|
| FIN 6020 | Corporate Finance | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|------------------|--------------|-------------|
| Business Finance | 75% | 25% |

Course Description:

This course provides a framework of the concepts and tools used for analysing financial decisions based on fundamental principles of modern financial theory. Topics covered include Industrial finance, working capital finance, Risk Analysis, Financing decisions and Corporate Governance.

Course Objectives:

To provide an in-depth knowledge in the key areas in finance - financial markets, financial management and valuation- focusing on how capital is effectively raised and invested in a value based management framework.

Learning Outcome:

The course will enable students to analyse corporate financial policy, including capital structure, cost of capital and risk analysis. It will also help the students to analyse modern financial markets from the risk/management and risk measurement perspective.

Unit 1 -- Industrial Finance.

Indian Capital Market - Basic problem of Industrial Finance in India. Equity - Debenture financing - Guidelines from SEBI, advantages and disadvantages and cost of various sources of Finance - Finance from international sources, financing of exports - role of EXIM bank and commercial banks.- Finance for rehabilitation of sick units.

Unit2 -Working Capital Finance.

Estimating working capital requirements - Approach adopted by Commercial banks, Commercial paper- Public deposits and inter corporate investments

Unit 3 - Risk Analysis.

Appraisal of Risky Investments, certainty equivalent of cash flows and risk adjusted discount rate, risk analysis in the context of DCF methods using Probability information, nature of cash flows, Sensitivity analysis; Simulation and investment decision, Decision tree approach in investment decisions.

Unit 4 - Financing Decisions.

Simulation and financing decision - cash inadequacy and cash insolvency- determining the probability of cash insolvency- Financing decision in the Context of option pricing model and agency costs- Inter-dependence of investment- financing and Dividend decisions.

Unit 5 - Corporate Governance.

Corporate Governance - SEBI Guidelines- Corporate Disasters and Ethics- Corporate Social Responsibility- Stakeholders and Ethics- Ethics, Managers and Professionalism.

Text Books.

1. Richard A.Brealey, Stewart C.Myers and Mohanthy, Principles of Corporate Finance, Tata McGraw Hill, 8th Edition, 2008
2. I.M.Pandey, Financial Management, Vikas Publishing House Pvt., Ltd., 11th Edition, 2008.

References.

1. Brigham and Ehrhardt, Corporate Finance - A focused Approach, Cengage Learning, 1st Edition, 2008.
2. M.Y Khan, Indian Financial System, Tata McGraw Hill, 5th Edition, 2008
3. Smart, Megginson, and Gitman, Corporate Finance, 1st Edition, 2008.
4. Krishnamurthy and Viswanathan, Advanced Corporate Finance, PHI Learning, 2008.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 5 x 4 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 5 x 4 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

IMKT 2500 : INTERNATIONAL MARKETING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-------------------------|-------------------|-------|---------|
| IMKT 2500 | International Marketing | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-------------------------|--------------|-------------|
| International Marketing | 70% | 30% |

Course Description: This subject offers a brief overview of the issues and opportunities related to international marketing.

Course Objective: This course focuses on the understanding of the international marketplace and the risks and rewards towards establishing and maintaining global competitiveness. The key environmental forces shaping consumer needs and preferences, the impact of foreign political and economic factors on companies, the influence of international competition, market segmentation and strategy decisions specific to international marketing also will be discussed.

Learning Outcome: This course is designed to provide students with an overview on marketing practices in a global environment, global issues, disciplines, competitions and the necessary skills in making strategic decisions across country borders.

UNIT I

International Marketing Environment: What is international marketing, opportunities and challenges in International Marketing, Transnational institutions affecting world trade, Impact of trade & investment, impact of trade & investment.

UNIT II

Cultural environment: elements of culture, cultural analysis, making culture work for marketing success.

UNIT III

Economic environment: market characteristics, regional economic integration, emerging markets and developing markets.

UNIT IV

Political & Legal environment: embargo, sanctions, export& import controls, political risks, legal restraints, intellectual property.

UNIT V

Strategic Management of international market entry & development: strategic planning, marketing organization, implementation & control, market entry & expansion.

UNIT VI

Export Marketing Mix: product adaptation, export pricing, market communication and distribution management.

UNIT VII

Global Marketing Mix: global product & brand management, global pricing, global logistics and global promotional strategies.

Topics for CIAs/ Quiz/ class room discussion

- Today's Opportunity for Addressing European Country Markets
- What Indian Businesses Must Know About International Marketing
- Why Your Company Should Go Global Now More Than Ever
- Online Globalization: Swim or Sink
- The Shift of Emphasis in Online Marketing to Other Countries
- Where in the World is Globalization leading us?
- The "First-Mover Advantage" in Foreign Markets
- Global Branding -- No Branding Before Sufficient Sales
- Managing and Budgeting a Multilingual Promotion Campaign
- Why American companies seem to resist "going global"
 - BRIC nations-Opportunities and challenges
 - Cross cultural team success- Nissan-Renault
 - Lessons from mistakes - Datsun, Mc Donalds
 - Global vs Glocal strategies

References

1. Albaum, G., Strandkov, J., Duerr, E., Dowd, L. (1995). Global Marketing Management, Addison-Wesley: Reading, Massachusetts. ISBN 0-201- 542803
2. Boyd, H.W.; Orville, C.W.; Larreche, Jean-Claude. (1998) Marketing Management: A Strategic Approach with a Global orientation. Irwin: New York

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 3 x 5 = 15 | 2 x 10 = 20 | 1 x 15 =15 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 3 x 5 = 15 | 2 x 10 = 20 | 1 x 15 =15 | 50 |

BUS 4500: BUSINESS ETHICS & SUSTAINABILITY

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------|-------------------|-------|---------|
|-------------|--------------|-------------------|-------|---------|

| | | | | |
|----------|----------------------------------|---|-----|---|
| BUS 4500 | Business ethics & Sustainability | 4 | 100 | 4 |
|----------|----------------------------------|---|-----|---|

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------------------------|--------------|-------------|
| Business ethics & Sustainability | 75% | 25% |

Course description

This course overviews the economic, legal, social, and ecological responsibilities of business and their implications for managerial decision-making and intends to explain how forces in business, government, and society shape our world. In addition, an emphasis on management issues and processes allows students to apply the principles they learn to real-world situations.

Learning outcome

- Learn about leadership, the importance of succession planning, ethics in BGS, the role of government, consumer interests, stakeholder concerns and corporate governance.
- Analyze a number of topical fields surrounding today’s businesses, including the environment, and technological change
- Evaluate corporate governance mechanisms and how they related to different sets of stakeholders.

Level of knowledge

Basic understanding about subjects like Business Environment, Business Enterprise and Management Concepts.

Module I: Business Ethics

8 Hrs

Level of Knowledge : Basic

Meaning of ethics, business ethics, relation between ethics and business ethics, evolution of business ethics, nature of business ethics, scope, need and purpose, importance, approaches to business ethics, sources of ethical knowledge for business roots of unethical behavior, ethical decision making, some unethical issues, benefits from managing ethics at workplace, ethical organizations.

Module II: The Study of Business, Government and Society (BGS)

6 Hrs

Level of Knowledge : Basic

Importance of BGS to Managers – Models of BGS relationships – Market Capitalism Model, Dominance Model, Countervailing Forces Model and Stakeholder Model – Global perspective – Historical Perspective.

Module III: Public Policies

12 Hrs

Level of Knowledge : Basic

The role of public policies in governing business, Government and public policy, classification of public policy, areas of public policy, need for public policy in business, levels of public policy, elements of public policy, the corporation and public policy, framing of public policy, business and politics levels of involvement, business, government, society and media relationship government regulations in business, justification of regulation, types of regulation, problems of regulation.

Module IV: The Dynamic Environment

5 Hrs

Level of Knowledge : Conceptual

Historical Forces changing the Business Environment – Key environments of Business – Power dimensions of Business – Theoretical perspective – Sociological perspective.

Module V: Corporate Governance

12 Hrs

Level of Knowledge : Conceptual

Introduction, Definition, Market model and control model, OECD on corporate governance, A historical perspective of corporate governance, Issues in corporate governance, relevance of corporate governance, need and importance of corporate governance, benefits of good corporate governance, the concept of corporate, the concept of governance, theoretical basis for corporate governance, obligation to society, obligation to investors, obligation to employees, obligation to customers, managerial obligation, cases.

Module VI: Environmental concerns and corporations

9 Hrs

Level of Knowledge : Conceptual

History of environmentalism, environmental preservation-role of stakeholders, international issues, sustainable development, costs and benefits of environmental regulation, industrial pollution, role of corporate in environmental management, waste management and pollution control, key strategies for prevention of pollution, environmental audit, Laws governing environment.

Module VII: Corporate Social Responsibility

8 Hrs

Level of Knowledge : Conceptual

Types and nature of social responsibilities, CSR principles and strategies, models of CSR, Best practices of CSR, Need of CSR, Arguments for and against CSR, CSR Indian perspective, Indian examples, cases.

Practical Component:

- Students are expected to study any five CSR initiatives by Indian organizations and submit a report for the same.
- A group assignment on “The relationship between Business, Government and Society in Indian Context and relating the same with respect the models studied in module 1.
- Case studies/Role plays related ethical issues in business with respect to Indian context.

Recommended Books:

John F. Steiner, (2011). *Business, Government, and Society: A Managerial Perspective, Text and Cases*, McGraw-Hill.

