TENTATIVE LESSON PLAN (19IM201)

Section : MBA Revision No : 00		Date: 30-12-2019 Prepared ByPRAVEEN GOLLA	Page No: 01 of 02 Approved By: HOD	
No. of Periods	ooard	TOPIC	Date	Mode of Delivery
	tudents le	TIONAL SKILLS arn about the definition, types and benefits of Highly Effective People – Stephen R. Covey	f Communicat	tion
1.	UNIT-I	. OPERATIONAL SKILLS:		
2.	Differer	nt ways of communicating	From: 30-	
3.	fluency	, accuracy, and formulation	12-2019	
4.		nication for influencing		
5.	Purpose	of Oral communication		
6.		ing a meeting	- To	Lecture interspersed
7.		erview with Media		with
8.	Presenta		21-01-2020	discussions
9.		Formal letters and Business letters		
10.	Preparat arranger	tion of Material: Selecting material, planning, ment		
11.	Researc	h		
	managain awar	Dissertation writing. EMENT SKILLS: reness about Time Management and Business	Etiquettes	
CO2: They Γ B :: How to	papers, MANAG gain awar Win Frie	Dissertation writing. EMENT SKILLS: reness about Time Management and Business ends and Influence People— Dale Carnegie	Etiquettes	
CO2: They properties of the state of the st	papers, MANAG gain awar Win Frie	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS:		
CO2: They Γ B :: How to	papers, MANAG gain awar Win Frie MANA Time M Motivat	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills	From: 22- 01-2020	
ΓB :: How to 12. 13.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills	From: 22-	
ΓB :: How to 12. 13. 14.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa	Dissertation writing. EMENT SKILLS: eness about Time Management and Business ends and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion,	From: 22- 01-2020	Lecture interspersed with
CO2: They s 12. 13. 14. 15. 16.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategie	Dissertation writing. EMENT SKILLS: eness about Time Management and Business ends and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion, es	From: 22- 01-2020 To 03-02-	interspersed
CO2: They at 12. 13. 14.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategic	Dissertation writing. EMENT SKILLS: eness about Time Management and Business ends and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion,	From: 22- 01-2020	interspersed with
CO2: They a 12. 13. 14. 15. 16.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategie Internat Multi C Cultural	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion, es ional Business Protocol - ultural Changes - awareness	From: 22- 01-2020 To 03-02- 2020	interspersed with
CO2: They a 12. 13. 14. 15. 16.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategie Internat Multi C Cultural	Dissertation writing. EMENT SKILLS: eness about Time Management and Business ends and Influence People— Dale Carnegie GEMENT SKILLS: anagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion, es ional Business Protocol - ultural Changes -	From: 22- 01-2020 To 03-02- 2020	interspersed with discussions
TB :: How to 12. 13. 14. 15. 16. 17. 18. 19. 20.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategi Internat Multi C Cultural Learnin Dos"&I telephor	Dissertation writing. EMENT SKILLS: eness about Time Management and Business ends and Influence People— Dale Carnegie GEMENT SKILLS: fanagement -Mind& Memory Management ional Skills ion nce of commitment - Showing self confidence ng Success - Fashion, es ional Business Protocol - ultural Changes - awareness g about the Communication styles of various clients Don"ts on the ne - Taking the leave message	From: 22- 01-2020 To 03-02- 2020	interspersed with discussions
TB:: How to 12. 13. 14. 15. 16. 17. 18. 19. 20. 21.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategi Internat Multi C Cultural Learnin Dos"&I telephor Ground "functio	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS: ranagement -Mind& Memory Management rional Skills rion rice of commitment - Showing self confidence ring Success - Fashion, res rional Business Protocol - rultural Changes - rawareness g about the Communication styles of various clients rion the rice - Taking the leave message rules for a conference calls - Using the "mute	From: 22- 01-2020 To 03-02- 2020	interspersed with discussions Lecture interspersed
TB :: How to 12. 13. 14. 15. 16. 17. 18. 19. 20.	papers, MANAG gain awar Win Frie MANA Time M Motivat Motivat Importa Achievi Strategi Internat Multi C Cultural Learnin Dos"&I telephor Ground "functio	Dissertation writing. EMENT SKILLS: reness about Time Management and Business and Influence People— Dale Carnegie GEMENT SKILLS: ranagement -Mind& Memory Management rional Skills rion rice of commitment - Showing self confidence ring Success - Fashion, res rional Business Protocol - rultural Changes - rultural Changes - rultural Communication styles of various clients rion'ts on the rice - Taking the leave message rules for a conference calls - Using the "mute	From: 22- 01-2020 To 03-02- 2020	interspersed with discussions Lecture interspersed

43.	LEADERSHII SKILLS.	110111 . 04-	
24.	Quick Learning	02-2020	
25.	Pro- Activeness	To 20-02-2020	Lecture interspersed with discussions
26.	Decision making		
27.	Situational leadership		
28.	Motivating Employees		
29.	Paerto Analysis		
30.	Force field Analysis		
31.	PMI – plus, minus, Interest		
32.	Stress - Conflict Management		

UNIT -IV THINKING SKILLS

CO4: They understand thinking about logical, lateral and positive thinking skills.

The 360 Degree Leader- John C. Maxwell

46	THINKING SKILLS:	
47	Positive Thinking	
48	Logical Thinking - Lateral Thinking	From: 02-
49	Avoiding traditional ways of looking for solutions	03-2020
50	Using imagination to look at a problem differently - Recognize dominant Ideas	То
51	How to improve self confidence	
52	To look failures as stepping stones	21-03-2020
53	To Strengthen self esteem	
54	Creative Thinking	
55	Intellectual Property privileges	

UNIT -V SOCIAL SKILLS

CO5: Honesty, Positive attitude, Courtesy and other soft skills are learnt by the students.

The 360 Degree Leader- John C. Maxwell

56	SOCIAL SKILLS	
57	Courtesy- Honesty- Flexibility	
58	Adaptability Co – Operation	
59	Positive attitude	From: 23-
60	Dependability -Ability to measure	03-2020
61	willingness to learn- Commonsense	
62	Personal Integrity-positive work ethic Motivational Skills	To
63	Critical thinking skills	
64	Personal Chemistry	23-04-2020
65	good personal appearance	
66	Ability to follow regulations	
67	willingness to be accountable	
68	Awareness of how Business works and staying on the job until it is finished	
69	Ability to listen and document what you have – heard	The state of the state of

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TENTATIVE LESSON PLAN 192M 202

Section : II		SS ENVIRONMENT (197M202) Date: 01-01-2010	Page No: 01	of 02	
Revision No		Prepared By : G.KIRAN	Approved B		
Tools : Black l	board			The state of the s	
No. of Periods		TOPIC	Date	Mode of Delivery	
UNIT –I	INTRO	DUCTION TO BUSINESS ENVIRONM	ENT		
		factors influencing the business environments.—Essentials of Business Environments, Himala		ouse, New Dell	
1.	INTR	ODUCTION TO BUSINESS ENVIRONMENT	02-01-2020		
2.		ance at national and international level	03-01-2020		
3.		ns and challenges	04-01-2020		
4.		both internal and external influencing business	21-01-2020	Lecture interspersed	
5.	Industr	ial policies since independence	30-1-2020	with	
6.	Industr	ial policy 1991	31-1-2020	discussions	
7.		tage of industrial policy	01-02-2020		
8.		ory and promotional framework	02-02-2020		
9.	Introdu	action to nitiayog	02-02-2020		
10.	NITIA	YOG and its importance	2 2 2020		
UNIT –II: S CO1: To u Aswathappa	STRUCT nderstan K: —Ess	URE OF INDIAN ECONOMY d economic systems and economic reformentals of Business Environmental, Himalaya Pu		Lecture	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2	STRUCT nderstan K: —Ess 2011 .	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pu	ms. blishing House,	interspersed	
UNIT –II: S CO1: To u Aswathappa New Delhi, 2	STRUCT nderstan K: —Ess 2011.	URE OF INDIAN ECONOMY d economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy	ms. blishing House, 4-2-2020	interspersed with	
UNIT –II: S CO1: To u Aswathappa New Delhi, 2 11. 12.	STRUCT nderstan K: —Ess 2011 . Struct Nature	URE OF INDIAN ECONOMY d economic systems and economic reformentials of Business Environmenti, Himalaya Pure of Indian economy and significance of Economic systems	ms. blishing House, 4-2-2020 5-2-2020	interspersed	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu	URE OF INDIAN ECONOMY d economic systems and economic reformentials of Business Environmenti, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14.	K: —Ess 2011 . Struct Nature structu Econor	URE OF INDIAN ECONOMY d economic systems and economic reformentials of Business Environmential, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv	URE OF INDIAN ECONOMY d economic systems and economic reformentials of Business Environmenti, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv proble	URE OF INDIAN ECONOMY d economic systems and economic reformentials of Business Environmential, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020 11-2-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv probles	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems are of Indian industry mic reforms in various sectors estment mechanism and procedures ss in Indian industry	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020 11-2-2020 12-12-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv proble Sickne compe	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020 11-2-2020 12-12-2020 13-12-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv probler Sickne compe Advan	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems and significance of Economic systems and reforms in various sectors and procedures	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020 11-2-2020 12-12-2020	interspersed with	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT –III CO2: To l	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv probler Sickne compe Advan Fiscal	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems and significance of Economic systems and reforms in various sectors and procedures and procedures as in Indian industry and procedures and proc	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 10-2-2020 11-2-2020 12-12-2020 13-12-2020 14-2-2020	interspersed with discussions	
UNIT –II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT –III CO2: To l	STRUCT nderstan K: —Ess 2011. Struct Nature structu Econor Disinv proble Sickne compe Advan Fiscal earn fisc K: —Ess	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002 tages of disinvestment Policy cal policy and balance of payments entials of Business Environmental, Himalaya Pul	ms. blishing House, 4-2-2020 5-2-2020 6-2-2020 10-2-2020 11-2-2020 12-12-2020 13-12-2020 14-2-2020	interspersed with discussions	
UNIT –II: S CO1: To u Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT –III CO2: To l Aswathappa	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv probler Sickne compe Advan Fiscal earn fisc K: —Ess Natu	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems and significance of Economic systems and reforms in various sectors and procedures and procedures as in Indian industry and procedures and proc	## dishing House, ## dishing Ho	interspersed with discussions	
UNIT -II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT -III CO2: To l Aswathappa 20. 21.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv proble Sickne compe Advan Fiscal earn fisc K: —Ess Natu publ	URE OF INDIAN ECONOMY and economic systems and economic reformentials of Business Environmenti, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002 tages of disinvestment Policy cal policy and balance of payments entials of Business Environmenti, Himalaya Pul are and significance of Fiscal Policy ic revenues – expenditure	## d-2-2020 5-2-2020 6-2-2020 8-2-2020 10-2-2020 11-2-2020 12-12-2020 13-12-2020 14-2-2020 15-2-2020 17-2-2020 29-2-2020	interspersed with discussions	
UNIT -II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT -III CO2: To l Aswathappa 20. 21.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv proble Sickne compe Advan Fiscal earn fisc K: —Ess Natu publ	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002 tages of disinvestment Policy al policy and balance of payments entials of Business Environmental, Himalaya Pullare and significance of Fiscal Policy ic revenues – expenditure	## dishing House, ## dishing Ho	interspersed with discussions New Delhi, 201 Lecture	
UNIT -II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT -III CO2: To l Aswathappa 20. 21. 22. 23.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv probler Sickne compe Advan Fiscal earn fisc K: —Ess Natu publ deve Criti	URE OF INDIAN ECONOMY and economic systems and economic reformentials of Business Environmenti, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002 tages of disinvestment Policy cal policy and balance of payments entials of Business Environmenti, Himalaya Pulare and significance of Fiscal Policy ic revenues — expenditure Elopment activities allocation of funds ical analysis of the recent fiscal policy of india	## dishing House, ## dishing Ho	interspersed with discussions	
UNIT -II: S CO1: To us Aswathappa New Delhi, 2 11. 12. 13. 14. 15. 16. 17. 18. 19. UNIT -III CO2: To l Aswathappa 20. 21.	STRUCT nderstan K: —Ess 2011 . Struct Nature structu Econor Disinv proble Sickne compe Advan Fiscal earn fisc K: —Ess Natu publ deve Criti Bala	URE OF INDIAN ECONOMY and economic systems and economic reformentals of Business Environmental, Himalaya Pure of Indian economy and significance of Economic systems re of Indian industry mic reforms in various sectors estment mechanism ms and procedures ss in Indian industry tition Act 2002 tages of disinvestment Policy al policy and balance of payments entials of Business Environmental, Himalaya Pullare and significance of Fiscal Policy ic revenues – expenditure	## dishing House, ## dishing Ho	New Delhi, 201 Lecture interspersed	

26.	Causes for disequilibrium in Balance of Payments	11-3-2020	
27.	Correction measures	12-3-2020	
28.	major components of bop	16-3-2020	
29.	Critical analysis	17-3-2020	
IINIT IV. Inc	lia"s Trade Policy		
OA. To k	now the challenges and mechanisms of India trad	e policy	
Aswathappa K New Delhi, 20	: —Essentials of Business Environment, Himalaya Publi	sning House,	
30.	Nature of India"s Trade Policy	18-3-2020- 19-3-2020	
31.	Magnitude and direction of Indian international trade	3-4-2020	
32.	bilateral and multilateral trade agreements	6-4-2020	
33.	International business environment:	7-4-2020	Lecture
34.	Challenges and mechanisms. WTO	9-4-2020	interspersed
35.	Agreements in the Uruguay round including TRIPS, TRIMS	13-4-2020	with discussions
36.	GATS, disputes settlement mechanism	15-4-2020 16-4-2020	
37.	dumping and antidumping measures	20-4-2020	
38.	Nature – significance	24-04-2020	
CO5:: To u	GAL FRAME WORK Inderstand the legal frame work of Indian econom Indian econom		
	011		
		23-4-2020	
41	special features of the SICA BIFR	23-4-2020 28-4-2020	
	special features of the SICA		
41 42	special features of the SICA BIFR	28-4-2020 4-5-2020	
41 42 43	special features of the SICA BIFR Consumer protection act 1986,	28-4-2020 4-5-2020 5-5-2020 8-5-2020	
41 42 43 44	special features of the SICA BIFR Consumer protection act 1986, Environmental laws	28-4-2020 4-5-2020 5-5-2020 8-5-2020 9-5-2020 18-5-2020	