Reference Books:

1. Bajaj P. S & Raj Agarwal, (2012). *Business Ethics*, Biztantra.
2. Balachandran V, & Chandrashekharan V, (2011). *Corporate Governance, Ethics and social responsibility*, PHI.
3. Baxi C. V & Rupamanjari Sinha Ray, (2012). *Corporate Social Responsibility: A Study of CSR Practices in Indian Industry*, Vikas Publishing House.
4. Corporate Governance – Badi N. V, Vrinda Publications, 2012.
5. Fernando A. C, (2011). *Corporate Governance: principles, policies and practices*, Pearson.
6. Ghosh B. N, (2012). *Business Ethics and Corporate Governance*, Tata McGraw-Hill.
7. Keshoo Prasad, Corporate Governance -, PHI.
8. Lawrence and Weber, (2010). *Business and Society*, Tata McGraw-Hill.
9. Prakash Pillappa, (2012). *Civic Sense*, Excel Books.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

SOC 2000: PACIFIC RIM ASIAN SOCIETIES

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-----------------|-----------------------------|-------------------|-------|---------|
| SOC 3340 | Pacific Rim Asian Societies | 4 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-----------------------------|--------------|-------------|
| Pacific Rim Asian Societies | 70% | 30% |

Course Description:

The aim of this paper is to introduce the students about the industrialization process in the Pacific Rim. It looks at the trajectory of economic development in this region under the influence of Japan from a sociological perspective.

Learning outcome

The student should be able to understand

- the role of tradition and religion (Confucianism, Buddhism, Islam) in the Pacific rim cultures
- the meaning of “the Four Little Dragons” and the reasons for their economic success
- the influence of Japan in the Pacific Rim
- what are the other countries that make up the Pacific Rim and their influence upon world economic developments.

Level of Knowledge : Conceptual / analytical.

UNIT: 1

Level of Knowledge : Conceptual / analytical

Introduction to Pacific Rim

12 Hrs

The Foundation of the Pacific Rim: Tradition and Religion--Confucianism, Buddhism and Islam, Diversity and Interconnections

UNIT: 2

Level of Knowledge : Conceptual / analytical

The Pacific Islands

12 Hrs

The Pacific Islands: Opportunities and Limitations

UNIT: 3

Level of Knowledge : Conceptual / analytical

Japan

12 Hrs

Japan: Driving Force in the Pacific Rim

UNIT: 4

Level of Knowledge : Conceptual / analytical

12 Hrs

The Four Little Dragons

Taiwan, South Korea, Hong Kong & Singapore

UNIT: 5

Level of Knowledge : Conceptual / analytical

12 Hrs

Countries of the Pacific Rim

China, Cambodia, Laos, Myanmar, Thailand, Viet Nam, Macau, North Korea, Brunei, Indonesia, Malaysia, Philippines, Papua New Guinea, Australia, New Zealand

Essential Readings

Collinwood. (2001). *Japan and the Pacific Rim*.(6th ed.) Guilford, Connecticut: Dushkin Group \ Brown & Benchmark Publishers.

Vogel. (1991). *The Four Little Dragons*. Cambridge Massachusetts: Harvard University Press.

Recommended Readings

Visual Texts

1. The Killing Fields - A 1984 British drama film about the Khmer Rouge regime in Cambodia.
2. TED Talk by Joseph Nye (2010)
3. TED Talk by Parag Khanna (2009).

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Total |
|-------------|-------|
| 6 x 10 = 60 | 60 |

End Semester Examination

| Section A | Total |
|-------------|-------|
| 6 x 10 = 60 | 60 |

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---|-------------------|-------|---------|
| IHRM 4350 | International Human Resource Management | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---|--------------|-------------|
| International Human Resource Management | 70% | 30% |

Course Description: The subject International Human Resource Management is a paper which contains basic theoretical knowledge about the enduring concepts in IHRM, Internationalization of HRM, Sustaining international operations through assignments and managing recruitment, staffing, training and development, compensation management. It also focuses on the expatriate’s entry and reentry problems.

The purpose of this course is to introduce students to international aspects of human resources management, legal requirements for HR functions in a multinational context, cultural issues, and varying management practices and systems critical for business expansion and individual career success across borders. Principle among these is the attainment of organizational competitive advantage through the international development of a cadre of cross-culturally savvy managers.

Learning Outcome

- Students will be equipped with the basic theoretical knowledge about IHRM
- Students will get to know the latest trends in the field of IHRM.
- Students will be able to appreciate the role of IHRM for the success of an organization irrespective of the specialization opted.

Level of Knowledge

- Students will learn the basic concepts of HRM in the first module.
- The other units give a comprehensive outlook to the field of IHRM.

UNIT - I Introduction to HRM

7 Hrs

Level of Knowledge : Basic

HRM- functions and objectives, organization of HR department, Models of HRM- Harvard Model, Fombrun, The guest model, The Warwick, Evolution of HRM, Functions of HRM- HRP, job analysis, recruitment, selection, T&D, compensation, Performance appraisal, grievance handling, recent trends- employee engagement, work life balance, diversity, SHRM, HRIS, e-HR.

UNIT - II Introduction to IHRM

9 Hrs

Level of Knowledge : Basic

Introduction to IHRM Definition, reasons for going global, Approaches to IHRM, Difference between IHRM and Domestic HRM, Reasons for emergence of IHRM, Models of IHRM- Matching model, Contextual Model, 5P Model European Model, Internationalization of HRM: Socio-cultural context, Organizational dynamics and IHRM: Role of culture in International HRM, Culture and employee management issues, Organizational Processes in

IHRM, Linking HR to International expansion strategies, The Challenges of International Human Resource Management.

UNIT - III Internationalization of HRM **7 Hrs**

Level of Knowledge : Basic

Meaning Of Internationalization, stages of internationalization, Exporting, sales subsidiary, foreign product and network of subsidiaries, Socio-cultural, institutional and national contexts of IHRM, Control Mechanisms, mode of operation

UNIT - IV Sustaining international business operations **7 Hrs**

Level of Knowledge : Basic

Approaches to staffing, transferring staff for international business activities role of an expatriate, role of an expatriate, non-expatriate and corporate HR Function

UNIT - V Managing and supporting international Assignments **16 Hrs**

Level of Knowledge : Conceptual

Recruiting and selecting staff for international assignment, Issues in staff selection, factors moderating performance, selection criteria, dual-career couples, Training and Development, he role of expatriate training, Components of effective pre-departure training programme, The effectiveness of PDT, Developing staff through international assignment, Compensation and Re-entry and career issues, Objectives, components of international compensation program, Approaches to international compensation, Re-entry and career issues, The repatriation process, Individual reactions to re-entry, multinational response, Designing a repatriation program

UNIT -VI Global HR Issues **7 Hrs**

Level of Knowledge : Conceptual

HRM in host country context, business ethics and social responsibility in global operations, Managing workforce diversity in the global context, Performance management

UNIT - VII IHRM Trends and Challenges **7 Hrs**

Level of Knowledge : Conceptual

International business ethics and HRM, Models of Issues and IHRM, Ownership issues, practical issues, research questions Labor Relations - Key issues in international relations, strategic choices before firms, strategic choices before unions, union tactics, Managing people in an international context - Japan, Europe, US

Essential Reading

1. Hilary, & Harris. (2012). *Interantional HRM*. VMP Publications.
2. Jane, B., & Punnet. (2010). *International Perspective on Organization Behaviour and HRM*. New Delhi: Excell Books.
3. Monir, & Tayeb, H. *International Human Resource Management*. Oxford Publication.
4. Senguta, N., & Bhattacharya, M. S. (2009). *International HRM*. Delhi: Excell Books

Recommended Reading

1. Peter, D.J., & Denice, W.E. (2010). *International Human Resource Management*, Cengage.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/ Quiz | Mid Semester |
|------------|------------|--------------|------------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|-------------|-------|
| 3 x 5 = 15 | 2 x 10 = 10 | 1 x 15 = 15 | 50 |

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|------------|------------|-------------|-------------|-------|
| 5 x 2 = 10 | 3 x 5 = 15 | 1 x 10 = 10 | 1 x 15 = 15 | 50 |

CMA 4360: COST & MANAGEMENT ACCOUNTING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------------------------|-------------------|-------|---------|
| CMA 4360 | Cost And Management Accounting | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--------------------------------|--------------|-------------|
| Cost And Management Accounting | 70% | 30% |

Primary Objective: To develop and explore the methodology of Cost Accounting

UNIT I **04 Hrs**

Level of Knowledge: Basic

INTRODUCTION

Cost accounting- meaning and scope- objective- advantage of cost accounting- cost concept- cost centre- cost unit- classification and element of cost- costing method and technique- activity based costing - target costing(Theory).

UNIT II **08 Hrs**

Level of Knowledge: Analytical

Preparation of cost sheet, Tender and Quotations.

UNIT III **12Hrs**

Level of Knowledge: Analytical

Materials & Labour- meaning of material control- steps in material control-need-objective of material control- issue of material- methods of pricing material issues(FIFO- LIFO- Simple and weighted average methods only). **Labour-**Meaning of labour cost

UNIT V **10 Hrs**

Level of Knowledge: Analytical

Overheads- Classification of overhead costs- allocation of overhead expenses- appointment of overhead expenses- basis of appointment- primary and secondary distributions (Repeated & simultaneous equation method only) Absorption of Overheads

UNIT VI **6 Hrs**

Level of Knowledge: Analytical

Process Costing- Features of process costing- application of process costing- comparison between Job costing and Process Costing- advantages of process costing- disadvantages of process costing- fundamental principles of process costing- element of process cost- process losses- normal process loss- abnormal process loss-

UNIT VII **6 Hrs**

Level of Knowledge: Conceptual

Fundamentals & Financial Statement Analysis - Comparative Income Statements and Balance Sheets, Common size Income Statements and Balance Sheet analysis, Trend Analysis

UNIT VIII **10 Hrs**

Level of Knowledge: Conceptual

Ratio Analysis - Introduction, Classification & Interpretation of Ratios

UNIT IX **6 Hrs**

Level of Knowledge: Conceptual

Fund Flow Statement - Introduction, Concept of fund, Statement of changes in Working Capital, Funds from Operations, Sources and Application of Funds

UNIT IX **5 Hrs**

Level of Knowledge: Conceptual

Cash Flow Statement - Introduction, Concept of Cash, Cash from Operations, Inflow and Outflow of cash

UNIT X **6 Hrs**

Level of Knowledge: Conceptual

Budgets and Budgetary Control - Introduction, concepts, Classification of Budgets - Functional Budgets and Flexible Budgets

UNIT XI **2 Hrs**

Level of Knowledge: Conceptual

Management Reporting - Procedures and Utility, Sample Reports

Essential Reading:

Jain, S.P., & Narang, K.L. (2013). *Cost Accounting*. New Delhi: Kalyani Publishers.