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TENTATIVE LESSON PLAN(19TM 203)

Section : S	ec 1 IMBA	GERIAL ECONOMICS(IMB1923) Date: 04-01-2020	Page No: 01		
Revision No	100:	Prepared By : B.CHINNI	Approved By	proved By : HOD	
Fools : Black	board	monvo.	Dete	Mode of	
No. of		TOPIC	Date	Delivery	
Periods UNIT –I		ion to Managerial Economics		Delivery	
TB - KLV	Introduc	onomy and its principles. I: "Managerial Economics", Tata Mc-Graw ction to Economics	04-01-2020		
2.		& Framework of Economics	06-01-2020		
3.	Concept	t of Management : Functions	09-01-2020		
4.		ction & Need of Managerial Economics	12-01-2020	Lecture	
5.	Nature of	of Managerial Economics	20-01-2020	interspersed	
6.		f Managerial Economics	21-01-2020	with	
7.	1 1	tions of Managerial Economics ANALYSIS	29-01-2020	discussions	
	& its ty	pes	2020		
8. 9.	& its ty	t of Demand – Definitions & Need for Demand pes t of Demand Analysis	2020		
10.		ty of Demand	2020 04-02-	Lecture interspersed	
			2020	with discussions	
11.		lasticity of Demand	05-02- 2020	discussions	
12.	Income	, Advertising, Cross Elasticity of Demand	11-02- 2020		
13.	Types	of Price Elasticity of Demand	12-02- 2020		
14.	Signific	cance of Elasticity of Demand	13-02- 2020		
15.	Measur	rement of Price Elasticity of Demand	14-02- 2020		
	earn the ty	CTION ANALYSIS pes of production and its factors. NI: "Managerial Economics", Tata Mc-Grav			
16.	Cond	cept of Production & Demand Function	02-03-2020		
17	Prod	uction Function with One Variable	04-02-2020		
17.	Prod	uction Function with 2 Variables	07-02-2020	interspersed	
17.	1100	detion i direction with 2 variables		with	

20.	Concepts of Cost – Types	11-03-2020		
21.	Determinants of Cost	12-03-2020		
22.	Cost & Output Relationship in Short Run	16-03-2020		
23.	Cost & Output Relationship in Long Run	17-03-2020	Lecture interspersed	
24.	Cost & Output Relation with Graphs	18-03-2020	with	
25.	Cost – Volume – Profit : Relationship & Analysis	03-04-2020	discussions	
JNIT - V N	MARKET STRUCTURE AND PRICING PRACTICE	S		
CO5: To kn	ow the market Structure and pricing practices.			
TB - KLVE	RSHANI: "Managerial Economics", Tata Mc-Graw	Hill, 2015.		
26.	Introduction to Markets, Different Features & Types	06-04-2020		
27.	Market Structure – Concept	09-04-2020		
28.	Price- Output determination in Perfect Competition	15-04-2020		
29.	Perfect Competition in Long & Short Run	20-04-2020		
30.	Price- Output determination in Imperfect	28-04-2020		
	Competition			
31.	Price- Output determination in Monopoly	29-04-2020		
	Competition			
32.	Price- Output determination in Monopolistic	30-04-2020		
	Competition		Lecture	
33.	Price- Output determination in Oligopoly	02-05-2020	interspersed	
	Competition		with	
34.	Different Pricing Methods & Classification: In	03-05-2020	discussions	
	Practice			
35.	Bain's Limit Pricing Theory	04-05-2020		
36.	Types of Pricing Strategies	05-05-2020		
37.	Managerial Theories of Firm : Concept	06-05-2020		
38.	Marris- Williamson Managerial Theories of Firm	09-05-2020		

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TENTATIVE LESSON PLAN 192m 204

	FINANCIAL ACCOUNTING -II			
Revision No:	OO Prepared By : Dr.M VEERA BHADRA	Page No: 01 o	of 02	
v .	IRAU	Approved By: HOD		
Tools : Blac	ek board, PPTs,			
No. of Periods	TOPIC	Date	M	
	tunes of	Date	Mode of Delivery	
CO1: To under	tures of corporate Profit and Loss A/C rstand basics of accounting		Zentery	
TB :: Financial	Accounting by Dhanesh K Khatri			
	Accounting by Dnanesh K Khatri			
1.	features of corporate profit and loss a/c and bala nce			
	sheet.	6-01-2020		
2.	Preparation of statement of financial accounts for			
	Corporate	08-01-2020		
3.	Financial statementsnon -profit organizations	10-01-2020		
4.	Problems		Lecture	
5.	Problems	20-01-2020	intersperse	
		22-01-2020	d with discussions	
CO2. To 1	the accounting forms for Inventory management			
7.	Lower cost of market (I CM)		intersperse	
205211000	Lower cost of market (LCM)	27-01-2020	d with	
8.	Higher cost of market(HCM)		1:	
		Z0-01-2020	discussions	
9.	Periodic sinvestment vs perpectual inventory system	28-01-2020	discussions	
9.	Specific requirements of AS-2 issued by ACAI	29-01-2020	discussions	
9. 10. NIT - III Fina	Specific requirements of AS-2 issued by ACAI	29-01-2020 03-02-2020	discussions	
9. 10. NIT - III Fina O3; Able to kno	Periodic sinvestment vs perpectual inventory system Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Stateme Dow the basic awareness on cash flow and funds flow state accounting by Dhanesh K Khatri	29-01-2020 03-02-2020	discussions	
9. 10. NIT - III Fina O3; Able to kno	Specific requirements of AS-2 issued by ACAI ancial Analysis with Funds Flow and Cash Flow Statements on the basic awareness on cash flow and funds flow state accounting by Dhanesh K Khatri	29-01-2020 03-02-2020 ents ements	discussions	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statements on each flow and Cash Flow Statements on each flow.	29-01-2020 03-02-2020	discussions	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A	Specific requirements of AS-2 issued by ACAI ancial Analysis with Funds Flow and Cash Flow Statement with the basic awareness on cash flow and funds flow state accounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement	29-01-2020 03-02-2020 ents ements	Lecture	
9. 10. NIT - III Fina O3; Able to kno 3 :: Financial A	Specific requirements of AS-2 issued by ACAI ancial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state accounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow	29-01-2020 03-02-2020 ents ements	Lecture	
9. 10. NIT - III Fina O3; Able to kno 3 :: Financial A	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements	29-01-2020 03-02-2020 ents ements 04-02-2020 06-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno 3 :: Financial A 11 12	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements problems	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020	Lecture	
9. 10. NIT - III Fina 03; Able to kno 3 :: Financial A 11 12 13 14	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A 11 12 13 14 15	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state eccounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statements	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A 11 12 13 14 15 IT - IV : Financial	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement Ow the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s Incial Reports	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A 11 12 13 14 15 IT - IV : Finan O4; able to get b	Specific requirements of AS-2 issued by ACAI ancial Analysis with Funds Flow and Cash Flow Statement by the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s Icial Reports Pasic awareness on accounting at a large state of the statements Preparation and cash flow statements Cash flow statements problems	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A 11 12 13 14 15 IT - IV : Finan O4; able to get b	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement Ow the basic awareness on cash flow and funds flow state counting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s Incial Reports	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno B :: Financial A 11 12 13 14 15 IT - IV : Finan O4; able to get	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state ecounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s acial Reports basic awareness on accounting standards counting by Dhanesh K Khatri Understanding complete set of formities Cash Flow Statement Cash Flow Statement Cash Flow Statement Analysis with Funds Flow and Cash Flow Statement Cash flow statements Cash flow statement	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020 04-03-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno 3 :: Financial A 11 12 13 14 15 IT - IV : Financial A :: Financial A	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state ecounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s acial Reports basic awareness on accounting standards counting by Dhanesh K Khatri Understanding complete set of formities Cash Flow Statement Cash Flow Statement Cash Flow Statement Analysis with Funds Flow and Cash Flow Statement Cash flow statements Cash flow statement	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020	Lecture interspersed with	
9. 10. NIT - III Fina O3; Able to kno 3 :: Financial A 11 12 13 14 15 IT - IV : Finan O4; able to get	Specific requirements of AS-2 issued by ACAI Incial Analysis with Funds Flow and Cash Flow Statement ow the basic awareness on cash flow and funds flow state ecounting by Dhanesh K Khatri Introduction to funds flow statement, cash flow statement Preparation, presentation, limitations of funds flow and cash flow statements Cash flow statements Cash flow statements problems Managerial uses of funds flow and cash flow statements Limitations of funds flow statement s acial Reports basic awareness on accounting standards counting by Dhanesh K Khatri Understanding complete set of formities Cash Flow Statement Cash Flow Statement Cash Flow Statement Analysis with Funds Flow and Cash Flow Statement Cash flow statements Cash flow statement	29-01-2020 03-02-2020 ents ements 04-02-2020 13-06-2020 17-02-2020 04-03-2020	Lecture interspersed with	

12-03-2020	Lecture
	Dectare
16-03-2020	interspersed
	with
19-03-2020	discussions

UNIT - V Emerging dimensions in Financial Reporting

balance sheet

Balance score card

CO5: Able to know the various aspects of financial reporting TB:: Financial Accounting by Dhanesh K Khatri

No. of Periods	TOPIC	DATE	Modera
21	Emerging dimension is a	DATE	Mode of Delivery
21	Emerging dimensions in financial reporting	20-03-2020	Zenvery
22	Corporate social responsibility accounting	27.02.0000	
23	Value added statements	27-03-2020	Lecture
24		31-03-2020	intersperse
	Valuation of intangible assets and impact on the	03-04-2020	d with

25

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03-04-2020

20-04-2020

d with

discussions

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TENTATIVE LESSON PLAN:16/IM205

Course Title: ORGANIZATIONAL COMMUNICATION		
Section:IMBAI/ II	Date: 30/12/2019	Page No: 01 of 03
Revision No: 00	Prepared By:A. PRATYUSHA	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of
	siness Communication		Delivery
	lerstand basics of Objective of Communication & the l	Process of Hum	an
Communicat	HT NEW NOTE (SEE MENTER) 이 전에 가는 사람들이 되었다. 그는 사람들이 되었다면 보는 사람들이 되었다면 보다 되었다면		
	ssentialsofBusinessCommunication ,CengageLearning		
1.	RoleofCommunicationinBusiness	30/12/2019	
2.	ObjectiveofCommunication	03/1/2020	Lecture
3.	TheProcessofHumanCommunication	06/1/2020	interspersed
4.	Media of Communication	07/1/2020	with
5.	Written Communication – Oral Communication	09/1/2020	discussions
6.	VisualCommunication, AudioVisual	10/1/2020	
	Communication—Silence		
UNIT - II Li	stening Skills		
	erstand basics of techniques of presentation types of p	resentation	
	ssentialsofBusinessCommunication ,CengageLearning		
7.	Developing Listening Skills	20/1/2020	
8.	Improving Non-verbal communication skills	23/1/2020	Lecture
9.	Cross Cultural Communication, problems and	25/1/2020	
	challenges.	23/1/2020	interspersed with
10.	Presentation skills – techniques of presentation –	27/1/2020	discussions
10.	types of presentation	27/1/2020	discussions
11.			4
	video Conferencing and formats	29/1/2020	
12.	Interview – formal and informal	30/1/2020	
13.	Interview techniques—Communication etiquettes.	31/1/2020	

UNIT - III O	rganizationCommunication		
CO3:To unde	rstand the basic Models for Interpersonal Communicat	ion, Exchange	Theory
TB:Krizan:Es	sentialsofBusinessCommunicationI,CengageLearning,N	NewDelhi	111001)
14.	ManagingOrganizationCommunication	1/02/2020	T
15.	FormalandInformalCommunication-	3/02/2020	Lecture
16.	IntrapersonalCommunication	7/02/2020	intersperse
17.	Models forInterpersonal Communication	14/02/2020	d with
18.	ExchangeTheory	22/2/2020	discussions
UNIT – IV	Interpersonal Communication		
CO4: Students	s able to know about the Barriers of Communication, C	ateways to Eff	fective
Interpersonal (Communication.		.coure
TB: Krizan:Es	sentialsofBusinessCommunicationl,CengageLearning,1	NewDelhi	
19.	Managing Motivation to Influence Interpersonal	2/3/2020	
	Communication		Lecture
20.	Inter-Personal Perception	9/3/2020	intersperse
21.	Role of Emotion in Interpersonal Communication	16/3/2020	d with

22.	Communication styles	23/3/2020	discussions
23.	Barriers of Communication	31/03/2020	1

	sinessWritingSkills		
CO5:Students	able to know about the Essentials of Effective Business		
Correspondenc	e, Business Letter and Forms, Meeting, Telephone Comr	nunication	
	entialsofBusinessCommunicationI,CengageLearning,Nev		te production of the contract of the
24:	BusinessWritingSkills	01/04/2020	A. A. Ar your roles &
25.	SignificanceofBusinessCorrespondence,EssentialsofE ffectiveBusinessCorrespondence	08/04/2020	Lecture interspersed
26.	BusinessLetterandForms,Meeting,TelephoneCommun ication	12/04/2020	with
27.	UseofTechnologyinBusinessCommunication	15/04/2020	discussions
28.	ReportWriting-MeaningandSignificance	17/04/2020	
29.	StructureofReports-Negative, Persuasive and Special Reporting	21/04/2020	
30.	Informal Report – Proposals. Formal Reports	23/04/2020	
31.	Preparationandorganization of Press Report.	25/04/2020	

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TENTATIVE LESSON PLAN: IMBA (IM1641)