Recommended Reading:

Kishor, R.M. (2011). *Cost Accounting*. New Delhi: Taxman Allied Services.

Pillai, R.N.S. (2011). *Cost Accounting*. New Delhi: Sultan Chand.

Arora, M.N. (2011). *Cost Accounting*. New Delhi: Himalaya Publishers.

Lal, J. (2010). *Cost Accounting*. New Delhi: Tata Mcgraw Hill Education

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-----------|-----------|-----------|-----------|-------|
|-----------|-----------|-----------|-----------|-------|

| | | | | |
|------------|------------|------------|-------------|----|
| 5 x 2 = 10 | 3 x 5 = 15 | 1 x 10 =10 | 1 x 15 = 15 | 50 |
|------------|------------|------------|-------------|----|

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|------------|------------|------------|-------------|-------|
| 5 x 2 = 10 | 3 x 5 = 15 | 1 x 10 =10 | 1 x 15 = 15 | 50 |

DTX 5330: DIRECT TAXES

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------|-------------------|-------|---------|
| DTX 5330 | Direct Taxes | 5 | 100 | 04 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--------------|--------------|-------------|
| Direct Taxes | 70% | 30% |

Course outline and Description

An overall study about the theoretical and practical aspects of various Direct Taxes in India. Legal frame work and administrative set up of Direct taxes. Computation of taxable income under various heads, permissible deductions and total income subject to Income tax and ascertainment of income tax liability of individuals. Basic understanding about Wealth Tax in India.

Detailed Course Description

- Course Code : DTX 5330 Course Name- Direct Taxes <70 hours >
- Course Learning Outcome

Learning outcome of the course:

- Basic concepts in Income Tax and their meaning
- Significance of residential status of various entities
- How to compute taxable income under five different heads of Income
- Various deductions from taxable income as per the provisions of section 80C to 80U
- How to calculate income tax liability of Individual assessee
- Basic concepts in Wealth Tax.
- How to compute Net wealth subject to tax.

UNIT - I

5 Hrs

Level of Knowledge: Conceptual

Introduction To Taxation-Direct And Indirect Tax, Income Tax Act 1961, Income Tax Rules 1962, Finance Act, Scheme of IT An Over-View Basic Concepts- Assessee, Person, Assessment Year, Previous Year, Agricultural Income, Income, GTI, Total Income, Average Rate Of Tax *Capital And Revenue*.

UNIT - II

5 Hrs

Level of Knowledge: Analytical

Residential Status And Incidence Of Tax, Determination of residential status, Kinds of income, incidence of tax, **Tax free income**

UNIT - III **15 Hrs**

Level of Knowledge: Analytical

Income from Salary: Chargeability, Various Allowances, Perquisites, And Their Valuation, Treatment of Provident Fund, profit the Lieu of salary, Deductions From Gross Salary, Retirement Benefits (Practical Problems).

UNIT - IV **5 Hrs**

Level of Knowledge: Analytical

Income from house property:

Chargeability, annual value and its determination, deductions from annual value, (practical problems)

UNIT - V **7 Hrs**

Level of Knowledge: Analytical

Profits and Gains of Business and Profession: Meaning Of Business and Profession, Incomes Chargeable Computation Of Taxable Income, Treatment fringe benefit tax, Deemed Profit And Incomes Treatment Of Depreciation.

UNIT - VI **6 Hrs**

Level of Knowledge: Analytical

Capital Gains:

Meaning of important terms, Computation of capital gains exemptions from LTGC.

UNIT - VII **7 Hrs**

Level of Knowledge: Analytical

Income from Other Sources: Incomes taxable, deductions allowed, Grossing up of income, computation of taxable income **Clubbing of income & set off and carry forward**

UNIT - VIII **15 Hrs**

Level of Knowledge: Analytical

Deductions from gross total income

Assessment of individuals: Computation of total income and tax liability. Assessment procedure, income tax authorities and their powers, Collection and Recovery of Tax.

UNIT - IX **8 Hrs**

Level of Knowledge: Conceptual

Wealth tax Act,1957

Essential Reading:

1. Gaur, V.P.& Narang, B.K. (nd). *Income Tax Law and practice*. (Latest edition). New Delhi :Kalyani Publishers

Recommended Reading:

2. Mehrothra, H.C., & Goyal, S.P. (nd). *Income Tax Law and practice*, (Latest edition). Sahitya Bhavan Publishers.
3. Prasad, B. (nd). *Income Tax Law and practice* (Latest edition). New Age Publications.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/ Quiz | Mid Semester |
|------------|------------|--------------|------------|--------------|
|------------|------------|--------------|------------|--------------|

| | | | | |
|----|----|----|----|----|
| 20 | 10 | 10 | 10 | 70 |
|----|----|----|----|----|

Mid Semester Examination

| Section A | Section B | Section C | Total |
|-----------|-----------|------------|-------|
| 5 x 2 =10 | 5 x6 = 30 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Section D | Total |
|-----------|------------|------------|-------------|-------|
| 5 x 2 =10 | 5 x 5 = 25 | 1 x 10 =10 | 1 x 15 = 15 | 60 |

STMG 5340: STRATEGIC MANAGEMENT

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|----------------------|-------------------|-------|---------|
| STMG 5340 | Strategic Management | 5 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------------|--------------|-------------|
| Strategic Management | 75% | 25% |

Course Description:

An Organization consists of different departments and processes. Managers at all level must understand how a company's departments and processes "fit" together to achieve its goal. It focuses on all the functional areas of business and presents a cohesive strategic management model from a strategic perspective. The provides and insight on the strategy adopted by the companies in response to environmental change. The course provides a comprehensive and integrated presentation of current strategic management thinking in a clear and succinct format.

Learning Outcomes:

- ❖ To explain the strategy adopted by the companies in response to environmental changes
- ❖ To understand the manner in which strategic and competitive advantage is developed.
- ❖ To study various methods and techniques for internal analysis.
- ❖ To observe how positioning of the firm in the industry help to determine the competitive advantage.
- ❖ To explore the tools and technique for strategic analysis o understand different business strategies
- ❖ To study the interrelationship of formulation and implementation.
- ❖ To examine how strategic management contributes to effective corporate governance of an organization
- ❖ To study the importance of values and ethics in Business

Level of Knowledge:

This subject fundamentally focuses on providing knowledge in the area of the different strategies that an organization that can be adopted in a given situation and its strategic implications. It provides insight on different theories like resource based view, value chain analysis, 5 Force Analysis etc. which can be applied to a real life business situation.

UNIT - I

Strategic Planning And Strategic Management

6 Hrs

Level of Knowledge : Basic

Defining strategy- levels at which strategy operates- approaches to strategic decision making, the strategic management process- Strategic intent: Vision, mission and objectives

UNIT - II

Enviornmental Analysis

4 Hrs

Level of Knowledge : Basic

The organizations environment- External and internal environment, components of external and internal environment- Environment scanning- Organizations responses to the environment.

UNIT - III

Industryand Resource Analysis

7 Hrs

Level of Knowledge : Basic

A framework for industry analysis, Michael porter's analysis- usefulness of Industry analysis- Competitive analysis: Forces shaping competition in an industry- interpreting the Five force models- Strategic group, and competitor analysis- Internal analysis: Resource based strategy- the resource based view, Resources- capabilities and competencies- approaches to internal analysis- carrying out SWOT

UNIT - IV

Strategy Formulation And Choice

5 Hrs

Level of Knowledge : Basic

Corporate level strategy: Introduction- The balanced score card- Grand strategies- Growth/Expansion strategy- Diversification Strategy- Stability strategy- Retrenchment strategy- combination strategy

UNIT - V

Corporate Restructuring

4 Hrs

Level of Knowledge : Conceptual

The concept of corporate restructuring- the process of restructuring- mergers and acquisition- takeovers- cooperative strategies- Reasons for strategic alliances- risks and costs of strategic alliances

UNIT - VI

Global Strategies

6 Hrs

Level of Knowledge : Conceptual

Globalisation-risks- global expansion strategies- the MNC mission statement- deciding which market to enter- market entry strategy international strategy - Business level strategy - Strategic analysis and choice

UNIT - VII

Strategy Implementation And Functional Strategies

11 Hrs

Level of Knowledge : Conceptual

Issues in strategy implementation- Activating strategy and resource allocation- strategy-structure relationship- the functional structure- divisionalisation- Functional level strategies: Operational strategy, financial strategy, marketing strategy and Human resource strategy

UNIT - VIII

Behavioural Implementation

4 Hrs

Level of Knowledge : Conceptual

Corporate Governance and strategic management- Strategic Leadership- Corporate culture and Strategic management- Corporate Politics and Power- Personal values and Business Ethics

UNIT - IX

Strategic Evaluation And Control

4 Hrs

Level of Knowledge : Analytical

Importance, barriers- evaluation criteria- strategic control- operational control- evaluation techniques for operational control- characteristics of an effective control system

UNIT - X

Strategy And Technology Management

4 Hrs

Level of Knowledge : Analytical

Designing a technology strategy- Technology forecasting and R & D Strategies- Strategies for acquisition and absorption of technology- Social audit

Learning Activities:

Lecture led discussions, Case studies, Movie Reviews, self-assessments exercises, role plays, group discussions, team based activities, games and research papers based review.