Section:	itle: ORGANISATIONAL BEHAVIOUR (16IM	Page No: 01 o	f 02
Revision 1	No: 00 Prepared By: G. SRI LALITHA	Approved By :	
Tools: Black	k board		ПОБ
No. of Periods (Planned)		Date (Planned)	Mode of Delivery
UNIT 1: I	ntroduction to ORGANISATIONAL BEHAVIO	JIIB	
CO1:: Abl leadership st	e to understand the concept and nature of management, eva	luation of management the	
1	Introduction - Nature	18/11/2019	1
1	Scope of organizational behaviour	19/11/2019	
1	linkages with other social sciences	21/11/2019	
1	linkages with other social sciences	21/11/2019	Lecture
1 .	Individual Roles and Organizational Goals	22/11/2019	intersperse
1	Perspectives of Human Behavior	28/11/2019	with
1	Approach to Organizational behavior	29/11/2019	Discussion
1	Models of organizational behavior	30/11/2019	
1	Perception: nature - Process	2/12/2019	
1	Motivation – Concepts - Theories	3/12/2019	
1	Leadership Theories. Attitudes and Values	4/12/2019	
1	Leadership Theories. Attitudes and Values	5/12/2019	
1 1	OK: K.Aswathappa: "Organizational Behavior-T Personality Development importance Personality Development nature	7/12/2019	
1	Stages of personality development	7/12/2019	
1	Determinants of Personality	9/12/2019	Lecture
1	Johari Window analysis	10/12/2019	interspersed
1	Johari Window	11/12/2019	with
1	Transactional Analysis	12/12/2019	discussions
1	Transactional Analysis with example	13/12/2019	
1	Learning Processes	16/12/2019	
1	Learning process and theories	17/12/2019	
1	Learning process and theories	18/12/2019 19/12/2019	
1	Learning styles and patterns	20/12/2019	
NIT-III: De	ecision Making Process		48 A. C.
d Chaimers	to understand the different functional areas in an organization of distribution OK: K.Aswathappa: "Organizational Behavior-Te		
1	Decision Making Process		
1	Situational Decision Making Process	26/12/2019	
1	Behavioral Dimensions	27/12/2019	
		28/12/2019	T 4
1	Groups and their formation	30/12/2019	Lecture
1		30/12/2019	intowar
1	Formal and informal groups	31/12/2019	interspersed
			interspersed with discussions

1	Group versus Individual Interaction	6/1/2020	
1	Informal organizations	7/1/2020	
1	Informal organizations vs formal organisations	8/1/2020	
1	Advantages and disadvantages	9/1/2020	
	Inter-Personal Communication	2/1/2020	
PERT and	ole to equip with different techniques in project management, ie CPM and project crashing		
TEXT B	OOK: K.Aswathappa: "Organizational Behavior-Text,	Cases and Games	".
1	Inter-Personal Communication	3/2/2020	
1	Listening	4/2/2020	
1	Feedback and effects with collecting proceedure	5/2/2020	
1	Collaborative Processes in Work Groups	6/2/2020	
1	Collaborative Processes in Work Groups	7/2/2020	
1	Team Building	10/2/2020	Lecture
1	Team Decision Making	11/2/2020	intersperse
1	Team Decision Making vs individual decision making	12/2/2020	with discussion
1	Conflict Resolution in Groups	13/2/2020	discussion
1	Conflict Resolution in Groups	14/2/2020	
1	Conflict effects and causes	18/2/2020	
NIT-V:	Organizational Development		1
05:: Ab	le to equip with the concept and practical issues relating to strategic	management	
EXT BO	OOK: K.Aswathappa: "Organizational Behavior-Text,	Cases and Games	".
1	Organizational Development	24/2/2020	
1	Goals, processes	25/2/2020	Lecture
1	change – resistance to change	26/2/2020	interspersed
1	change – resistance to change	27/2/2020	with
1	Nature of OD	28/2/2020	discussions
1	Interventions	2/3/2020	
1	Importance of Inventions	3/3/2020	
1	OD tackniques and OD and limiting	3/3/2020	

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OD techniques and OD applications

OD techniques and OD applications

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4/3/2020

5/3/2020

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TENTATIVE LESSON PLAN: 161M402

Section : Se	c 1 IMBA	ourse Title: MANAGEMENT ACCOU	Page No: 01	01 02
Revision No	: 00	Prepared By: B.CHINNI	Approved By	: HOD
No. of Periods	oard	TOPIC	Date	Mode of Delivery
UNIT –I	:	uction to management accounting ependently different accounting state : Cost and Management Accounting, Kaly	ments ani Publication	s, New Delhi
1.	Introduc	ction to management accounting	18-11-2019	
2.	Managem	ent accounting vs Cost accounting	19-11-2019	
3.	Cost acco	ounting vs. financial accounting	20-11-2019	Lecture
4.	Role of	accounting information in planning and control,	21-11-2019	interspersed
5.	cost conc	epts and managerial use of classification of costs	22-11-2019	with
6.	The mana	agement process and accounting	23-11-2019	discussions
7.	Managen	nent accounting process	25-11-2019	
8.	cost cond		26-11-2019	
9.		of cost concepts	27-11-2019	
10.	The ma	nagement process and accounting.	28-11-2019	
CO2. Pre	pare and	nd Reporting I analyse financial statement and report g: Cost and Management Accounting, Kal	yani Publicatio	l ently ns, New Delh
CO2: Pre S.P.Jain, K	pare and	l analyse financial statement and reports: g: Cost and Management Accounting, Kal	orts independ yani Publication	lently ns, New Delh
CO2: Pre S.P.Jain, K	Introdu	d analyse financial statement and report g: Cost and Management Accounting, Kaluction to management information system s report	02-12-2019 03-12-2019	lently ns, New Delh
CO2: Pre S.P.Jain, K	Introdu What is	d analyse financial statement and report g: Cost and Management Accounting, Kale action to management information system s report ls of an Ideal Report	02-12-2019 03-12-2019 04-12-2019	ns, New Dein
CO2: Pre S.P.Jain, K 11. 12. 13.	Introdu What is	d analyse financial statement and report g: Cost and Management Accounting, Kaluction to management information system s report	02-12-2019 03-12-2019	Lecture
CO2: Pre S.P.Jain, K	Introdu What is Essentia General	d analyse financial statement and report g: Cost and Management Accounting, Kale action to management information system s report ls of an Ideal Report	02-12-2019 03-12-2019 04-12-2019	Lecture interspersed with
CO2: Pre S.P.Jain, K 11. 12. 13. 14.	Introdu What is Essentia General Methods	d analyse financial statement and reports g: Cost and Management Accounting, Kale ection to management information system s report ls of an Ideal Report Principles of Good Reporting s of Reporting of Reports	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019	Lecture interspersed
CO2: Pre S.P.Jain, K 11. 12. 13. 14. 15.	Introdu What is Essentia General Methods Types of	d analyse financial statement and report g: Cost and Management Accounting, Kale ection to management information system s report ls of an Ideal Report Principles of Good Reporting s of Reports of Reports The Needs of Different Management levels- Theoreticals of Statement and Stat	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019	Lecture interspersed with
CO2: Pre S.P.Jain, K 11. 12. 13. 14. 15.	Introdu What is Essentia General Methods Types of Reportin Question	I analyse financial statement and report g: Cost and Management Accounting, Kale action to management information system s report ls of an Ideal Report Principles of Good Reporting s of Reporting of Reports In Section 1 deal Report In Section 2 dealers of Reporting In Section 3 dealers of Reports In Section 3 dealers of Reporting In Section 4 dealers of Reports In Section 5 dealers of Reports In Section 5 dealers of Reports In Section 6 dealers of Reports In Section 7 deale	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019	Lecture interspersed with
CO2: Pre S.P.Jain, K 11. 12. 13. 14. 15. 16.	Introdu What is Essentia General Methods Types of Reportin Question Reconcident	d analyse financial statement and reports It cost and Management Accounting, Kalenction to management information system It is report It is of an Ideal Report Principles of Good Reporting It is of Reports If Reports If Reports If Reports If it is not report in the principle is of Reporting If Reports If it is not report in the principle is of Reporting If it is not report in the principle is of Reports If it is not report in the principle is not repor	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019 07-12-2019	Lecture interspersed with
11. 12. 13. 14. 15. 16.	Introdu What is Essentia General Methods Types of Reportin Question Reconcid	d analyse financial statement and reports It cost and Management Accounting, Kale action to management information system as report Is of an Ideal Report Principles of Good Reporting of Reports In Needs of Different Management levels- Theoreticals Illiation and Integration of Financial Cocounts- Need of Reconciliation of Reconciliation	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019 2019 09-12-2019 10-12-2019	Lecture interspersed with
11. 12. 13. 14. 15. 16. 17. 18. 19. 20. UNIT - III.	Introdu What is Essentia General Methods Types of Reportin Question Reconcid Cost Add Methods	d analyse financial statement and reports It cost and Management Accounting, Kalenction to management information system It is report It is of an Ideal Report Principles of Good Reporting It is of Reports If Reports If Reports If Reports If it is not report in the principle is of Reporting If Reports If it is not report in the principle is of Reporting If it is not report in the principle is of Reports If it is not report in the principle is not repor	02-12-2019 03-12-2019 04-12-2019 05-12-2019 06-12-2019 07-12-2019 10-12-2019 11-12-2019	Lecture interspersed with discussions

22.	Definition- Steps in Responsibility Centers	17-12-2019	
23.	Types of Responsibility Centers	18-12-2019	Lecture interspersed
24.	Revenue Centre- Profit Centre	19-12-2019	with
25.	Investment Centre	20-12-2019	discussions
26.	Introduction to Transfer Prices-	21-12-2019	
27.	Price Level Accounting	26-12-2019	
28.	Importance of Price Level Accounting	27-12-2019	

UNIT - IV Budgetary Control

CO4:: Interpret cost bahaviour and decision methods

S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,

29.	Introduction to budgeting	24-01-2020	
30.	Budget, budgetary control	25-01-2020	
31.	Steps in budgetary control	27-01-2020	Lecture
32.	Fixed vs Flexible budge	28-01-2020	interspersed
33.	Different types of budgets	29-01-2020	with
34.	Sales budget, Zero based budgeting	30-01-2020	discussions
35.	Cash budget, production budget	31-01-2020	
36.	Master budget,.	03-02-2020	
37.	budget reports for management control	04-02-2020	

Management Audit UNIT - V

CO5: understand the management audit system.

S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,

38	Definition- Objectives of Management Audit	02-03-2020	
39	Difference between Financial Audit and Management Audit	03-03-2020	Lactura
40	Need for Management Audit	04-03-2020	Lecture interspersed
41	Conducting Management Audit.	05-03-2020	with
42	Conducting Management Audit types	06-03-2020	discussions

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TENTATIVE LESSON PLAN: (IMB1643)

		NY LAW (IMB1643)				
	INTG MBA	Date: 18-11-2019		Page No		
Revision	13/30/A 12/31/25 FO	Prepared By : SK SHAFIULLAH	I	Approve	d By : HOD	
No. of Periods	ck board	TOPIC		Date	Mode of Delivery	
UNIT -I	INTROD	UCTION TO COMPANY LAW				
		ge meaning of company, features,	adva	ntages and dis	advantages, type	
		sh between private and public ltd			8 / 11	
		Tandom M.P, Allahabad Law Ag	_	The state of the s		
1		roduction to Company Law		8-11-2019		
2		o company, Features of company		,21-11-2019		
1		panies, Holding, subsidiary		22-11-2019	Lecture	
2		any and unlimited company	23	,24-11-2019	interspersed	
2		f company ,Dormant company		,26-11-2019	with discussion	
2	Adventages of company and disadventages of 27.29.11.2010					
2	D/f between j	public and private ltd company	29	,30-11-2019		
2	Company ver	sus partnership firm	02	,03-12-2019		
2	Company ver One person c			,03-12-2019 ,06-12-2019		
2 UNIT II	One person c - FORMATIO	ompany ON OF COMPANY	05	,06-12-2019		
2 UNIT II	One person c - FORMATIO	ompany	05	,06-12-2019	emorandum and	
2 UNIT II - CO2: To articles o	One person c FORMATIO impart the ki f association,	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1	05 ny, inc 956.	,06-12-2019 orporation, m	emorandum and	
2 UNIT II - CO2: To articles o	One person c FORMATIO impart the ki f association,	ompany ON OF COMPANY nowledge on Promotion of compar	05 ny, inc 956.	,06-12-2019 orporation, m	emorandum and	
UNIT II - CO2: To articles o TB:: Con	One person confidence of the kills of the ki	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1	ny, inc 956. gency,	,06-12-2019 orporation, m	emorandum and	
2 UNIT II - CO2: To articles o	One person c FORMATIO impart the ki f association, u npany Law by	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1 Tandom M.P, Allahabad Law Ag	ny, inc 956. gency,	,06-12-2019 orporation, m Allahabad	emorandum and	
2 UNIT II - CO2: To articles o TB:: Con	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company	ompany ON OF COMPANY nowledge on Promotion of company various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of	os ny, inc 956. gency,	,06-12-2019 orporation, m Allahabad 08-12-2019	emorandum and	
UNIT II - CO2: To articles o TB:: Con	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or	ompany ON OF COMPANY nowledge on Promotion of company various clauses of companies act 1s Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company	05 ny, inc 956. gency,	,06-12-2019 orporation, m Allahabad 08-12-2019	emorandum and	
UNIT II CO2: To articles o TB:: Con 1	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or Steps in incomp	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company rporation of a company	05 ny, ince 956. gency, 0	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019	emorandum and	
2 UNIT II - CO2: To articles o TB:: Con	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or Steps in incomp	ompany ON OF COMPANY nowledge on Promotion of company various clauses of companies act 1s Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company	05 ny, ince 956. gency, 0 10 12 15	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019 ,16-12-2019	emorandum and	
UNIT II CO2: To articles o TB:: Con 1	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or Steps in incompression	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company rporation of a company	05 ny, ince 956. gency, 0 10 12 15	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019 ,16-12-2019 9-12-2019	Lecture	
2 UNIT II CO2: To articles o TB:: Con 1 2 2 2 2	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or Steps in incomprometers an Memorandum	ompany ON OF COMPANY nowledge on Promotion of company various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company reporation of a company d types of promoters	05 ny, ince 956. gency, 0 10 12 15	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019 ,16-12-2019	Lecture interspersed	
UNIT II CO2: To articles o TB:: Con 1 2 2 2 1	One person c FORMATIO impart the ki f association, v npany Law by UNIT -II In Company Formation or Steps in incor Promoters an Memorandum Alteration of	ompany ON OF COMPANY nowledge on Promotion of compary various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company reporation of a company d types of promoters n of association clauses	05 ny, ince 956. gency, 10 12 15 1	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019 ,16-12-2019 9-12-2019	Lecture interspersed	
UNIT II CO2: To articles o TB:: Con 1 2 2 2 1	One person conformation of the king of the	ompany ON OF COMPANY nowledge on Promotion of company various clauses of companies act 1 Tandom M.P, Allahabad Law Age troduction Promotion of promotion of a company reporation of a company d types of promoters n of association clauses Memorandum of association	05 ny, ince 956. gency, 10 12 15 15 2	,06-12-2019 orporation, m Allahabad 08-12-2019 ,12-12-2019 ,13-12-2019 ,16-12-2019 9-12-2019	Lecture	

UNIT - III PROSPECTUS

CO3: To Focuses on nurturing the students in the area of Prospects, issues, contents, promoter's position, duties and liabilities.

TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad

1	Unit-III: Introduction to company prospectus	29-12-2019	
2	Contents of prospectus, Types of prospectus	30,31-12-2019	
2	Promoters and kinds of promoters	02,03-01-2020	
2	Remuneration, Duties ,liabilities of promoters	04,05-01-2020	Lecture
2	Who can issue prospectus	06-07-01-2020	interspersed
2	Prospectus ,penalties and punishment	09,11,-01-2020	with discussions
2	Shell prospectus and red herring prospectus	02,03-01-2020	

UNIT – IV BOARD OF DIRECTORS AND MANAGING DIRECTORS OF COMPANY CO4 To understand Directors appointment, qualification renewal, recognition, power and duties-meetings, annual general meeting, statutory meeting, role of directors, independent directors and Corporate Governance.

TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad

1	UNIT – IV Introduction Of Board Of Directors And Managing Directors Of Company	25-01-2020	
1	Directors meaning and definition of directors	27-01-2020	_
2	Appointment of directors	28,29-01-2020	Lecture
2	Qualification and disqualification of Directors	03,04-02-2020	interspersed with
2	Removal of director, duties of directors	8,10-02-2020	discussions
2	Role of directors, clauses of directors, Powers and resignation of directors	12,13-02-2020	
2	Remuneration of directors	15,16-02-2020	

UNIT – V WINDING UP OF COMPANY

CO5: To focuses on training students in the area of Winding up of a company, types, procedure-powers of liquidator, voluntary winding up by member and creditors winding up subject to supervision of court

TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad

1	UNIT V: Introduction to Performance management skills	18-02-2020	
2	Winding up of company and its types	20,21-02-2020	
2	Procedure in winding up of company	23,24-02-2020	
2	Powers and Duties of liquidators,	26,27-02-2020	Lecture
2	Voluntary winding up of a company	28,-02-2020	interspersed
1	Compulsory winding up	03-03-2020	with
2	Winding up by the order of court	04,05-03-2020	discussions
2	winding up of a company by creditors	07,08-03-2020	
1	winding up of a company by the supervision of court	09-03-2020	

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TENTATIVE LESSON PLAN IM1644)

discussions

Course Title: ELEME	NTS OF DIRECT AND INDIRECT TAXES	TLAN -MIGHT
Section . (LITER	Prepared By: DR.M. VEERA BADHRA RAO.	Page No: 01 of 02 Approved By: HOD
Tools: Black board	PPTs,	

No. of	ack board, PPTs,		
Periods	TOPIC	Date	Mode of
UNIT –I			Delivery
CO1: : Able	to Know about the basics of tax system and the		
1961	to Know about the basics of tax system and have a	awareness on Inc	ome Tax A
	axes Law and Practice by bhagavathi prasad		
	and Tractice by briagavathi prasad		
1.	Income tax act 1961	18-11-2019	
	Income tax act 1961	18-11-2019	
1.	Income tax act 1961 laws regarding capital and revenue		
2.	Income tax act 1961 laws regarding capital and revenue expenditure	18-11-2019 22-11-2019	
1.	Income tax act 1961 laws regarding capital and revenue expenditure	22-11-2019	Lecture
2.	Income tax act 1961 laws regarding capital and revenue expenditure		Lecture intersperse

UNIT -II

CO2: : Students have awareness on assessment of tax of income from salaried, income from individuals and income from HP.

TB:: Direct Taxes Law and Practice by bhagavathi prasad

5.	Assessment of individual	5-12-2019	Lecture
6.	income from salary	10-12-2019	intersperse
7.	Problems		d with discussions
8.	income from HP	2712-2019	discussions
UNIT - III		2/12-2019	

CO3; Can analyses the tax on income from business and profession problems arising from aggregation income and set off and carry forward loss

TB:: Direct Taxes Law and Practice by bhagavathi prasad

9	income from business and profession	30-12-2019	
10	problems arising from aggregation of income and set off	5-1-2020	Lecture interspersed with discussions
11	problems arising from aggregation of income and set off	10-1-2020	
12	carry forward loss	22 1 2020	
13	carry forward loss	22-1-2020	
	earry for ward loss	25-1-2020	

UNIT-IV:

CO4; obtained the knowledge on Indirect tax laws, administration and relevant procedure, the central exercise including central value added tax and central sales tax

TB:: Direct Taxes Law and Practice by bhagavathi prasad

14	1		
	Indirect tax laws	30-01-2020	
15	administration and relevant procedure	01-02-2020	
16	the central exercise	05-02-2019	Lecture
17	value added tax CENVAT	09-02-2019	interspersed
18	Central sales tax act 1956	22-02-2019	with
UNIT - V			discussions

CO5: : Able to know about Tax administration appeals, revisions, review, rectification and application to control board of direct taxes. Acquisition proceedings principals of valuationmovableandimmovableproperty.

TB:: Direct Taxes Law and Practice by bhagavathi prasad

No. of Periods	TOPIC	DATE	Mode of
19	Tax administration appeals,	07.02.2022	Delivery
20		07-03-2020	
	revisions, review, rectification and application to control board of direct taxes	10-03-2020	Lecture
21	principals of valuation movable and immovable property.	13-03-2020	intersperse d with discussion
22	Tax incentives	11.00	
		14-03-2020	
25	export promotions	18-03-2020	

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PRINCIPAL SRK Institute of Technology ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: 16IM405

Course Title: MANAGEMENT INFORMATION SYSTEM(10	6IM405)
Section : 00-01 BDate: 18-11-2019	Page No: 01 of 03
Revision No: 00 Prepared By: Mrs. B.INDIRA	Approved By : HOD

Tools: Black board, PPTs

UNIT -I FOUNDATIONS OF IS IN BUSINESS

CO1:: To acquaint the students with the application of computers in understanding latest trends in information technology.

TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e,

Pearson Education, 2005.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS	18-11-2019	
1	Characteristics Of MIS	20-11-2019	
2	Managing The Digital Firm	21,22-11- 2019	Lecture
2	Conceptual Foundations Of MIS	23,24-11- 2019	interspersed with discussion
2	SDLC Phases	25,26-11- 2019	
2	Obstacles Of Applying IT	27,28-11- 2019	
2	Perspectives Of IS	29,30-11- 2019	

UNIT -II TYPES OF IS

CO2:: To provide an orientation about the increasing role of management information system in managerial decision making with the help of computers.

TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.

No. of Periods	TOPIC	Date	Mode of Delivery
2	Types Of IS	02,03-12- 2019	
1	Knowledge Management System	05-12-2019	
3	Decision Support System, Executive Information System	08,10,12- 12-2019	Lecture
1	Artificial Information System	13-12-2019	interspersed with
2	Intelligent Agents	15,16-12- 2019	Discussions
3	Fuzzy Logic	19,20,21- 12-2019	
1	Knowledge Work System	22-12-2019	
1	Intelligent techniques	24-12-2019	

UNIT - III IS MODELS

CO3:: To make students understand how information is processed, stored and utilized. TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.

No. of Periods	TOPIC	Date	Mode of Delivery
1	IS Planning	29-12-2019	
2	Nolan Stage	30,31-12- 2019	
2	Nolan 6 Stage hypothesis	02,03-01- 2020	
2	Strategic Planning	04,05-01- 2020	Lecture
1	Earl's Multiple Methodology	09,11-01- 2020	interspersed with discussions
2	IS Strategic Grid	25,27-01- 2020	
2	Wards Model	28,29-01- 2020	
1	Soft Systems Methodology	03-02-2020	
1	Socio-Technical Systems Approach (Mumford).	04-02-2020	

UNIT-IV IS PLANNING

CO4:: To gain knowledge on different data presentation techniques and IS Models. TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.

No. of Periods	TOPIC	Date	Mode of Delivery
2	IS Planning	08,10-02- 2020	
3	Process Of IS Planning	12,13,15- 02-2020	
2	Strategic Alignment Of IT	16,18-02- 2020	Lecture interspersed with discussions
3	Building And Maintaining IS	20,21,23- 02-2020	discussions
2	Stages of Building And Maintaining IS	21,25-02- 2020	
2	Alternative Approaches For Building IS	26-02-2020	

UNIT - V IS SECURITY, CONTROL AND AUDIT CO5:: To gain awareness about IS security. TB:: James A. Obrein: Management Information Systems, TMH, 10/e, 2004. No. of Periods **TOPIC** Mode of Delivery IS Security 27-02-2020 1 IS Control And IS Audit 28-02-2020 1 System vulnerability and abuse 29-02-2020 1 business value of security and control 03-03-2020 Lecture interspersed with 2 threat of computer crime 04,05-03discussions 2020 1 Threat Of Project Failure 06-03-2020 1 Methods Of Minimizing Risks 11-03-2020 2 **Ensuring System Quality** 12,13-03-2020

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TENTATIVE LESSON PLAN: 16IM601 (2019-20)

Course Title: Operations Research

Section: 01 TMB Date: 18-11-2019

Revision No: 01 Prepared By: P. Naga Srinivasa Rao

Tools: Black board, PPTs

Page No: 01 of 03

Approved By: HOD

No. of	TOPIC	Date	Mode of
Periods			Delivery

UNIT -I Overview of Operations Research

CO1: To acquaint the students with the basic knowledge of the overview of Operations.

TB:: Operations Research—R.Paneerselvan.

1.	Introduction to OR	18-11-2019	
2.	OR models	19-11-2019	
3.	OR techniques	20-11-2019	
4.	LPP-Introduction	21-11-2019	
5.	Graphic solution	22-11-2019	
6.	Graphic sensitivity analysis	23-11-2019	Lecture
7.	Standard form of LPP	25-11-2019	interspersed
8.	Basic feasible solution.	26-11-2019	with
9.	Unrestricted variables	27-11-2019	discussions
10.	Simplex method	28-11-2019	
11.	Big M method	29-11-2019	
12.	Two Phase simplex method		
IINIT II	Two Phase simplex method	30-11-2019	

UNIT -II Dual Problems.

CO2:: To acquaint the students with knowledge Of Dual problems and Integer programming problem.

TB:: Operations Research—S.D. Sarma

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Dual Programming- Introduction	02-12-2019	Denvery
14.	Relation between primal and dual problems.	03-12-2019	
15.	Problems	04-12-2019	
16.	Problems	05-12-2019	
17.	Dual Simplex method Algorithm	06-12-2019	Lecture
18.	Integer Programming Problem- Introduction.	07-12-2019	interspersed
19.	All integer programming problem	09-12-2019	with
20.	Branch and Bound method	10-12-2019	discussions
21.	Problems	11-12-2019	assumbling
22.	Mixed integer programming problem	12-12-2019	
23.	Problems	12-12-2019	
24.	Cutting plane algorithm	13-12-2019	
25.	Problems		
26.	problems	13-12-2019	
NIT III	Transport d' M. 1.1	14-12-2019	

UNIT - III Transportation Model.

CO3: To gain knowledge about Transportation and Assignment Models.

TB :: Operations Research—S.D.Sarma

No. of Periods	TOPIC		
07	7277 2 2 2 2 1 2	Date	Mode of
21.	Transportation problem as LPP	16-12-2019	Delivery
28.	North West Corner Rule	and the second s	Lecture
	Trouble West Collies Rule	16-12-2019	Dectare

29.	Problems	17-12-2019	interspersed with
30.	Least cost method	18-12-2019	discussions
31.	Problems	19-12-2019	
32.	Vogel's Approximation Method	20-12-2019	
33.	Problems	21-12-2019	* 1
34.	Problems	23-12-2019	Committee Commit
35.	Assignment problem	24-12-2019	
36.	Hungarian Algorithm	26-12-2019	
37.	Problems	30-12-2019	
38.	problems	31-12-2019	
TTETTO			

UNIT - IV Network Models and Project Scheduling.

CO4: To understand the topics of networking and Project Scheduling.

TB :: Operations Research—S.D.Sarma

No. of Periods	TOPIC	Date	Mode of Delivery
39.	Introduction	24-01-2020	Delivery
40.	Rules of drawing networks	25-01-2020	
41.	Common errors in drawing networks	27-01-2020	Lecture
42.	P.E.R.T	28-01-2020	interspersed wit
43.	Construction of drawing networks	29-01-2020	discussions
44.	Problems	30-01-2020	
45.	Problems	31-01-2020	
46.	Time analysis	01-02-2020	
47.	C.P.M introduction	03-02-2020	
48.	Problems	05-02-2020	
49.	Problems	10-02-2020	
50.	Cost consideration in PERT/CPM	15-02-2020	
51.	PROBLEMS	19-02-2020	
52.	Problems	21-02-2020	

UNIT - V Dynamic Programming.

CO5: To know and understand the technique of Dynamic Programming.

TB:: Operations Research—S.D.Sarma

No. of Periods	TOPIC	Date	Mode of Delivery
53.	Introduction	22-02-2020	
54.	Decision tree	24-02-2020	Lecture
55.	Bellman's principle of optimality	25-02-2020	interspersed with discussions
56.	Problems	26-02-2020	
57.	Game theory introduction	27-02-2020	
58.	Definition and types of games	28-02-2020	
59.	Maximin and minimax principle	29-02-2020	No. of Pacio
60.	Dominance property	10-03-2020	
61.	Algebraic method	19-03-2020	
62.	Problems	20-03-2020	- 9.

63.	Arithmetic method	21-03-2020	
64.	problems	21-03-2020	

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Revision No: Tools: Black boa No. of Periods (Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	INTERNATIONAL BUSINESS (16IM602) Date: 05/01/2021 OOV Prepared By: G. SRI LALITHA TOPIC Induction to International Business Inderstand the concept and nature of management, evaluation of the concept and start of the concept and the concep	ons. 18/11/2019	Mode of Delivery
Revision No: Tools: Black boa No. of Periods (Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	TOPIC duction to International Business anderstand the concept and nature of management, evaluational Business, Excel Publication ternational Business and trade ternational Business and trade ternational Business and trade	Date (Planned) uation of management theolons. 18/11/2019	Mode of Delivery
Tools: Black boar No. of Periods (Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	TOPIC Induction to International Business and an anture of management, evaluate E. Bhattacharya: International Business, Excel Publication ternational Business and trade forms of IB	Date (Planned) uation of management theolons. 18/11/2019	Mode of Delivery
No. of Periods (Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	TOPIC Induction to International Business Inderstand the concept and nature of management, evaluate E. Bhattacharya: International Business, Excel Publication ternational Business and trade Drms of IB	(Planned) uation of management theo ons. 18/11/2019	Delivery
Periods (Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 1 Fo 1 1 Si 1 1 Fr 1 1 Er	eduction to International Business understand the concept and nature of management, evaluations: E. Bhattacharya: International Business, Excel Publication ternational Business and trade forms of IB	(Planned) uation of management theo ons. 18/11/2019	Delivery
(Planned) UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	eduction to International Business understand the concept and nature of management, evaluations: E. Bhattacharya: International Business, Excel Publication ternational Business and trade forms of IB	ons. 18/11/2019	Delivery
UNIT 1: Intro CO1:: Able to a leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	: E. Bhattacharya: International Business, Excel Publication ternational Business and trade orms of IB	ons. 18/11/2019	ories, motivation ar
CO1:: Able to be leadership styles TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	: E. Bhattacharya: International Business, Excel Publication ternational Business and trade orms of IB	ons. 18/11/2019	ories, motivation ar
TEXT BOOK 1 In 1 Fo 1 Si 1 Fr 1 Er	E. Bhattacharya: International Business, Excel Publication ternational Business and trade orms of IB	ons. 18/11/2019	ories, inotivation at
1 In 1 Fe 1 Si 1 Fr 1 Er	ternational Business and trade orms of IB	18/11/2019	
1 For 1 Si 1 Fr 1 Er	orms of IB		
1 Si 1 Fr 1 Er		A STATE OF THE PARTY OF THE PAR	
1 Fr 1 Er	aniticance of ID	19/11/2019	
1 Er		20/11/2019	
	ee Trade vs. Protection	21/11/2019	Lecture
1 IV	nerging Trends	22/11/2019	interspersed
	odes of Trade	23/11/2019	with
	**************************************	25/11/2019	Discussions
	ew approaches nline markets	26/11/2019	
- 0.	The state of the s	27/11/2019	
	ade Barriers and Trade Strategies	28/11/2019	
	ade Barriers and Trade Strategies ance of Payments	29/11/2019	
1 Ba	E. Bhattacharya: International Business, Excel Publicational Busin	01/12/2019	
	rpes of Disequilibrium in BOP	4/12/2019	•
	rpes of Disequilibrium in BOP	5/12/2019	Lecture
	uctural Cyclical and Monetary Disequilibrium	6/12/2019	interspersed with
	uctural Cyclical and Monetary Disequilibrium	7/12/2019 8/12/2019	discussions
	thods of Correction	9/12/2019	discussions
1 Cu	rrent account and capital account	11/12/2019	
	00 BOP Crisis	12/12/2019	
1 Ca	uses and effects	13/12/2019	
	ve year plans	14/12/2019	
	G reforms	15/12/2019	
	Exchange Markets		
Able to ur	derstand the different functional areas in an organizatio	n and their responsibilities	- product life cycl
nd chaimers of dis	tribution		
1 For	E. Bhattacharya: International Business, Excel Publication	ns.	
10.	reign Exchange Markets	18/12/2019	
	reign Exchange Market Mechanism	19/12/2019	
	eign Exchange Market Mechanism	20/12/2019	
	change Rate Determination	21/12/2019	Lecture
1 Exe	change Rate Determination	22/12/2019	interspersed
	nvertibility of Rupee and its Implications	23/12/2019	with
	nvertibility of Rupee and its Implications		discussions
	nvertibility of any currency	25/12/2019 26/12/2019	

1	Free and floating exchange rates	27/12/2019	
1 .	Exchange modes	28/12/2019	
1	Dollar standard and gold standard	29/12/2019	
	Globalization	Commence of the second	* CM None and Street F. Cabota Streets
CO4:: A	ble to equip with different techniques in project management, ie		
PERI and	CPM and project crashing		
1EXI B	OOK: E. Bhattacharya: International Business, Excel Publication	IS.	
1	Globalization	3/1/2020	
1	Role of Multinational Corporations	4/1/2020	
1	Role of Multinational Corporations	20/1/2020	
1	Impact on Indian economy	21/1/2020	
1	Impact on Indian economy	22/1/2020	Lecture
1	Role of GDRs	23/1/2020	interspersed
1	FIIs – Export Promotion Zones	24/1/2020	with
1	Special Economic Zones.	27/1/2020	discussions
1	SEZs importance and its contribution with eg	28/1/2020	
1	Active economy standards	29/1/2020	
	International Liquidity	The state of the s	********
CO5:: Ab	ple to equip with the concept and practical issues relating to strates	gic management	
1	OOK: E. Bhattacharya: International Business, Excel Publications	S.	
	International Liquidity	2/2/2020	
1	Problems of Liquidity	3/2/2020	Lecture
1	Role of IMF	4/2/2020	interspersed
1	Role of IMF	6/2/2020	with
1	IBRD in Managing International Liquidity	1	discussions
	Problems.	7/2/2020	
1	IBRD in Managing International Liquidity Problems.	8/2/2020	
1	Liquidity duration and other problems	8/2/2020	
1	Case studies	15/2/2020	
1	Case studies	16/2/2020	
	Case studies	17/2/2020	

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TENTATIVE I ECCON

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Course little:	STRAT	TENTATIVE LESSON P EGIC MANAGEMENT		3)
Section: Im	BAIN	Date: 8 11 19	Page No: 01 o	f 02
Revision No:		Prepared By: PRATYLISHA ANNIE	Approved By :	
Tools : Bla	ck board,	PPTs,	Approved by:	нор
No. of		TOPIC	Date	Mode of
Periods			Date	Delivery
UNIT -I In	troducti	on		Denvery
TB:: Vijaya K	owledge umar P,.	about Vision, Mission and Objectives of the Org Hitt A: Strategic Management, Cengage learning, I	ganisation New Delhi, 2010	
1.	Introdu		18/11/19	
2.	concept	in strategic management	18/11/19	
3.	strategi	c management as a process	19-20/11/2019	
4.	Develop	ping a strategic vision, mission, objectives	20/11/2019	,
5.	Factors	that shape a company's strategy		
6.	Crafting	g a strategy	21/11/2019	Lecture
			21/11/2019	interspers
				d with
UNIT -II Intr	oduction	n to Environmental scanning adent with knowledge about strengths, weakness		discussion
		Hitt A: Strategic Management, Cengage learning, N	lew Delhi, 2010	
7.	Introduc	tion to Environmental scanning	22/11/2019	Lecture
8.		and competitive analysis	23-25/11/2019	intersperse
9.	Evaluatin	ng company resources and competitive capabilities	26-29/11/19	
10	CILION			1 0 With
10.	SWOT a	nalysis	29/11/2019-	d with
	SWOT a		29/11/2019- 4/12/2019	
10.	SWOT a	s and competitive advantages in diversified companies and	29/11/2019- 4/12/2019 04/12/2019-	
11. 12.	SWOT a Strategie its evalua	s and competitive advantages in diversified companies and attion, Tools and techniques	29/11/2019- 4/12/2019 04/12/2019- 10/12/2019	
11. 12. JNIT - III st	SWOT a Strategie its evalua Porters fi rategic 1	s and competitive advantages in diversified companies and attion, Tools and techniques we force model, BCG matrix, GE matrix	29/11/2019- 4/12/2019 04/12/2019-	
11. 12. UNIT - III st	Strategie its evalua Porters fi rategie is stand about	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Ne	29/11/2019- 4/12/2019 04/12/2019- 10/12/2019 11-12/12/2019 ew Delhi, 2010	
11. 12. JNIT - III st CO3; To unders B:: Vijaya Kur	SWOT a Strategie its evaluate Porters firategie is stand about the stand about the stand and stand analyzing stand analyzing stand analyzing stand analyzing stand analyzing stand analyzing standard st	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 ew Delhi, 2010	
11. 12. JNIT - III st CO3; To unders B:: Vijaya Kur	SWOT a Strategie its evaluate Porters firategie is stand about the stand about the stand and stand analyzing stand analyzing stand analyzing stand analyzing stand analyzing stand analyzing standard st	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 ew Delhi, 2010	
11. 12. JNIT - III st CO3; To unders CB :: Vijaya Kur 13	SWOT a Strategie its evalua Porters fi rategic istand about nar P,. H Introdu analyzi Porters	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition value chain analysis, competitive advantage of a firm	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 ew Delhi, 2010 16- 17/12/2019 18-	discussions
11. 12. JNIT - III st CO3; To unders TB :: Vijaya Kur	SWOT a Strategie its evalua Porters fi rategic is stand about nar P,. H Introdu analyzi Porters Exit and	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition value chain analysis, competitive advantage of a firm I entry barriers, formulation of strategy at corporate	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 ew Delhi, 2010 16- 17/12/2019 18- 23/12/2019	discussions
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14	Strategie its evalua Porters fi rategic is stand about analyzi Porters Exit and business	s and competitive advantages in diversified companies and ation, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition value chain analysis, competitive advantage of a firm d entry barriers, formulation of strategy at corporate, and functional levels	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 20/10/2019 20/10/2019 20/10/2019 20/10/2019	Lecture
11. 12. JNIT - III st CO3; To unders B:: Vijaya Kur 13	Strategie its evalua Porters fi rategic is stand about analyzi Porters Exit and business	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition value chain analysis, competitive advantage of a firm I entry barriers, formulation of strategy at corporate	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 27/12/2019 27/12/2019 30/12/2019-	Lecture interspersed with
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14 15 16 NIT - IV : stra CO4; Acquaint trategy	Strategie its evalua Porters fi rategic is stand about analyzi Porters Exit and business Types of the stu	s and competitive advantages in diversified companies and ation, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for ng competition value chain analysis, competitive advantage of a firm d entry barriers, formulation of strategy at corporate, and functional levels	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 27/12/2019 27/12/2019 30/12/2019- 29/1/2020 27/12/2019	Lecture interspersed with discussions
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14 15 16 NIT - IV : str: CO4; Acquaint trategy B :: Vijaya Kum	Strategie its evalua Porters fi rategic is stand about analyzi Porters Exit and business Types of the sture at P,. His	s and competitive advantages in diversified companies and ation, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for a competition value chain analysis, competitive advantage of a firm dentry barriers, formulation of strategy at corporate, and functional levels of strategies inplementation dent with knowledge about structures of organit A: Strategic Management, Cengage learning, Nection 1.	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 27/12/2019 27/12/2019 27/12/2019 30/12/2019- 29/1/2020 27/12/2019	Lecture interspersed with discussions
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14 15 16 NIT - IV : stra CO4; Acquaint trategy	Strategie its evaluate Porters firategie its and about analyzing Porters Exit and business Types of a tegic in the sturnar P,. Historical Porters of the sturnar P, Historical P	s and competitive advantages in diversified companies and ation, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for an analysis, competitive advantage of a firm dentry barriers, formulation of strategy at corporate, and functional levels of strategies Inplementation dent with knowledge about structures of organic at A: Strategic Management, Cengage learning, Nection to strategic implementation, strategy and structure	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 23/12/2019 27/12/2019 27/12/2019 30/12/2019- 29/1/2020 27/12/2019	Lecture interspersed with discussions
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14 15 16 UNIT - IV : str: CO4; Acquaint trategy B :: Vijaya Kum	Strategie its evaluate Porters firategie its and about analyzing Porters Exit and business Types of the sture of the stur	s and competitive advantages in diversified companies and attion, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for an engine competition value chain analysis, competitive advantage of a firm dentry barriers, formulation of strategy at corporate, and functional levels of strategies inplementation dent with knowledge about structures of organic transportation and engage learning, Nection to strategic implementation, strategy and structure, and leadership, strategy and culture connection.	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 27/12/2019 27/12/2019 27/12/2019 29/1/2020 21/2020 21/2020 21/2020 21/2020 21/2020 21/2020 21/2020	Lecture interspersed with discussions
11. 12. UNIT - III st CO3; To unders TB :: Vijaya Kur 13 14 15 16 UNIT - IV : stra CO4; Acquaint trategy B :: Vijaya Kum	Strategie its evaluar Porters firstegie its evaluar Porters firstand about analyzin Porters Exit and business Types of the sture of th	s and competitive advantages in diversified companies and ation, Tools and techniques ve force model, BCG matrix, GE matrix formulation out framing of Strategy at various levels. itt A: Strategic Management, Cengage learning, Nection to strategic formulation, strategy framework for an analysis, competitive advantage of a firm dentry barriers, formulation of strategy at corporate, and functional levels of strategies Inplementation dent with knowledge about structures of organic at A: Strategic Management, Cengage learning, Nection to strategic implementation, strategy and structure	29/11/2019- 4/12/2019 1 04/12/2019- 10/12/2019 11-12/12/2019 21-12/12/2019 23/12/2019 27/12/2019 27/12/2019 30/12/2019- 29/1/2020 27/12/2019	Lecture interspersed with discussions

20	Planning systems for implementation	29/2/2020	interspersed
			with
			discussions

UNIT - V Strategy evaluation and control

CO5: Obtain knowledge of Evaluation of strategy and its control

TB:: Vijaya Kumar P,. Hitt A: Strategic Management, Cengage learning, New Delhi, 2010

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Introduction to Strategy evaluation and control, establishing strategic controls	2/3/2020- 4/3/2020	
22	Measuring performance, appropriate measures, role of strategist	5/3/2020	
23	Using quantitative and qualitative benchmarking to evaluate performance	6/3/2020	Lecture
24	Strategic information systems, problems in measuring performance	9-10/3/2020	intersperse d with
25	Strategic surveillance, strategic audit	11-16/3/2020	discussion

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TENTATIVE LESSON PLAN: 16IM604

Course Title: DECISION SUPPORT SYSTEM(16IM604)	
Section: 00-OIMPDate: 18-11-2019	Page No: 01 of 03
Revision No: 00 Prepared By: Mrs. B.INDIRA	Approved By: HOD

Tools: Black board, PPTs
UNIT -I M.I.S AND IT'S ROLE IN ORGANIZATIONS

CO1:: To familiarize with the role of MIS and its role in organizations

TB :: Mallah: Decision Support and Data Warehouse Systems, TMH New Delhi, 2002

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS	18-11-2019	
1	Open Systems And Closed Systems	20-11-2019	
2	Classification Of DSS	21,22-11- 2019	Lecture
2	Components Of DSS	23,24-11- 2019	interspersed with discussions
2	Expert System	25,26-11- 2019	discussions
2	Differences Between ES & DSS	27,28-11- 2019	
2	Difference Between MIS & DSS	29,30-11- 2019	

UNIT -II DETERMINISTIC MODELS

CO2:: To help in understanding deterministic models and applications of DSS.