Essential Reading:

VSP ,Rao & V Hari Krishna.(2009).Strategic Management: Text and Cases(5th ed.).New Delhi: Excel Books

Recommended Reading

- Allen C. Amason.(2011).Strategic Management :From theory to Practice(1st ed.).New York: Routledge
- Jay ,B.Barney & William S. Hesterly.(2011).Strategic Management & Competitive Advantage: Concepts & Cases(4th ed.).Prentice Hall
- Gregory Dess,Alan Eisner, G.T.Lumpkin & Gerry Mc Namara(2011).Strategic Management: creating competitive advantages(6th ed.).Mc Graw Hill Education
- Charles W.L. Hill & Gareth R. Jones(2012).Strategic Management-An Integrated approach(10th ed.).South Western:Cengage Learning.

CIA - Evaluation Pattern

| Article Review | Case Study | Presentation | Test/ Quiz | Mid Semester |
|----------------|------------|--------------|------------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|-----------|-----------|-----------|-------|
| | | | |

| | | | |
|------------|-------------|------------|----|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |
|------------|-------------|------------|----|

End Semester Examination

| | | | |
|------------------|------------------|------------------|--------------|
| Section A | Section B | Section C | Total |
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

AMAR 5350: ADVANCED MANAGEMENT ACCOUNTING& REPORTING

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--|-------------------|-------|---------|
| AMAR 5350 | Advanced Management Accounting & Reporting | 5 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--|--------------|-------------|
| Advanced Management Accounting & Reporting | 70% | 30% |

Course Description: To enable the students to identify and address the issues relating to financial planning and control in the conducts of corporate managerial decision making.

Learning Outcome: To provide the students knowledge about use of Financial Accounting and Cost Accounting data for planning control and decision making.

Level of Knowledge: Basic Finance

UNIT- I**10 Hrs****Level of Knowledge : Basic**

Break Even Analysis and Tactical Decision making - Break even analysis, Assumptions, Methods of Break even analysis - Algebraic and Break even chart, Margin of safety, Angle of Incidence, Profit Volume Graph, Cost Difference Point, Cash Break Even Point, Impact Of Key Factors Including Sales Mix, Mergers Of Two Plants / Factories, Make Vs. Buy Decisions, Decisions Relating to Acceptance And Rejection of a Special Offer / Order, Selling Price Decisions, Add or Drop Products, Product Line Decisions, Operate Or Shut Down Decisions.

UNIT - II**8 Hrs****Level of Knowledge : Basic**

Standard Costing and Variance Analysis - Introduction, Historical costing, meaning of standard and standard costing. Steps involved in standard costing, standard cost v/s Target cost, Standard costing and budgetary control, Standard costs and estimated costs, Advantages and limitations of standard costing, Preliminaries for establishing a system of standard costing, determination of cost centre, classification of accounts, types of standards, organization for standard costing, setting of standards, analysis of variances, Material cost variance, Labour cost variance, Overhead cost variance, Sales variance.

UNIT - III**10 Hrs****Level of Knowledge : Basic**

Ratio Analysis – Construction of Profit and Loss account and Balance sheet from ratios and cases on ratio.

UNIT - IV **6 Hrs**

Level of Knowledge : Basic

Funds Flow statement and Cash Flow Statement – Advanced problems with adjustments of Bonus issue, Accumulated depreciation with sales profit / loss, redemption with premium or discount, dividend with pre-acquisition profit.

UNIT - V **6 Hrs**

Level of Knowledge : Basic

Responsibility Accounting (include transfer pricing)- Introduction, Meaning and definition of responsibility accounting essential feature, Responsibility centres, Types of Responsibility centers, transfer prices, methods or types of transfer prices, selection of transfer pricing methods, advantages of responsibility accounting.

UNIT VI **6 Hrs**

Level of Knowledge : Conceptual

Activity based costing –Meaning, Characteristics, Steps in implementing ABC, Main activities and cost drivers, ABC and management, Benefits of ABC, Practical problems.

UNIT - VII **3Hrs**

Level of Knowledge : Conceptual

Contemporary issues in management accounting – Value chain analysis, quality costing, target costing, life cycle costing.

UNIT - VIII **2 Hrs**

Level of Knowledge : Conceptual

Inflation accounting - Meaning, objective, nature, importance, methods.

UNIT - IX **4 Hrs**

Level of Knowledge : Conceptual

Human Resource Accounting- Meaning, Objective, Nature and importance, methods.

Essential Reading:

Pandey. I.M. (2011). *Management Accounting*. New Delhi: Vikas Publishing House.

Recommended Reading:

- 1) Arora. M.N. (2011). *Advanced Management Accounting*. New Delhi: Himalaya Publications.
- 2) Pandey. I.M. (2011). *Management Accounting*. New Delhi: Vikas Publishing House.
- 3) Gupta, S.K. (2011). *Management Accounting*. New Delhi: Kalyani Publishers.
- 4) Gordon, E., & Jeyram, N. (2010). *Management Accounting*. New Delhi: Himalaya Publications.
- 5) Khan, M. Y. & Jain, P.K. (2011). *Management Accounting*. New Delhi: Tata Mcgraw Hill Education.
- 6) Madegowda. J. (2009). *Management Accounting*. New Delhi: Himalaya Publishing House.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/quiz | Mid Semester |
|------------|------------|--------------|-----------|--------------|
|------------|------------|--------------|-----------|--------------|

| | | | | |
|----|----|----|----|----|
| 20 | 10 | 10 | 10 | 25 |
|----|----|----|----|----|

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

ITL 5360: INTERNATIONAL TRADE & LOGISTICS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|---------------------------------|-------------------|-------|---------|
| ITL 5360 | International Trade & Logistics | 5 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------------------|--------------|-------------|
| International Trade & Logistics | 70% | 30% |

Course description

The purpose of this course is to provide students with a thorough grounding in the theory of international trade as well as international trade policy and to demonstrate the relevance of the theory in the analysis of (a) existing patterns of international trade and what determines them, (b) the conduct of trade policy and (c) the economic implications of international trade and trade policy both for individual economies such as New Zealand and the wider international community.

Course objective

The course is designed to serve both as a "stand-alone" course in international trade theory and its policy applications, and as a "foundation" course for further study of both applied international economics and advanced international trade theory.

Learning Outcome

By the end of this course, it is expected that the student will:

1. Understand, at the level of formal analysis, the major models of international trade, both traditional and modern, and be able to distinguish between them in terms of their assumptions and economic implications.
2. Understand the principle of comparative advantage and its formal expression and interpretation within different theoretical models.
3. Be able to analyse the linkages between trade, labour movements, capital movements, international fragmentation of production, economic well-being and income distribution, and to identify and critically examine policy implications of these linkages.

4. Be able to critically analyse these policy interventions in terms of their costs and benefits, including their implications for economic well-being and performance at the global and individual economy levels. 5. Be able to critically evaluate the relevance of this analysis to arguments over the benefits of trade, the impact of trade and trade policy on different sections of the community, and the implications for the formulation of trade policy.

Level of knowledge: basic/conceptual/application

Unit-1

5 Hrs

Theory of International

Level of knowledge: basic

Trade Classical Theory of International Trade – Theories of absolute advantage, comparative advantage and opportunity costs, J.S. Mill’s Theory of Reciprocal Demand; Offer Curve Analysis, Empirical Testing of theory of comparative advantage; Empirical testing of theory of absolute cost and comparative cost. Role of dynamic factors, i.e., changes in tastes, technology and factor endowments.

Unit -2

8 Hrs

Neo-Classical Theories of International Trade

Level of knowledge: basic

Heckscher-Ohlin Model; Factor Price equalization theorem; Rybczynski theorem; Immizerizing growth, Metztor Paradox, Alternative Trade Theories; Strategic Trade Theory, Intra Industry Trade; Emergence and Measurement; Trade under imperfectly Competitive Markets.

Unit-3

12Hrs

Measurement of Gains from International Trade

Level of knowledge: basic

Measurement of gains from trade and their distribution; Concepts of terms of trade, their uses and limitations; Hypothesis of secular deterioration of terms of trade, its empirical relevance and policy implications for less developed countries; Trade as an engine economic growth; The Theory of Interventions (Tariffs, Quotas and non-tariff barriers); Economic effects of tariffs and quotas on national income, output, employment, terms of trade, income distribution; Balance of payments on trading partners both in partial and general equilibrium analysis. Nominal, effective and optimum rates of tariffs – their measurement, impact and welfare implications

Unit-4

7 Hrs

International Trade Policy

Level of knowledge: conceptual

The partial equilibrium/equalization generating analysis of trade policy; Arguments for Protection; Instruments of Commercial Policy; Trade Policy and Distortions in Domestic Markets.

Unit-5

8 Hrs

Growth and Trade

Level of knowledge: conceptual

The nature of the growth process; The effects of growth on small countries; The Effects of Growth on Large Countries; Technical Progress and International Trade; Import substitution V/s Export Push; Exports and Economic Growth; Trade Liberalization; Order, Sequencing and Speed; Liberalization experience of developing countries.

UNIT 6 **6 Hrs**

Introduction to international logistics

Level of knowledge: basic

Meaning, Global Logistic Operator, Comparison between National and International Logistics, Global Logistic Operator, Evolution and Revolution of Logistics and Supply Chain Management, Modern Logistics Concepts, Logistics Department.

UNIT 7 **5 Hrs**

Selecting Logistics Operator:

Level of knowledge: conceptual

Introduction, Criteria of Selecting Third Party Logistics Operator, Key Factors in Development of Successful Third Party Logistics, Contract Logistics. International Organization for Standardization-ISO Supply Chain Management, Warehousing, Customs Clearance, Air Freight, Consolidation, Project Cargo.