TB:: Mallah: Decision Support and Data Warehouse Systems, TMH New Delhi, 2002

No. of Periods	TOPIC	Date	Mode of Delivery
2	Deterministic Model	02,03-12- 2019	
1	Models Required To Cope With Uncertainty	05-12-2019	
3	Strategies Of Uncertainty	08,10,12- 12-2019	Lecture
1	Fuzzy Sets	13-12-2019	interspersed with
2	Probabilistic Models	15,16-12- 2019	Discussions
3	Fuzzy DSS	19,20,21- 12-2019	
1	Fuzzy Expert DSS	22-12-2019	
1	Fuzzy Logic	24-12-2019	

UNIT - III APPLICATION OF DSS

CO3:: To acquaint with the latest developments in DSS.

TB:: Mallah: Decision Support and Data Warehouse Systems, TMH New Delhi, 2002

No. of Periods	TOPIC	Date	Mode of
Production who have a returned a	The state of the s		Delivery
1	Introduction to Application of DSS	29-12-2019	
2	Marketing applications	30,31-12-	
		2019	
2	Trend analysis	02,03-01-	
		2020	
2	DSS in finance	04,05-01-	
		2020	Lecture
2	Credit scoring	09,11-01-	interspersed with
		2020	discussions
2	Past, present and future analysis	25,27-01-	
		2020	
2	DSS in production	28,29-01-	
		2020	
	Benefits of production planning	03-02-2020	
1	Scheduling and re-scheduling	04-02-2020	•••

UNIT - IV NON-OPTIMIZING MODELS OF DSS

CO4:: To gain knowledge on Non-Optimizing models
TB:: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.

No. of Periods		Date	Mode of Delivery
2	Simulation	08,10-02- 2020	2011,019
3	Advantages Of Simulation	12,13,15- 02-2020	
2	Types Of Simulation	16,18-02- 2020	Lecture interspersed with
1	Animation And Visual Simulation	20,21,23- 02-2020	discussions
2 .	Monte Carlo Simulation	21,25-02-	
1	Common Probability Distribution	26-02-2020	

UNIT - V APPLICATION OF DSS

CO5:: To understand the technical feasibility and financial viability TB:: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.

No. of Periods	TOPIC	Date	Mode of Delivery
2	Application Of DSS	27,28-02- 2020	
1	Technical Feasibility Of DSS	29-02-2020	
1	Financial Viability Of DSS	03-03-2020	Lecture interspersed with
2	Advantages Of DSS	04,05-03- 2020	discussions
2	Limitation Of DSS	06,11-03- 2020	
2	Contemporary Practices	12,13-03- 2020	

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SRK Institute of Technology ENIKEPADU, VIJAYAWADA-521 108

Course T	itle: TOTAL QUALITY MANAGEMENT (IMB168)		
	THE QUIETT WANTAGENTER (INIDIO)	1)	
Section:1	1 Date: 26-08-2019	Page No: 01 of	02
Revision		Approved By:	
Tools: Blac	k board		
No. of		Date	Mode of
Periods		(Planned)	Delivery
(Planned			Benvery
CO1. A	Introduction to TOTAL QUALITY MANAGEMENT	[
leadership s	le to understand the concept and nature of management, evaluation	n of management theo	ories, motivation an
	OOK: Janakiraman, B and Gopal, R.K, "Total Quality Managemen	4 Tant 1 C "	
1	Introduction - Need for quality	26/08/2019	
1	Evolution of quality	27/08/2019	
1	Definition of quality and dimensions	28/08/2019	
1	Dimensions of manufacturing and service quality		Lecture
1	Basic concepts of TQM	29/08/2019	
1	Definition of TQM and importance	30/08/2019	interspersed with
1	TQM Framework	3/9/2019	Discussions
1	Contributions of Deming	4/9/2019	Discussions
1	Contributions of Juran and Crosby	5/9/2019	
1		6/9/2019	
1		7/9/2019	
	Barriers to TQM	8/9/2019	
CO2:: Abl	I: Leadership le to equip with concepts of operations, project management and inv OOK: Janakiraman, B and Gopal, R.K, "Total Quality Management	ventory control t – Text and Cases"	
CO2:: Abl	[2008년 1925년 1927년 1	t – Text and Cases"	
CO2:: Abl	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership – Strategic quality planning Quality statements	ventory control t – Text and Cases" 10/09/2019 10/9/2019	
CO2:: Abl TEXT BC	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership – Strategic quality planning	t – Text and Cases" 10/09/2019	Lecture
CO2:: Abl TEXT BC	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership – Strategic quality planning Quality statements Customer focus Customer orientation	t – Text and Cases" 10/09/2019 10/9/2019	Lecture interspersed
CO2:: Abl TEXT BC 1 1 1 1 1 1	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership – Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction	10/09/2019 10/9/2019 11/9/2019	interspersed with
CO2:: Abl TEXT BC	le to equip with concepts of operations, project management and involved. DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints	10/09/2019 10/9/2019 11/9/2019 12/9/2019	interspersed
CO2:: Abl TEXT BO 1 1 1 1 1	le to equip with concepts of operations, project management and involved. DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership – Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention	10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019	interspersed with
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 1 1 1	le to equip with concepts of operations, project management and involved. DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement	10/09/2019 10/9/2019 11/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019	interspersed with
CO2:: Abl TEXT BO 1 1 1 1 1	le to equip with concepts of operations, project management and involved in the concepts of operations, project management and involved involvement and involved involved involvement and involved involved involvement and involved	1-Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019	interspersed with
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 1 1 1	le to equip with concepts of operations, project management and involved. JOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019	interspersed with
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 1 1 1	le to equip with concepts of operations, project management and involved in the concepts of operations, project management and involved in	1-Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019	interspersed with
1 1 1 1 1 1 1 1 1	le to equip with concepts of operations, project management and involved. DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 18/9/2019 19/9/2019 20/9/2019 21/9/2019 22/9/2019	interspersed with
CO2:: Abi TEXT BC 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	le to equip with concepts of operations, project management and involved: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement.	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 19/9/2019 20/9/2019 21/9/2019	interspersed with
CO2:: Abi TEXT BC 1 1 1 1 1 1 1 1 1 1 1 UNIT-III: T	le to equip with concepts of operations, project management and involved. Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement.	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019	interspersed with discussions
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 UNIT-III: T	le to equip with concepts of operations, project management and involved: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Tools of quality e to understand the different functional areas in an organization and	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019	interspersed with discussions
CO2:: Abl TEXT BC 1 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels	le to equip with concepts of operations, project management and involved: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Cools of quality et o understand the different functional areas in an organization and a of distribution	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019	interspersed with discussions
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels TEXT BO	le to equip with concepts of operations, project management and involved: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Cools of quality et o understand the different functional areas in an organization and cof distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management)	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019 dt their responsibilities - Text and Cases"	interspersed with discussions
CO2:: Abl TEXT BC 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels TEXT BO 1	le to equip with concepts of operations, project management and involved. Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Cools of quality e to understand the different functional areas in an organization are of distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management Tools of quality	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019	interspersed with discussions
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels TEXT BO 1 1	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Tools of quality e to understand the different functional areas in an organization and of distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management Tools of quality New management tools	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019 dt their responsibilities - Text and Cases"	interspersed with discussions
CO2:: Abl TEXT BC 1 1 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels TEXT BO 1 1 1 1	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management and involved Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Cools of quality et o understand the different functional areas in an organization and of distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management Tools of quality New management tools Six-sigma: Concepts	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019 dt their responsibilities - Text and Cases" 26/09/2019	interspersed with discussions
CO2:: Abl TEXT BO 1 1 1 1 1 1 1 1 1 1 1 1 1 1 THE TEXT BO 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer satisfaction Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Tools of quality e to understand the different functional areas in an organization and of distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management Tools of quality New management tools	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 25/09/2019 25/09/2019 dt their responsibilities - Text and Cases" 26/09/2019 27/9/2019 28/9/2019	interspersed with discussions
CO2:: Abl TEXT BC 1 1 1 1 1 1 1 1 1 1 1 1 CO3:: Able and channels TEXT BO 1 1 1 1	DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management and involved Leadership — Strategic quality planning Quality statements Customer focus Customer orientation Customer complaints Customer retention Employee involvement Motivation, Empowerment Team and Teamwork, Recognition and Reward Recognition and Reward Performance appraisal Continuous process improvement. Cools of quality et o understand the different functional areas in an organization and of distribution OK: Janakiraman, B and Gopal, R.K, "Total Quality Management Tools of quality New management tools Six-sigma: Concepts	1- Text and Cases" 10/09/2019 10/9/2019 11/9/2019 12/9/2019 13/9/2019 14/9/2019 17/9/2019 18/9/2019 20/9/2019 21/9/2019 22/9/2019 25/09/2019 dt their responsibilities - Text and Cases" 26/09/2019 27/9/2019	interspersed with discussions - product life cycle Lecture

1	Reason to bench mark	3/10/2019	
1	Bench marking process	4/10/2019	
1	Bench marking process with strategy	5/10/2019	er ann an an an an an ann ann ann ann an a
	FMEA analysis	7/10/2019	
1	Stages, Types of FMEA	8/10/2019	
	Quality circles		
PERT and	ole to equip with different techniques in project management, ie CPM and project crashing		
TEXT B	OOK: Janakiraman, B and Gopal, R.K, "Total Quality Management	- Text and Cases"	
1	Quality circles	21/10/2019	
1	Quality Function Deployment	22/10/2019	
1	Taguchi quality loss function	23/10/2019	
1	Taguchi quality loss function	24/10/2019	
1	TPM with example	25/10/2019	Lecture
1	Concepts and improvement needs	26/10/2019	interspersed
1	Cost of Quality	28/10/2019	with
1	Cost reduction techniques	29/10/2019	discussions
1	Performance measures	30/10/2019	
1	Performance indicators	31/10/2019	
UNIT-V: 1	Need for ISO 9000- ISO 9000-2000 Quality System		
CO5:: Ab TEXT BO	le to equip with the concept and practical issues relating to strategic r DOK: Janakiraman, B and Gopal, R.K, "Total Quality Management	management	
1	Need for ISO 9000- ISO 9000-2000 Quality System	5/11/2019	
1	Elements, Documentation	5/11/2019	
1	Quality auditing	6/11/2019	
1	QS 9000 – ISO 14000	7/11/2019	
1	Concepts, Requirements and Benefits	8/11/2019	_
1	Concepts, Requirements and Benefits		Lecture
1	Case studies of TQM	12/11/2019	interspersed with
1	Case studies of TQM	13/11/2019	discussions
1	Case studies of TQM	14/11/2019	410043510115
1	Implementation in manufacturing sector	15/11/2019	
1	Implementation in IT sector	16/11/2019	
1	Other sectors	19/11/2019	
•	Other sectors	20/11/2019	

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SRK Institute of Technology ENIKEPADU, VIJAYAWADA-521 108 Signature of the HOD

TENTATIVE LESSON PLAN: IMB1682

Section: 00 Revision No:	Date: 26/8/2019 OO Prepared By: B.V.S.S. SUBBA RAO	Page No : 0 Approved E	
No. of Periods		Date	Mode of
	ect Identification and Formulation		Delivery
CO1 To acqu	int the student with basics of Project char "Project Management", Vikas.	acteristics, Screening	of the Projects.
2	Project Identification and Formulation	26-08-2019	
2	Project characteristics	29-08-2019	
1	Taxonomy of projects	02-09-2019	Lecture interspersed
3	Project Identification, Preparation	10-09-2019	with
2	Screening of Project Ideas	15-09-2019	discussions
C O2:: To Ga	ax Incentives and Tax Planning a knowledge about different Tax Incentive "Project Management", Vikas. TOPIC		B/L-1 C
No. of Periods	TOPIC	Date	Mode of Delivery
2	Tax Incentives and Tax Planning	16-09-2019	Lecture
1	The Project Investment decisions	18-09-2019	interspersed
2	Zero based project	22-09-2019	with Discussions
	formulation		Discussions
1	UNIDO manuals	25-09-2019	
2 UNIT - III	Detailed Feasibility Study Report	26-09-2019	
CO3 : Equip	Project Appraisal ne Knowledge on Project Appraisal techni "Project Management", Vikas.		
No. of Periods	TOPIC	Date	Mode of
4	Project Appraisal	28-10-2019	Delivery
1	Technical appraisal - Commercial appra Economic appraisal - Financial Appraisal - Management appra	06-11-2019	Lecture interspersed wi
	I I III al ICial Augustasa - Ivianan emem anni	uisai	discussions
2	Govt. Projects and Social Projects, Social Benefit analysis	12-11-2013	and an analysis of the second
2	Govt. Projects and Social Projects, Soc	ial Cost 12-11-2019 17-11-2019	
2 I UNIT – IV CO4: The Lea IB:: B Patel	Govt. Projects and Social Projects, Social Benefit analysis	17-11-2019	
2 I UNIT – IV CO4: The Lea ΓB:: B Patel	Govt. Projects and Social Projects, Social Benefit analysis Environmental Appraisal roject Cost Estimate and Risk Analysis rner will outlines the Projects & Risk Analysis	17-11-2019	Mode of
2 1 UNIT – IV CO4: The Lea	Govt. Projects and Social Projects, Social Benefit analysis Environmental Appraisal roject Cost Estimate and Risk Analysis rner will outlines the Projects & Risk Ana "Project Management", Vikas.	17-11-2019 llysis Date	

3	Techniques of Risk Analysis - Project Organization.	02-12-2019	interspersed with discussions
1	Infrastructure projects - characteristics and issues related to infrastructure projects	09-12-2019	
4	State of Infrastructure in India - New Approaches for infrastructure - PPP mix of govt Support and Regulation.	13-12-2019	

UNIT - V Project Evaluation and Audit

CO5: Able to get knowledge on Project Evaluation and Auditing of the Projects.