UNIT 8 **5 Hrs**

INTERNATIONAL TRANSPORT

Level of knowledge: conceptual

Introduction to International Transport, Trade offs Inherent in International Logistics, Multi-modalism, Key Factors in a Transport Modes, Trade Off, Speed, Frequency, Packing, Insurance, Warehousing, IT and E-Commerce, Project Installation Management.

Essential Reading

Chacholiades, M. (2012), International Trade: Theory and Policy, McGraw Hill, Kogakusha, Japan.

Recommended Reading

1. Bhagwati J. (2010), Protectionism, Cambridge University Press, Mass.
2. Goldsten, M. (2011), The Asian Financial crisis: causes cure and systematic implications, Institute of International Economics, Washington D.C.
3. Jackson, J. (2013), The World Trading System, Cambridge University Press, Mass.
4. Pomfert, R. (2012), Unequal Trade: The Economics of Discriminatory International Trade Policies, Blackwell Publishers, Oxford
5. Panchmukhi, V.R. (2012), Trade Policies of India–A Quantitative Analysis, Concept Publishing Company, New Delhi.
6. Panchamukhi V.R. and R. Tandon (2013), Money and Finance in World Economic Order (RIS), Indus Publishing Co. Delhi.
7. Brahmananda, P.R. and V.R. Panchmukhi (Eds.) (1999), The Development Process of the Indian Economy, Himalaya Publishing House, Bombay.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/quiz | Mid Semester |
|------------|------------|--------------|-----------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|-------------|-------|
| 4 × 5 = 20 | 2 × 10 = 20 | 1 × 10 = 10 | 50 |

IFM 5420: INTERNATIONAL FINANCIAL MANAGEMENT

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|------------------------------------|-------------------|-------|---------|
| IFM 5420 | International Financial Management | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|------------------------------------|--------------|-------------|
| International Financial Management | 70% | 30% |

Course Description

The players in the foreign market are increasing in numbers with the presence of the much more liberalized policies and regulations. Students need to acquire knowledge on the functioning of trade globally and its financial implications. Knowledge of foreign exchange activities and the hedging of foreign exchange exposures and other related aspects of risk coverage while doing international business shall be imparted. The objective is to blend sound theoretical knowledge of foreign exchange economics with practical and procedural aspects of banks and other institutions connected with foreign exchange. It also provides understanding of risk management by banks as well as exporters and importers.

Learning Outcome

- ❖ To get an overview of foreign exchange regulations and appreciate the relation between foreign trade and foreign exchange.
- ❖ To trace the evolution of exchange rate systems and appreciated the role of IMF in global exchange rate systems.
- ❖ To get an insight into balance of payments and appreciate the significance of BOP disequilibrium and its correction.
- ❖ To understand the features and working of foreign exchange markets, quotations and transactions in foreign exchange markets.
- ❖ To be aware of the different types of exchange exposures and appreciate the implications on business enterprises.
- ❖ To trace the evolution and appreciate the salient features of Euro-currency markets.

Level of Knowledge: Basic understanding of Financial Markets

UNIT - I

International Financial Markets

4 Hrs

Level of Knowledge :Basic

Introduction, Motives for investing & borrowing in Foreign markets, International business methods, how financial markets affect an MNC's value.

UNIT - II

Changing Global Financial Environment

6 Hrs

Level of Knowledge :Basic

Evolution of the International Monetary system, Bimetallism, Classical Gold standard, Interwar period, Bretton woods system, Flexible Exchange rate regime. The current exchange rate agreements, European monetary system, Mexican peso crisis, Fixed Versus Flexible Exchange rate regime

UNIT - III

Balance Of Payments

6 Hrs

Level of Knowledge :Basic

Concept of Balance of payments, Concept and Principles behind compilation of BoP account, Components of BoP and factors affecting them, Importance and Limitations of BoP statistics, Relationship of BoP with other Economic Variables

UNIT - IV

Foreign Exchange Markets

10Hrs

Level of Knowledge :Basic

The structure of the FOREX markets, Functions of Foreign exchange markets, The foreign exchange rates, Arbitrage, The spot market, Cross rates of exchange, Bid-ask spreads, The forward market, The regulations. Derivatives, Foreign currency futures, foreign currency options

UNIT - V

Exchange Rate Determination

9 Hrs

Level of Knowledge :Conceptual

Interest rate parity, Purchasing power parity, The Fisher effects, Forecasting exchange rates - Efficient market approach, Fundamental approach, Technical approach, Performance of forecasters

UNIT - VI

Euro Currency Markets

10 Hrs

Level of Knowledge :Conceptual

Introduction to Euro markets, Euro currency instruments, Determinants of Euro currency rates, Growth of Euro dollar markets, International bond markets, External commercial borrowings, Euro debts, foreign currency convertible bonds, Advantages of Euro bonds, Performance of Indian Euro issues

UNIT - VII

Managing Foreign Exchange Exposure

10 Hrs

Level of Knowledge :Conceptual

Management of foreign exchange risk, Management of translation Exposure, Management of transaction Exposure, Management of Economic Exposure

Essential Reading

Jeevanandam. C. (2012). *Foreign Exchange and Risk Management*. New Delhi: Sultan Chand & sons.

Recommended Reading

Shapiro, A. C. (2010). *Multinational Financial Management*. USA: John Wiley & Sons.

Apte, P. G. (2011). *International Financial Management*. New Delhi: McGraw-Hill Publication.

Vij, M. (2010). *International Financial Management*. New Delhi: Excel Books.

- Avadhani, V. A. (2011). *International Financial Management*. New Delhi: Himalya Publications.
- Machiraju, H. R. (2011). *International Financial Management*. New Delhi: Himalaya Publications.
- Agarwal, O. P. (2011). *International Financial Management*. New Delhi: Himalya Publications.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/ Quiz | Mid Semester |
|------------|------------|--------------|------------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

SAPM 5410 : SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--|-------------------|-------|---------|
| SAPM 5410 | Security Analysis and Portfolio Management | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--|--------------|-------------|
| Security Analysis and Portfolio Management | 70% | 30% |

Course Description

To understand this course students should be familiar with the Indian and global financial systems, market mechanisms and instruments of investment from individual and corporate perspective.

Learning Outcome

- ❖ To familiarize students with the different investment options available in India and foreign markets.
- ❖ To understand the tools, techniques and strategies used in security analysis, valuations and managing a portfolio.
- ❖ To acquaint students with the investment environment
- ❖ To understand the security valuation of models and decision making process
- ❖ To comprehend the portfolio construction, revision and risk return trade off.
- ❖ To equip students with the trading knowledge in cash and future market in India.

UNIT - I

6 Hrs

Level of Knowledge : Basic

Financial Meaning of investment - significance of savings and investment - understanding of security, portfolio, speculation, gambling, and arbitrage mechanisms. Legal framework of securities market, Comparison between investment and speculation and its significance in

Indian financial system. Profile of Indian investors and factors influencing investment decisions. Financial positions, tax positions, risk perception and attitude.

UNIT - II **10 Hrs**

Level of Knowledge : Basic

Investment avenues & attributes:

Investments options in India and foreign markets - characteristics features of financial instruments - company shares, debentures, bonds, convertible securities, hybrid securities, fixed deposits, gilt- edged securities, post office schemes, company and public provident funds, **UNIT - trust of India, LIC, real estate, and insurance schemes.** Investment attributes - risk, return, security, marketability, liquidity and convenience.

UNIT - III **10 Hrs**

Level of Knowledge : Basic

Security analysis: Fundamental and technicals

Analysis of risk & return, concept of total risk, factors contributing to total risk, systematic and unsystematic risk, Risk & risk aversion. Capital allocation between risky & risk free assets. Fundamental analysis - company, industry and economy analysis - Technical Analysis Of stock -points and figures chart, bar chart, contrary opinions theory, confidence index RSA, RSI, Moving average analysis, Japanese Candlesticks

UNIT - IV:

Security pricing & valuation: **10 Hrs**

Level of Knowledge : Basic

Factors influencing valuation - methods of equity valuation - Earning Valuation modal - use of P/E ratio, Dividend modal - Zero and constant growth modals. Intrinsic value method. Calculation of present and forecasted price of the stock.

Valuation of fixed income instruments - present and future value - Calculation of simple, holding period and maturity yield, annuities. Calculation of portfolio net worth.

UNIT - V **7 Hrs**

Level of Knowledge : Basic

Security markets:

Capital markets and its functioning - New issues market, IPO's & FPOs procedures, role of SEBI. Stock exchanges - global and Indian exchanges -role and importance, trading procedures in securities, brokers and Jobbers, impact of certain economic indicators on the stock market. Role of SEBI in brief.

UNIT - VI

Options and futures **6 Hrs**

Level of Knowledge :Conceptual

Options - meaning and salient features, calls and put options, types of derivatives, options price, writer of options, price changes, risks, market structure, options v/s Badla

Futures - meaning, future v/s options, index futures, valuation of index future. Arbitrage, Hedging, topic price index futures, advantages of futures index, duration effect.

UNIT - VII **6 Hrs**

Level of Knowledge :Conceptual

Portfolio management;

Meaning, return on portfolio, risk on portfolio, portfolio managers, SEBI guidelines for portfolio managers, portfolio management services.

Portfolio theory - contribution of William Sharpe and Harry Markowitz,- Single index model, capital asset pricing modal and arbitrage pricing theory

Recommended Text Book:

Singh, P. (2010). *Investment Management*. New Delhi: Himalaya.