TB:: B Patel, "Project Management". Vikas.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Project Evaluation and Audit: Sources of financing	15-12-2019	Lecture
3	Role of Financial Institutions in project financing - Covenants attached to lending	17-12-2019	interspersed with discussions
2	Data required for calculation of NPV, PI, IRR, BCR, and NBCR - Project cost over runs and cost control	19-12-2019	
3	Phases of post audit - Type of Post Audit	20-12-2019	
1	Project close out – and Termination	21-12-2019	

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TENTATIVE LESSON PLAN: (IMB1683)

Castin	e: PERFO	RMANCE MANAGEMENT (IMB1683)		
Section : I		Date: 97-08-2019	Page No: 01 o	
Revision No Tools : Black		Prepared By: SK SHAFIULLAH	Approved By	: HOD
No. of	Joanu	TOPIC	D-4-	3636
Periods		TOTIC	Date	Mode of Delivery
UNIT -I	INTRO	DUCTION TO PERFORMANCE MANAG	FMFNT	Delivery
CO1: To g	ain knowl	edge performance measurement, its backgr	cound influenci	na factors or
consequen	ces of in	organization. They can processes for man	eging nerforme	ng lactors al
appraisal-l	Performan	ce Audit	aging periorina	ince – critic
		Performance Management", Macmillan Ind	li. N. Dui e	000
	IINIT_	I Introduction To Performance		008.
1	Manage		28-08-2019	
1			30-08-2019	
2	Definition	Introduction to Performance management Definition and scope of Performance management		
2	Concern	as of performance management	3,4-09-2019	Lecture
2	Producti	ivity, planning measurement	5,7-09-2019	interspers
	Continu	ous improvement, continuous development	11,12-09-2019	
2	Continu	ous improvement, continuous development	13,16-09-2019	discussion
2	Historic	al development of performance management	18,21-09-2019	
UNIT –II	INTROI	DUCTION TO PERFORMANCE MANAGI	FMFNT DI ANN	IINC
CO2: To	imparts k	nowledge on Goal Setting-Linkages to Stra	eteris Dissei	and .
manning (Targar Day	volument Marita in B. C.	ategic Planning-	Competen
TD., D.,	Chadha "	velopment- Monitoring Performance Plannin	ng	
I B:: Frem	Chadha: "	Performance Management", Macmillan Ind	lia, New Delhi, 2	008.
1		I Introduction To Performance	22-09-2019	
	Manage	ment Planning		
1	Introduct	tion of Performance management planning	23-09-2019	Lecture
2	Need of	PM, Importance of PM planning	24,25-09-	intersperse
			2019	with
1	Approach	hes to pm planning	27-09-2019	discussion
1	Performa	ance planning process	28-09-2019	
	Strategic			
1		planning linkages to strategic planning		
1	Barriers t	to performance planning	14-10-2019	
1 1 1	Barriers to Compete	to performance planning ncy mapping steps,	14-10-2019 15-10-2019	
1 1 1	Barriers t Competer Methods	to performance planning ncy mapping steps, of competency mapping	14-10-2019 15-10-2019 16-10-2019	
	Barriers to Compete Methods PERF	to performance planning ncy mapping steps, of competency mapping CORMANCE MANAGEMENT SYSTEM	14-10-2019 15-10-2019 16-10-2019 18-10-2019	
CO3: To F	Barriers to Compete Methods PERFocuses on	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Parfo	14-10-2019 15-10-2019 16-10-2019 18-10-2019	ement Cycl
CO3: To Fo	Barriers to Compete Methods PERFocuses on y based Performance Perf	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems. If also or	14-10-2019 15-10-2019 16-10-2019 18-10-2019	1040
CO3: To Fo Competency Modern Teo	Barriers to Compete Methods PERFocuses on y based Perchniques, I	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance	14-10-2019 15-10-2019 16-10-2019 18-10-2019 Ormance Manag mphasizes on To	raditions an
CO3: To Fo Competency Modern Teo	Barriers to Compete Methods PERFocuses on y based Perchaiques, I Chadha: "I	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi	14-10-2019 15-10-2019 16-10-2019 18-10-2019 Ormance Manag mphasizes on To	raditions an
CO3: To Fo Competency Modern Teo	Barriers to Compete Methods PERFocuses on y based Perchaiques, I Chadha: "I	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi	14-10-2019 15-10-2019 16-10-2019 18-10-2019 ormance Manag mphasizes on Tonce Apprising- New Delhi, 20	raditions an
CO3: To Fo Competency Modern Teo	Barriers to Compete Methods PERFocuses on y based Perchniques, I Chadha: "I Unit-III System	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi : Introduction Performance Management	14-10-2019 15-10-2019 16-10-2019 18-10-2019 Ormance Manag mphasizes on To	raditions an
CO3: To Fo Competency Modern Teo	Barriers to Compete Methods PERFocuses on y based Perchaigues, I Chadha: "I Unit-III System Meaning	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi : Introduction Performance Management	14-10-2019 15-10-2019 16-10-2019 18-10-2019 0rmance Manag mphasizes on Tonce Apprising- Name of Apprising- N	raditions an
CO3: To Fo Competency Modern Teo FB::Prem C	Barriers to Compete Methods PERFocuses on y based Pechniques, I Chadha: "I Unit-III System Meaning System	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi : Introduction Performance Management and definition of Performance Management	14-10-2019 15-10-2019 16-10-2019 18-10-2019 ormance Manag mphasizes on Tonce Apprising- New Delhi, 20	raditions an
CO3: To Fo Competency Modern Teo FB::Prem C	Barriers to Compete Methods PERFocuses on y based Perchadha: "I Unit-III System Meaning System Objective	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi : Introduction Performance Management and definition of Performance Management	14-10-2019 15-10-2019 16-10-2019 18-10-2019 0rmance Manag mphasizes on Tonce Apprising- Naia, New Delhi, 20 19-10-2019 20-10-2019	raditions an
CO3: To For Competency Modern Tea 1	Barriers to Compete Methods PERF ocuses on y based Per chniques, I Chadha: "I Unit-III System Meaning System Objective system	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indie: Introduction Performance Management and definition of Performance Management es ,functions, phases of performance mgt	14-10-2019 15-10-2019 16-10-2019 18-10-2019 0rmance Manag mphasizes on Tonce Apprising- Naia, New Delhi, 20 19-10-2019 20-10-2019 30,31-10-	raditions an Aerit Rating 108.
CO3: To For Competency Modern Tea 1	Barriers to Compete Methods PERF ocuses on y based Per chniques, I Chadha: "I Unit-III System Meaning System Objective system	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indie: Introduction Performance Management and definition of Performance Management es ,functions, phases of performance mgt	14-10-2019 15-10-2019 16-10-2019 18-10-2019 Drmance Manag mphasizes on Trace Apprising- National Properties of the Control of the Contro	raditions an Aerit Rating 108.
CO3: To Fo Competency Modern Teo I 1	Barriers to Compete Methods PERFocuses on y based Pechniques, I Chadha: "I Unit-III System Meaning System Objective system Compete	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indie: Introduction Performance Management and definition of Performance Management es ,functions, phases of performance mgt	14-10-2019 15-10-2019 16-10-2019 18-10-2019 18-10-2019 ormance Manag mphasizes on Tonce Apprising- Name of the New Delhi, 20 19-10-2019 20-10-2019 30,31-10-2019 08-11-2019	raditions an Merit Rating 108.
Modern Tec TB::Prem C	Barriers to Compete: Methods PERF ocuses on y based Per chniques, I Chadha: "I Unit-III System Meaning System Objective system Compete Reward to	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indi : Introduction Performance Management and definition of Performance Management es ,functions, phases of performance mgt ency based performance management system based PMS, Electronic PMS	14-10-2019 15-10-2019 16-10-2019 18-10-2019 18-10-2019 ormance Manag mphasizes on Trace Apprising- National Management of the Apprising of the Apprising of the Apprising of the Apprision	Lecture interspersed with
CO3: To For Competency Modern Tea 1 1 2 1 1 1	Barriers to Compete: Methods PERF ocuses on y based Per chniques, I Chadha: "I Unit-III System Meaning System Objective system Compete Reward to	to performance planning ncy mapping steps, of competency mapping ORMANCE MANAGEMENT SYSTEM nurturing the students in the area of Performance Management Systems- If also en Balanced Score Card- 360 Degree Performance Performance Management", Macmillan Indie: Introduction Performance Management and definition of Performance Management es ,functions, phases of performance mgt ency based performance management system based PMS, Electronic PMS of Appraisal system design	14-10-2019 15-10-2019 16-10-2019 18-10-2019 18-10-2019 ormance Manag mphasizes on Tonce Apprising- Name of the Name of t	raditions an Aerit Rating 108. Lecture interspersed

PERFORMANCE MONITORING AND COUNSELING UNIT - IV CO4 To understand Monitoring Process- Periodic reviews- Problem solving Coaching-Counseling and Monitoring- Concepts and Skills TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008. UNIT - IV Introduction of Performance 15-11-2019 Monitoring and Counseling Meaning and definition Performance Monitoring and 1 16-11-2019 Counseling: Lecture Performance & Monitoring introduction, objectives 1 interspersed 17-11-2019 Principles and process of monitoring system 1 with 18-11-2019 1 Methods of performance monitoring discussions 19-11-2019 1 Periodic reviews, problem solving 21-11-2019

UNIT - V PERFORMANCE MANAGEMENT SKILLS

CO5: To focuses on training students in the area of Building and leading High performing team, team oriented organizations, developing and leading high performing teams

TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.

Problems on final accounts of joint stock company

1	UNIT V: Introduction to Performance management skills	23-11-19	70.
2	Operational change through performance management	02,03-12- 2019	
2	High performance teams characteristics, procedures	04,05-12- 2019	Lecture
2	Developing and Leading high performance teams	9,11-12-2019	interspersed
1	Role of leadership	17-12-2019	with
1	Characteristics of leader	18-12-2019	discussions
1	Case study -1	19-12-2019	
1	Case study-2	21-12-2019	

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22-11-2019

TENTATIVE LESSON PLAN: IMB1684

Section . II	n: STRATEGIC FINANCIAL MANAGEMENT (MBA Date : ೩६ - ೦೪ - ೩೦೪	Page No: 01	of 02
Revision No		Approved By	
Tools : Black b	poard		
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I	INTRODUCTION TO CORPORATE POLICY		
	be the meaning and concept of strategic financial manage andey – "Financial Management" Vikas Publishers, New D		olicy
1.	CORPORATE POLICY	26-08-2019	
2.	Strategic Financial Planning	27-08-2019	
3.	changing complexion of regulatory framework	28-08-2019	
4.	Shareholder Value Creation (SCV)	29-08-2019	
5.	Market Value Added (MVA)	30-08-2019	Lecture
6.	Market-to-Book Value (M/BV)	31-08-2019	interspersed with
7.	Economic Value Added (EVA)	02-09-2019	discussions
8.	Managerial Implications of Shareholder Va Creation	alue 03-09-2019	
9.	Corporate Risk Management	04-09-2019	
10.	Understanding the firms Strategic Exposure	05-09-2019	
11.	andey – "Financial Management" Vikas Publishers, New D Corporate Financial Strategies	16-09-2019	Lecture
12.	Capital Structure Planning	17-09-2019	interspersed
13.	EBIT,EPS,ROE analysis	18-09-2019	with
14.	Financial Options and Value of the Firm	19-09-2019	
			discussions
15.	Dividend Policy and Value of the Firm		discussions
15. 16.	Dividend Policy and Value of the Firm Growth and External Financing Requirem (Problems)	20-09-2019	discussions
	Growth and External Financing Requirem	20-09-2019	discussions
16. UNIT –III	Growth and External Financing Requirem	20-09-2019 nent.	discussions
16. UNIT –III CO3: Distin	Growth and External Financing Requirem (Problems) Corporate Investment Strategy	20-09-2019 nent. 21-09-2019	discussions
16. UNIT –III CO3: Distin	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New E	20-09-2019 nent. 21-09-2019 Delhi.	discussions
16. UNIT –III CO3: Distin TB :: I.M. Pa	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New D	20-09-2019 nent. 21-09-2019	discussions
16. UNIT –III CO3: Distin TB :: I.M. Pa	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New Example Techniques of Investment Appraisal Under Ris Uncertainty	20-09-2019 nent. 21-09-2019 Delhi. Sk and 01-10-2019 02-10-2019 03-10-2019 04-10-2019	Lecture intersperse
16. UNIT –III CO3: Distin ΓΒ :: I.M. Pa 17. 18.	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New Description of Investment Appraisal Under Ris Uncertainty Risk Adjusted Net Present Value Risk Adjusted Internal Rate of Return	20-09-2019 Delhi. Sk and 01-10-2019 02-10-2019 03-10-2019 04-10-2019 05-10-2019	Lecture intersperse with
16. UNIT –III CO3: Distin TB :: I.M. Pa 17. 18. 19.	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New E Techniques of Investment Appraisal Under Ris Uncertainty Risk Adjusted Net Present Value Risk Adjusted Internal Rate of Return Capital Rationing	20-09-2019 Delhi. Sk and 01-10-2019 02-10-2019 03-10-2019 04-10-2019 05-10-2019 07-10-2019	Lecture intersperse
16. UNIT –III CO3: Distin TB :: I.M. Pa 17. 18.	Growth and External Financing Requirem (Problems) Corporate Investment Strategy guish between net present value and rate of return. andey – "Financial Management" Vikas Publishers, New Description of Investment Appraisal Under Ris Uncertainty Risk Adjusted Net Present Value Risk Adjusted Internal Rate of Return	20-09-2019 Delhi. Sk and 01-10-2019 02-10-2019 03-10-2019 04-10-2019 05-10-2019 07-10-2019	Lecture intersperse with