Reference Books:

1. Madhumati, R.M. (2008). *Investment Analysis and Portfolio Management*. New Delhi: Pearson Education.
2. Avadhani, V.A. (2008). *Security Analysis and Portfolio Management*. New Delhi: Himalaya Publications.
3. Bhalla, V.K. (2008). *Investment Management*. New Delhi: S. Chand.
4. Fischer, D. (2008). *Security Analysis and Portfolio Management*. New Delhi: Peasons Education.
5. Fischer D.E. (2009). *Security Analysis and Portfolio Management*. Pearson Education.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test/ Quiz | Mid Semester |
|------------|------------|--------------|------------|--------------|
| 20 | 10 | 10 | 10 | 20 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

MIS 6320: MANAGEMENT INFORMATION SYSTEMS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------------------------|-------------------|-------|---------|
| MIS 6320 | Management Information Systems | 5 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--|--------------|-------------|
| | 70 | 30 |

Course Objectives:

- Comprehend the contemporary approaches of MIS
- To understand and learn the role of information in competitive environment
- To relate with management and decision making process

Course Description:

The purpose of this course is to provide the fundamentals associated with the management of information technology in a business enterprise. These fundamentals are business

concepts in which the influence of information technology has caused change or brought about new concepts. Special emphasis will be placed on understanding the managerial issues that are relevant to usage of computers. The student will be given assignments isolating these issues and will be asked to propose solutions with alternatives.

Learning Outcome

This course helps students to understand how an integrated information system functions and how to utilize appropriate IT applications for success. Students will learn the terminology used in the field of IT and how IT principles can apply to various businesses. The course focuses on the basic principles of Information Technology: hardware and software components, database technology, telecommunications and networking, e-commerce and e-business, Enterprise Resource Planning (ERP), Decision Support Systems (DSS), Artificial Intelligence (AI) and Expert Systems (ES), systems development and implementation, and the ethical and societal issues involved in IT.

Level of Knowledge: Basic

UNIT - I

05 Hrs

Level of Knowledge: Basic

A Simple Model Of MIS : Meaning of MIS, Definition, A Simple model of MIS, What an information system, Characteristics of information, Classification, What is a system, Computer based information systems, Technical operation of a CBIS, Business data processing, Data processing cycle, A business perspective of information systems, Characteristics of MIS.

UNIT - II

06 Hrs

Level of Knowledge: Basic

Management Information Systems: What are management information systems, Features of MIS, Importance of management information systems, Pyramid structure of MIS, MIS versus data processing, Structure of MIS, Subsystems of MIS, The Conceptual structure of MIS, Security and international issues of MIS, MIS issues of a multinational organization?

UNIT - III

06 Hrs

Level of Knowledge: Basic

The Concept of Data Processing: Database, Major issues in data management, File management, File organization, File based systems problems, Objectives of DBMS, Database concepts, Database models, Difference between models, Dataware Housing, Data Mining.

UNIT - IV

08 Hrs

Level of Knowledge: Basic

Mis And Networks : Batch Processing, Online Processing (Quick Response Systems), Components of a Telecommunication Systems, Communication Networks, Network Topologies, Implementation of LANS - Transmission Media, Wireless LAN (WLAN), Internet, World Wide Web (WWW), E-Mail, Intranet.

UNIT - V

06 Hrs

Level of Knowledge: Conceptual

Analysis And Design Of MIS: Software Engineering, Systems Analysis, System Design, Systems Analysis and Design, Entity Relationship Diagram, Systems Development life Cycle, Project Management.

UNIT - VI

05 Hrs

Level of Knowledge: Conceptual

MIS Development & Implementation: MIS Planning, Project Preparation, Needs Analysis, MIS Design, Selection, MIS Implementation, Management Challenges.

UNIT - VII

05 Hrs

Level of Knowledge: Conceptual

Human Resources Information Systems: Types of personnel administration data systems, Employee Profile system, Employment control reporting system.

UNIT - VIII

08 Hrs

Level of Knowledge: Conceptual

Financial / Operations Data Systems: Payroll data system, Accounts payable systems, Accounts receivable system, Materials requirement planning (MRP), Manufacturing Resource Planning (MRP II).

UNIT - IX

06 Hrs

Level of Knowledge: Conceptual

Different Types of Information's Systems : Group decision support systems (GDSS), Executive information systems (EIS), Expert systems, Artificial intelligence, ERP, E-CRM, Transaction processing systems, Knowledge work and office automation systems, Computer crimes and ethics, Information security and control, Information out sourcing and Data Resource Management.

Essential Reading

Joshi, G. (2013). *Management Information Systems*. New Delhi: Oxford University Press.

Recommended Reading

1. Kamat, N. C., & Zaveri, J. (2011). *Management Information System*. Mumbai: Himalaya Publishing House.
2. Murthy, C.S.V. (2013). *Management Information System: Text and Applications*. Mumbai: Himalaya Publishing House.
3. Murthy, C.S.V. (2013). *Management Information System (7 ed.)*. Mumbai: Himalaya Publishing House.
4. O' Brien, J. (2011). *Management Information System*. New Delhi: Golgotha Publications.
5. Raj, S. (2013). *Management Information System*. New Delhi: Dorling Kindersley (India) Pvt. Ltd (Pearson).

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|-----------|-----------|-----------|-------|
|-----------|-----------|-----------|-------|

| | | | |
|------------|-------------|-------------|----|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 = 10 | 50 |
|------------|-------------|-------------|----|

PRMG 6350: PRODUCTION MANAGEMENT

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|-----------------------|-------------------|-------|---------|
| PRMG 6350 | Production Management | 5 | 100 | 4 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|-----------------------|--------------|-------------|
| Production Management | 75% | 25% |

Courses Outline

The subject aims to acquaint students with sound conceptual knowledge of the subject by adopting a practical approach to address various topics related to production management.

Course Description

World class performance in the delivery of high quality, cost competitive products and services is essential to survive in today's global economy. In view of the increasing importance of production and operations management it is essential that budding managers are introduced to strategic decision making, design, planning and control in the production of Goods and services. The subject aims to acquaint students with sound conceptual knowledge of the subject by adopting a practical approach to address various topics related to production management.

Learning Outcome

- Students will get to know about the basic activities which a production department will take care.
- Students will get to know the latest trends in production management.
- Irrespective of the specialization they choose, students will be able to appreciate the role Production management plays for a manufacturing organization's success.
- Entrepreneurs in the field of manufacturing will get to know about the production issues they will have to tackle.

Level of Knowledge

The subject aims to provide basic knowledge of production management concepts. Few topics learnt in subjects like Fundamentals of accounting and statistics can be better linked to the corporate scenario through this subject.

UNIT - I

2 Hrs

Production Management

Level of Knowledge : Basic

Introduction to Production and Operation Management

Historical Evolution of Production and Operations Management, Concept of Production, Production System, Classification of Production System, Production Management, Objectives of Production Management, Operating System, Concept of Operations, Distinction between Manufacturing Operations and Service Operations, Operations Management, A Framework for Managing Operations, Objectives of Operations

Management, Managing Global Operations, Scope of Production and Operations Management.

UNIT - II

6 Hrs

Level of Knowledge: Basic

Plant Location and Layout

Introduction and Meaning Need for Selecting a Suitable Location, Factors Influencing Plant Location/Facility Location, Location Theories, Location Models, Plant Layout- Objectives And principles, Classification of Layout, Design of Product Layout, Design of Process Layout, Service Layout, Organization of Physical Facilities.

UNIT - III

6 Hrs

Level of Knowledge: Basic

Material Handling

Introduction and Meaning, Objectives of Material Handling, Principles of Material Handling, Selection of Material Handling Equipments, Evaluation of Material Handling System, Material Handling Equipments, Guidelines for Effective Utilization of Material Handling Equipments, Relationship between Plant Layout and Material Handling.

UNIT -IV

8 Hrs

Level of Knowledge: Basic

Materials Management

Introduction and Meaning, Scope or Functions of Materials Management, Material Planning And Control, Purchasing, Stores Management, Inventory Control or Management, Standardization, Simplification, Just-In-Time (JIT) Manufacturing.

UNIT -V

6 Hrs

Level of Knowledge: Basic

Production Planning and Control

Introduction and Meaning, Need for Production Planning and Control, Objectives of Production Planning and Control, Phases of Production Planning and Control, Functions of Production Planning and Control, Operations Planning and Scheduling Systems, Aggregate Planning, Master Production Schedule (MPS), Material Requirement Planning (MRP), Capacity Planning, Routing, Scheduling.

UNIT -VI

10 Hrs

Level of Knowledge : Conceptual

Quality Control

Introduction, Quality, Fundamental Factors Affecting Quality, Control, Need for Controlling Quality Inspection, Types of Quality Control, Steps in Quality Control, Objectives of Quality Control, Benefits of Quality Control, Seven Tools for Quality Control, Causes of Variation in Quality, Statistical Process Control, Quality Circles, Total Quality Management, ISO 9000: ISO 14000 Series.

UNIT -VII

6 Hrs

Level of Knowledge: Conceptual

Work Study (Time And Motion Study)

Introduction, Productivity, Work Study, Method Study-Objectives, scope, steps, Motion study, time study, work measurement.

UNIT -VIII**8 Hrs****Level of Knowledge : Conceptual
Maintenance Management**

Introduction, objective, types, maintenance planning and scheduling, Modern Scientific Maintenance Methods- Six Sigma Maintenance, Enterprise Asset Management (EAM), Lean Maintenance, Computer Aided Maintenance, Total Productive Maintenance (TPM).

UNIT -IX**4Hrs****Level of Knowledge : Conceptual
Waste Management**

Introduction and Meaning, Reasons for Generation and Accumulation of Obsolete, Surplus and Scrap Items, Identification and Control of Waste, Disposal of Scrap.

UNIT -X**4 Hrs****Level of Knowledge : Conceptual
Automation**

Introduction, Types of Automation, Computer Integrated Manufacturing, Reasons for Automation, Advantages of Automation, and Disadvantages of Automation, Automation Strategies, Automated Flow Lines, Automated Guided Vehicles Systems, and Automated Storage/Retrieval Systems.

Essential Reading

- 1) Kumar, S.A & Suresh, N. (nd). *Production and Operations Management*, New age International publishers.
- 2) Aswathappa, K. & Reddy, G.S., Reddy, M.K. (nd). *Production and Operations Management*, Himalaya Publishers.

Recommended Reading

- 1) Buffa E.S., & Sarin, R.K. (1987). *Modern Production/Operations Management*, John Wiley & Sons Publications.
- 2) Gaither, N., & Frazier, G. (nd) *Production & Operations Management* (9th edi), Thomson Learning Publications.
- 3) Stevenson W.J. (nd). *Production and Operations Management*, Irwin McGraw Hill Publications.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|-------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 = 10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|-------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 = 10 | 50 |

IBL 6340 - INTERNATIONAL BUSINESS LAW

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------|-------------------|-------|---------|
| | | | | |

| | | | | |
|-----------------|-------------------------------|---|-----|---|
| IBL 6340 | International Business Law | 5 | 100 | 4 |
|-----------------|-------------------------------|---|-----|---|

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------------------|--------------|-------------|
| International Business Law | 75% | 25% |

Course Description

This course intends to familiarize the students with the significance need for knowledge basic laws regulating businesses in India.

The syllabus is structured to provide conceptual knowledge about the legal framework of Business Contracts.

Course Learning Outcome:

By the time they complete the course they will be confident of the legal requirements of doing business in India.

They will gain an insight in to the important s laws which matter in business world.

Level of knowledge: Conceptual.

International Business Laws

International Business Law also referred to as law of transnational commercial transactions refers to that body of rules and regulations governing private commercial transactions across national frontiers.

The main objective of this course is to help understanding the legal framework governing transnational commercial transactions with special reference to law and practice in India. The subject is intended to cover all those sale transactions with international dimensions. The course is broadly divided into eight Units.

Module I - Introduction

Introduction intends to provide an overview regarding the nature and scope of law relating to international commercial transactions. It establishes the need for regulation in this area and broadly looks into the various types of contract prevalent in international commercial transactions. Further, it gives an introduction to international commercial terms, popularly known as INCOTERMS, that are special contractual terms and briefly touches upon the payment mechanisms that are commercially used today.

Module II & III - Introduction to Sea Carriage & Carriage of Goods by Sea: The Liability Regime

The subject carriage of goods by sea as whole is addressed in Module 2 (Introduction to Sea Carriage) and in Module 3 (Carriage of Goods by Sea: The Liability Regime) Module 2 explores four aspects of the law of the carriage of goods by sea. First, it explains two broad types of contracts of carriage- the bill of lading and the charter party. Second, it examines the bill of lading document in detail and pays attention to the function of a bill as a receipt of the goods shipped, as evidence of the contract of carriage and as a document of title capable of conveying constructive possession of the goods. Third, it introduces readers to the various types of charter parties. Fourth, it provides an overview of the relationship between bill of lading and charter parties, by considering the law of incorporation of charter party clauses into a bill of lading. The historical purpose as well as the liability regime codified under 'The Hague (the Rules)' and 'The Hague- Visby Rules' are explored in Module 3. The scope of the Hague Rules as incorporated by the Indian Carriage of Goods by Sea Act (COGSA), 1925 is

discussed along with a detailed appraisal of each of the clauses of the 'Rules'. Special focus is devoted to the carrier's duty to provide a seaworthy and cargo worthy vessel and to care for the cargo under Article III of the 'Rules'. Exceptions under Article IV of the 'Rules' are also examined in this chapter. For a proper understanding of the international legal regime applicable to carriage of goods by sea the combined Hague regime is compared to the subsequent 'Hamburg Rules' and 'Rotterdam Rules.'

Module IV - Carriage by Air

Introduces the liability regime under the Warsaw Convention of 1929, the amended Warsaw Convention (the Hague Protocol) of 1955 and the Montreal Convention of 1999. Special attention is given to the provisions of the Indian Carriage by Air Act, 1972, which has incorporated the above mentioned international conventions. Besides, Unit IV, in a separate annexure, also provides a general analysis of the multi modal transportation of goods in India.

Module V - Sale of Goods under Common Law and the CISG

Legal aspects of contracts of sale form the core of mercantile law. Therefore, this subject is covered in two parts- Module 5 (Sale of Goods under Common Law and the CISG) and Module 6 (Sale of Goods in India). The reason for this is that Indian law, such as the Indian Sale of Goods Act of 1930 and Indian Contract Act of 1872, largely follows common law principles whereas the CISG, to a large extent, follows contract law principles of civil law legal systems. Therefore, a grasp of both is crucial to any student of mercantile law set in transnational context. Thus, Unit 5 attempts at providing an overseas perspective by focusing on the common law rules in general, and the 'Convention on International Sale of Goods (CISG)', 1980 in particular. Issues such as offer, acceptance, subject matter of the contract, rules regarding passing of property, transfer of property by a non-owner, and rights and duties of the buyer and seller are covered in this Unit.

Module VI - Sale of Goods in India

Sale of Goods in India provides an overview of the legal scope of Indian law governing the sale of goods. Further, it analyses the provisions of the Sale of Goods Act, 1930 and compares them with CISG and English common law position wherever relevant. Once again, aspects such as formation of contract, the duties of the parties, transfer of property, legal remedies that the parties have under the Indian law are dealt with in great detail using the help of supporting case law.

Module VII - International Payment Mechanism

Focuses on the centrality of effecting the payment of sale price by the importer to the exporter through letters of credit transaction. The concept and meaning of letter of credit (L/C) are touched upon. Attention is then devoted to 'The Uniform Customs and Practice for Documentary Credits (UCP)', in particular the use of UCP 600. Apart from discussing few important definitional provisions, much attention is paid to two fundamental doctrines, the doctrine of autonomy of letter of credit and the doctrine of strict compliance, and incidental legal issues such as complying presentation and rights and liabilities of the parties involved in a letter of credit transaction.

Module VIII - Settlement of International Commercial Disputes

Commercial transactions set in international context have tremendous potential for disputes. So, amicable settlement of such disputes is the prime concern of the parties. Over the years, international commercial arbitration proved to be the most effective mode of settlement of disputes. This unit begins with the main advantages of the arbitration set in the

international/transnational context and discusses few basic subjects such as the arbitration agreement, appointment of arbitrator/s, conduct of the arbitral proceedings, definition of international commercial arbitration, and review of arbitral awards. Besides, it addresses issues like choice of law and providing interim measures. The recognition and enforcement of foreign arbitral awards in the Indian domestic sphere is evaluated with the help of prominent decisions rendered by the various High Courts and the Supreme Court of India. Finally, the role of international conciliation is briefly discussed.

SELECT READINGS

Legislative Instruments/Rules

The Carriage of Goods by Sea Act, 1925

The Carriage by Air Act, 1972

The Carriage by Air (Amendment) Act, 2009

The Multimodal Transportation of Goods Act, 1993.

Specific Provisions (Sections 2(1) (f), 9, 11 (9),28,34,44-49) of the Indian Arbitration & Conciliation Act, 1996.

Suggested Books

Murray, Carole et al., Schmittoff’s Export Trade: The Law and Practice of International Trade (Sweet & Maxwell), South Asian Edition, 11th Edn, 2007.

Chuah, Jason C.’E, Law of International Trade: Cross-Border Commercial Transactions (Sweet & Maxwell) 4th edn. 2009.

Kronke, Goode and Wool Mckendrick, Transnational Commercial Law: Text, Cases and Materials (Oxford University Press) N.Y, 2007

Bachawat R S., Law of Arbitration & Conciliation. (Lexis Nexis Butterworths Wadhwa Nagpur, 5th edn. (Revised), Part II, Volume 2) 2010.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

BAI 6330: BANKING & INSURANCE

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-----------------|---------------------|-------------------|-------|---------|
| BAI 6330 | Banking & Insurance | 5 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|---------------------|--------------|-------------|
| Banking & Insurance | 70% | 30% |

Course Objectives:

To familiarize the students about the Banking operations and the keen competition in the banking systems. To make students understand the importance of insurance and the basic concepts of insurance. The Course covers important rules and regulations, principles & techniques of Banking & Insurance discipline.

Course Learning Outcome

Students will be able to have a thorough understanding about Banking & Insurance business.

Level of Knowledge: Basic and conceptual

UNIT-I Introduction to Banking

8 Hrs.

Level of Knowledge: Basic

Meaning Features and Mechanism of E-Banking & Internet Banking, Mobile Banking & Telephone Banking, ATM & Electronic Money (Credit Cards) ,Electronic Funds Transfer System & INFINET Modern Banking Services. ITES and the worldwide banking sector

UNIT-II Relationship between Banker & Customer

8 Hrs.

Level of Knowledge: Conceptual / Analytical

General relationship,-Special relationship -Statutory Obligation to honor Cheque, Bankers lien Bankers duty to maintain secrecy of Customer Accounts .Exemption from law of limitation, legal framework – corporate banking, loan documentation

UNIT -III - Paying Banker

8Hrs

Level of Knowledge: Conceptual / Analytical

Rules & Regulations, Payments of cheques, Negotiable Instruments Crossing of cheques & Endorsements, Protection to Paying Banker.

UNIT-IV Principles & Procedures of Bank Lending

10 Hrs.

Level of Knowledge: Analytical

Introduction of Funds, Principles of good lending, Types of advances, Security ,Types& charges Lien -Pledge -Hypothecation -Mortgage Appraisal procedure and Documentation for corporate credit.

UNIT-V Introduction to Insurance

9 Hrs.

Level of Knowledge: Basic

Meaning and Importance of Insurance, Definition of risk and uncertainty; classification of risk; Sources of risk - external and Internal. Brief History of Insurance, Indian Contract Act, Special Feature of Insurance Contract Act, Insurance Laws.

UNIT VI.Life Insurance

8 Hrs.

Level of Knowledge: Conceptual

Principles of life insurance. Contracts of Life Insurance: proposals and policy, assignment and nomination, title and claims, Life insurance products, pensions & Annuities

UNIT -VII -General insurance

9 Hrs

Level of Knowledge: Conceptual

Principles of general Insurance Personal general insurance products (Fire, personal liability, home owners ,personal motors ,miscellaneous insurance) Terminology ,persists ,clauses & covers .Risk assessment ,Underwriting & ratemaking, product design, Development & evaluation

UNIT-VIII – Various Branches of General Insurance

10 Hrs.

Level of Knowledge: Conceptual / Analytical Brief History –Fire –House owners insurance, Marine Engineering –personal Motor Insurance aviation –Personal liability, agriculture miscellaneous insurance

Essential Reading

- Maheshwari, S.K. &Maheshwari. S.N. (2010). Law & Practice of Banking. New Delhi Kalyani Publishers.

- Srinivasan, T.M.N. (2010). Principles of Insurance Law. Nagpur: Lexis NexisButterworthsWadhwa.

Recommended Reading (Banking)

- 1)Tannan, M.L. (2010). Banking Law & Practice in India. Nagpur:LexisNexisButterworthsWadhwa.
- 2) Guruswamy, S. (2010). Banking theory, law & practice (2nd edi). New Delhi:McGraw hill-higher publication,.
- 3) Gupta, S.N. (2010). Banking Law in Theory & Practice (5th edi). New Delhi:Universal Law Publishers.

Recommended Reading (Insurance)

- 1) Narayanan,H. (2008). Indian Insurance – A Profile (2ndedi).Mumbai:Jaico Publishing House.
- 2) Kumar, G. (2011). Hand Book of Insurance Laws. Allahabad:Law publishers.
- 3) Singh, B.N. (2002). New Insurance Law. Allahabad: Universal Law Agency.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

IDTX 6450: INDIRECT TAXES

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|------------------|----------------|-------------------|-------|---------|
| IDTX 6450 | Indirect Taxes | 4 | 100 | 3 |

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|----------------|--------------|-------------|
| Indirect Taxes | 70% | 30% |

Course Description

The objective of this particular course - INDIRECT TAXES, is to enable the students to have basic knowledge and understanding about the various aspects of Collection and Administration of indirect taxes in India with reference to relevant Acts and Rules governing the same.

Course Learning Outcome

- Basic terms and their meaning
- Legal frame work of indirect taxes
- Excise duty and its various aspects
- Customs duty and its various aspects
- Service tax and its various aspects
- Sales tax central and state level (CENVAT and VAT)

UNIT -I**5 Hrs****Level of Knowledge: Analytical****Introduction and Legal frame work**

Meaning of indirect taxes, Types of indirect taxes, Differences between direct and Indirect Taxes. Administration of Indirect taxes CBE&C

UNIT -II**7 Hrs****Level of Knowledge: Analytical****Central Excise Duty**

Legal frame work of Central Excise Duty - CEA 1944, Central Excise Tariff Act 1985, other enactments Value added tax -- Cascading effect of traditional system - CENVAT credit. Levy and collection of excise duties, Classification of goods under the Central Excise Tariff Act. Taxable event under Central Excise Act, Provisions governing manufacture, Duty liability under Central Excise, treatment of scrap and waste and removal of excisable goods.

UNIT - III**15 Hrs****Level of Knowledge: Analytical****Classifications of goods and valuation of Excisable Goods**

Excisable goods and non-excisable goods - classification of excisable goods - Basis of valuation under the excise rules - Transaction value - Practical problems on transaction value. Specific Duty - Tariff value - MRP based Valuation (Practical Problems) - Compound Levy - Provisions relating to storage of excisable goods, Removal of goods - Time and place of removal - Captive consumption of goods.

UNIT- IV**9 Hrs****Level of Knowledge: Analytical**

Registration and Assessment of Excise duty

Registration procedures –Maintenance of records, registers and filing of returns, Time and manner of payment of duty and other matters relating to payment of duty - Personal ledger account, Excise control code. Invoice for removal of goods, Remission of duty- Goods lost/destroyed goods - Refund of duty, Doctrine of unjust enrichment - consumer welfare fund - Departmental organizational set up, adjudication and appellate procedures - Offences and Penalties

UNIT- V

12 Hrs

**Level of Knowledge: Analytical
Custom Duty**

Customs Act 1962 and Customs Tariff Act 1975 - Basic concepts in Customs law, territorial waters and customs waters, meaning of Goods - Taxable event for import and export - Types of customs duty - Basic duty, CVD, safeguard duty, Protective duty, Anty-dumping duty and NCCD – Import and Export procedure - Customs Valuation –Rules for valuation - Rate of foreign exchange, inclusions and exclusions in customs valuation - Valuation of export goods - Baggage Rules, Practical problems. Import and export through courier and post - Remission duty on lost /pilfered goods.

UNIT - VI

12 Hrs

**Level of Knowledge: Analytical
Service Tax**

Basics of service tax, Taxable services, Taxable event, valuation for service tax. Classification of service, point of taxation - Administration of service tax , registration payment of tax.

Essential Reading

Datey, V.S. (nd). *Indirect Taxes*, Taxmann publications Pvt.Ltd

Recommended Reading

Sareen, V.K., & Sharma, A. (nd). *Indirect Tax Laws*, (latest edition), Kalyani publications.
Mehrothra, H.C., (nd). (latest edition), *Indirect Taxes*, Sahityabhavan publishers.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

MACQ 6460- MERGERS AND ACQUISITIONS

| Course Code | Course Title | No. of Hours/week | Marks | Credits |
|-------------|--------------|-------------------|-------|---------|
|-------------|--------------|-------------------|-------|---------|

| | | | | |
|------------------|--------------------------|---|-----|---|
| MACQ 6460 | Mergers And Acquisitions | 4 | 100 | 3 |
|------------------|--------------------------|---|-----|---|

Assessment Pattern

| | CIA (Weight) | ESE(Weight) |
|--------------------------|--------------|-------------|
| Mergers And Acquisitions | 70% | 30% |

Course Description

The corporate world is undergoing a sea change and firms have been growing in size, becoming global and diversifying into new areas. They quite often face different challenges, more so in case of Indian companies. The last decade has seen numerous M&As, which have often forced firms to adopt special strategies for growth and survival. Today M&As have become a global phenomenon and Indian companies which had often been targets of Mergers and acquisitions, reversed the trend and started acquiring other companies both in India and abroad. This course intends to provide knowledge on different aspects of Mergers and acquisitions.

Learning Outcome

- ❖ To understand Mergers and acquisitions happening in corporate world
- ❖ To make the participants understand the M&A process
- ❖ Understand different business valuation approaches
- ❖ To make the participants understand the legal aspects involved in M&A
- ❖ Understand need for and performance of cross border mergers and acquisitions

UNIT -I**Mergers and Acquisitions****12 Hrs****Level of Knowledge : Basic**

Introduction – Forms of corporate restructuring –M&A, Joint Ventures, sell-off and spin-off, divestitures, LBO, MBO,MLP, ESOP- History of merger movement –types of merger- Economic rationale for different types of merger - Motives behind Mergers – theories of merger- synergy of mergers and acquisitions – Internal and external change forces contributing towards M&A activities

UNIT - II**Merger Process****10 Hrs****Level of Knowledge : Basic**

Identification of target – Negotiation – closing the deal – due diligence – M&A integration – organisational and human aspects – Managerial challenges of M&A

UNIT - III**Valuation****11 Hrs****Level of Knowledge : Analytical**

Different approaches to valuation – discounted cash flow valuation – relative valuation – Valuation of operating and financial synergy – Other methods of valuation MVA, EVA and Enterprise value- Valuation of LBO – Methods of financing- cash offer, share exchange ratio – M&A as a capital budgeting decision.

UNIT - IV**Takeover****8 Hrs****Level of Knowledge : Analytical**

Types of takeover - Hostile takeover approaches - Takeover defences - Anti-takeover amendments- SEBI takeover code

UNIT - V

7 Hrs

Level of Knowledge : Conceptual

Legal and Accounting aspects of M&A - accounting for amalgamation- Pooling of interest method, Purchase method - Provisions of companies Act of 1956, Income Tax Act 1961, Provisions of competition Act

UNIT VI

7 Hrs

Level of Knowledge : Conceptual

Cross Border Mergers and Acquisitions - The theory of MNE - Reasons - strategies and performance of CBMA

Essential Reading

1) Godbole, P. (2012). *Mergers Acquisitions and Corporate Restructuring*. Noida: Vikas Publishing House.

Recommended Reading

- 1) Kale, R. S. (2011). *Mergers and Acquisitions*. New Delhi: Oxford University Press.
- 2) Rajesh, K.B. (2010). *Mergers and Acquisitions. Text and Cases*. New Delhi: Tata Mcgraw Hill.
- 3) Sudarsanam, S. (2010). *Creating Value through Mergers and Acquisitions*. New Delhi: Peasons Education.
- 4) Pandey, I.M. (2010). *Financial Management*. New Delhi: Vikas Publishig house.

CIA - Evaluation Pattern

| Assignment | Case Study | Presentation | Test | Mid Semester |
|------------|------------|--------------|------|--------------|
| 20 | 10 | 10 | 10 | 25 |

Mid Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |

End Semester Examination

| Section A | Section B | Section C | Total |
|------------|-------------|------------|-------|
| 4 x 5 = 20 | 2 x 10 = 20 | 1 x 10 =10 | 50 |