	Long term investment plans analysis with risk and return.	10-10-2019	
24.	Problems on lease	11-10-2019	
JNIT IV: Co	rporate Financial Engineering:		
CO4: Compar	e and contrast corporate financial engineering concepts		
Γ B :: I.M. Pand	dey – "Financial Management" Vikas Publishers, New Delhi.		
25.	Corporate Financial Engineering	28-10-2019	
26.	Merger Strategy, Theories of Mergers	29-10-2019	
27.	Horizontal and Conglomerate Mergers	30-10-2019	
28.	Merger Procedure	04-11-2019	Lecture
29.	Valuation of Firm – Financial Impact of Merger	05-11-2019	interspersed
30.	Merge and Dilution Effect on Earnings Per Share	06-11-2019	with
31.	Merger and Dilution Effect on Business Control.	07-11-2019	discussions
32.	Problems on mergerand dilution.	08-11-2019	
		18-11-2019	
	h on corporate restructuring dey – "Financial Management" Vikas Publishers, New Delhi.		
33	Takeover Strategy	Williams Brown Addition with the	
2.4			
34	Town as of Toler oxions	19-11-2019	Lecture
2.5	Types of Takeovers	20-11-2019	Lecture
35	Negotiated and Hostile Bids	20-11-2019 21-11-2019	interspersed
35 36		20-11-2019 21-11-2019 22-11-2019	
36	Negotiated and Hostile Bids Takeover Procedure	20-11-2019 21-11-2019	interspersed with
	Negotiated and Hostile Bids	20-11-2019 21-11-2019 22-11-2019 23-11-2019	interspersed with
36	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019	interspersed with
36 37 38	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019	interspersed with
36 37 38 39	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI Sell offs – Spin Offs – Leveraged Buyouts	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019 27-11-2019	interspersed with
36 37 38	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019 27-11-2019 28-11-2019	interspersed with
36 37 38 39 40	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI Sell offs – Spin Offs – Leveraged Buyouts Buy back shares —	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019 27-11-2019 28-11-2019 04-12-2019 05-12-2019	interspersed with
36 37 38 39	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI Sell offs – Spin Offs – Leveraged Buyouts	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019 27-11-2019 28-11-2019 04-12-2019	interspersed with
36 37 38 39 40	Negotiated and Hostile Bids Takeover Procedure Takeover Defenses Takeover Regulations of SEBI Sell offs – Spin Offs – Leveraged Buyouts Buy back shares —	20-11-2019 21-11-2019 22-11-2019 23-11-2019 25-11-2019 26-11-2019 27-11-2019 28-11-2019 04-12-2019 05-12-2019	intersperse

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TENTATIVE LESSON PLAN (IMBI687)

Periods	DD lode of
No. of Periods No. of Periods UNIT -I Introduction to SHRM CO1: The Concepts of Importance of Human Resources to Strategy- Human Resources contributed strategy. TB: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia SHRM Introduction 26/08/2019 28/08/2019 28/08/2019 28/08/2019 29/	lode of
Periods UNIT -I Introduction to SHRM CO1: The Concepts of Importance of Human Resources to Strategy- Human Resources contribution strategy. TB: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia 1	
CO1: The Concepts of Importance of Human Resources to Strategy- Human Resources contribution strategy. IB: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia SHRM Introduction 26/08/2019 28/08/2019 28/08/2019 29/08/2019	elivery
TB: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia SHRM Introduction 26/08/2019	
TB: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia SHRM Introduction 26/08/2019 28/08/2019	on to
1 SHRM Introduction 26/08/2019 2 HR contribution to strategy 29/08/2019 5 Strategy Driven Role Behavior 4 Perspectives of SHRM, Linkage business strategies to HR strategies 5 Introduction: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 4 Levels of Strategic Planning 1 Models in SHRP 3 Components of strategic plan 5 Strategic plan in Organization, Activities NIT - III Strategy Implementation: 2 Strategy Implementation: 2 Strategic plan in Organization, Activities 2 Strategy Implementation: 3 Components of strategic plan in Organization, Activities 4 Service Plan Introduction (25/09/2019) Strategy Implementation: 4 Perspectives of SHRP (13/09/2019) Interspective Plan Int	ni to
1 SHRM Introduction 26/08/2019 2 HR contribution to strategy 29/08/2019 5 Strategy Driven Role Behavior 4 Perspectives of SHRM, Linkage business strategies to HR strategies 5 Introduction: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 4 Levels of Strategic Planning 1 Models in SHRP 3 Components of strategic plan 5 Strategic plan in Organization, Activities NIT - III Strategy Implementation: 2 Strategy Implementation: 2 Strategic plan in Organization, Activities 2 Strategy Implementation: 3 Components of strategic plan in Organization, Activities 4 Service Plan Introduction (25/09/2019) Strategy Implementation: 4 Perspectives of SHRP (13/09/2019) Interspective Plan Int	
1 SHRM Introduction 26/08/2019 3 Importance of HR strategy 28/08/2019 2 HR contribution to strategy 29/08/2019 5 Strategy Driven Role Behavior 30/08/2019 4 Perspectives of SHRM, Linkage business strategies to HR strategies 11/09/2019 INIT -II Strategy Implementation: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 13/09/2019 4 Levels of Strategic Planning 18/09/2019 1 Models in SHRP 20/09/2019 3 Components of strategic plan 23/09/2019 5 Strategic plan in Organization, Activities 25/09/2019 NIT - III Strategy Implementation:	n
3 Importance of HR strategy 28/08/2019 2 HR contribution to strategy 29/08/2019 5 Strategy Driven Role Behavior 30/08/2019 4 Perspectives of SHRM, Linkage business strategies to HR strategies 011/09/2019 UNIT -II Strategy Implementation: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 13/09/2019 4 Levels of Strategic Planning 18/09/2019 1 Models in SHRP 20/09/2019 1 Models in SHRP 20/09/2019 3 Components of strategic plan 23/09/2019 5 Strategic plan in Organization, Activities 25/09/2019 NIT - III Strategy Implementation:	
3 Importance of HR strategy 28/08/2019 2 HR contribution to strategy 29/08/2019 5 Strategy Driven Role Behavior 30/08/2019 4 Perspectives of SHRM, Linkage business strategies to HR strategies With discuss WITI-II Strategy Implementation: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 13/09/2019 4 Levels of Strategic Planning 18/09/2019 5 Strategic plan in Organization, Activities 25/09/2019 6 Strategy Implementation:	
2 HR contribution to strategy 5 Strategy Driven Role Behavior 4 Perspectives of SHRM, Linkage business strategies to HR strategies UNIT -II Strategy Implementation: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 4 Levels of Strategic Planning 1 Models in SHRP 2 0/09/2019 1 Models in SHRP 2 0/09/2019 3 Components of strategic plan 5 Strategic plan in Organization, Activities NIT - III Strategy Implementation:	
Strategy Driven Role Behavior Perspectives of SHRM, Linkage business strategies 11/09/2019 with discuss to HR strategies UNIT -II Strategy Implementation: Work CO2: The concepts of Strategies - Efficient utilization of Human resources - Devith employee surpluses and shortages B:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson ducation, Asia 2 Benefits of SHRP 4 Levels of Strategic Planning 1 1 Models in SHRP 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	.6
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3 Components of strategic plan 23/09/2019 Lecture interspose Strategic plan in Organization, Activities 25/09/2019 With discussion of Strategy Implementation:	
5 Strategic plan in Organization, Activities 25/09/2019 with discuss	
NIT - III Strategy Implementation:	
111 - III Strategy implementation.	
U3: - The gain knowledge in Oriented performance measurement systems -	ersed
	ersed
rategically oriented compensation system	ersed
	ersed
B:: Qudrisyed Mazhek: Management of HRD, IPE, 1996	ersed
1 Strategic Implementation 26-09 2010	ersed
3 Workforce Hilligation	ersed
2 Petentian strate : 28-09-2019 Let	sions
5 Strategie Performance No.	sions
4 Performance Management 14-10-2019 discus	sions

UNIT – IV Strategic Human Resource Development

CO4: The concepts of Building core competencies through Human Resource Development - Competency mapping approaches

TB :: Qudrisyed Mazhek: Management of HRD, IPE, 1996

2	SHRD	19/10/2019	
1	Features & objectives of SHRD	02/11/2019	
4	Multiple benefits of SHRD	05/11/2019	
3	HRD & SHRD Difference	08/11/2019	Lecture
5	Strategic T&D, HRD Concept in Org	11/11/2019	interspersed with discussions

UNIT - V Human Resource Evaluation

CO5: Analysis of Strategic Frame Work of Approaches to evaluation, Evaluation

Strategic contributions of Traditional Areas and emerging areas

TB:: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia

1.	HR Evaluation	25/11/2019	Lecture
3	Approaches to Evaluation	28-11-2019	The state of the s
2	HR as a Profit Center	03-12-2019	the second control of
5	Outsourcing Strategy	07-12-2019	
4	Outsourcing Strategy	21/12/2019	

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TENTATIVE LESSON PLAN (I MB 1688)

Course Title: Portfolio Management

Section: \ Date: 30-8-2019 Page No: 01 of 02

Revision No: 00 \ Prepared By: DR.M.VEERA BADHRA RAO. Approved By: HOD

Tools: Black board, PPTs,

No. of	TODIC		
	TOPIC	Date M	Mode of
Periods			Delivery
TINITO Y D IC II .			Denvery

UNIT -I Portfolio Analysis and Selection

CO1: : student has understood about Elements of Portfolio Management, Portfolio Models, Markowitz Model, Efficient Frontier and Selection of Optimal PortfolioY

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

1.	Elements of Portfolio Management	30-08-2019	
2.	Portfolio Models – Markowitz Model,	04-09-2019	
3.	Efficient Frontier and Selection of Optimal Portfolio.	09-09-2019	Lecture
4.	Sharpe Single Index Model	13-09-2019	intersperse d with
5.	Capital Asset Pricing Model	16-09-2019	discussions

UNIT -II Portfolio Evaluation and Revision

CO2: student has got awareness on Performance Evaluation of Portfolios; Sharpe Model, Jensen's Model for PF Evaluation, Evaluation of Mutual Fund

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

6.	Performance Evaluation of Portfolios	18-09-2019	Lecture intersperse
7.	Sharpe Model	20-09-2019	d with
8.	Jensen's Model for PF Evaluation	23-09-2019	discussions
9.	Evaluation of Mutual Fund	24-09-2019	
10.	Portfolio Revision	30-09-2019	

UNIT - III Forecasting of Portfolio Performance

CO3; obtained knowledge on Neural Networks, Artificial Neural Networks, Fuzzy logic, Behavioral Models, Portfolio Management

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

11	Neural Networks	16-10-2019	
10	A 416 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		Lecture
12	Artificial Neural Networks	21-10-2019	intersperse
13	Behavioral Models	30-10-2019	with
14	Portfolio Management – Phases of Portfolio Management	01-11-2019	discussion
15	Investment Risk Pyramid	04-11-2019	

UNIT - IV: Financial Derivative Markets

CO4; student has understood about Characteristics of Derivatives Trading Hedging

Portfolio Rebalancing Introduction of Futures

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

16	Characteristics of Derivatives	05-11-2019	
17	Derivatives Trading	07-11-2019	
18	. Hedging Portfolio Rebalancing	11-11-2019	Lecture interspersed
19	Introduction of Futures	18-11-2019	with discussions
20	Frequently used terms in index Futures Market	22-11-2019	arscussions

Commodity Markets

: student has got awareness on The Indian Connection with CommodityMarketCommodity and Currency Derivatives Legal Frame Work Policy Linearization

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	The Indian Connection with Commodity Market	23-11-2019	
22	Commodity and Currency Derivatives	25-11-2019	Lecture intersperse
23	Wholesale Price Index	01-12-2019	d with discussion
24	Foreign Portfolio Investments	10-122019	
25	Foreign Portfolio investment as Alternative Source	18-12-2019	

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TENTATIVE LESSON PLAN: IMB168B

Course Title: ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT (IMB168B)		
Section : 00-0\	Date: 26-08-2019	Page No: 01 of 03
Revision No: 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools: Black board, PPTs

UNIT -I BASICS OF CHANGE MANAGEMENT

CO1:: To gain knowledge on the basics of change management.

TB:: Cummings: "Theory of Organisation Development and Change", Cengage Learning,

New Delhi, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Reasons For Change Management	26-08-2019	
1	Nature Of Change Management	27-08-2019	
1	Principles Of Change Management	28-08-2019	Lecture interspersed
1	Types Of Changes	29-08-2019	with discussions
1	Seven Steps Of Change Management	31-08-2019	
2	Change Levers	03,04-09-	
		2019	
2	Value Based Management	05,06-09-	
		2019	

UNIT -II MAPPING CHANGE

CO2:: To have understanding on the role of diagramming and mapping change.

TB:: Cummings: "Theory of Organisation Development and Change", Cengage Learning, New Delhi, 2013.

No. of	TOPIC	Date	Mode of Delivery
Periods			
2	The role of diagramming in system investigation	09,10-09-	
		2019	
1	A review of basic flow diagramming techniques	11-09-2019	
3	systems relationships	12,13,14-	Lecture
		09-2019	
1	systems diagramming and mapping	16-09-2019	interspersed with
2	influence charts, multiple cause diagrams	17,18-09-	Discussions
1		2019	
3	a multidisciplinary approach	19,20,23-	
		09-2019	
1	Systems approach to change: systems autonomy and	25-09-2019	
	behavior		
1	the intervention strategy model	27-09-2019	
2	total project management model (TPMM).Learning	28,30-09-	
	organization:	2019	

UNIT - III ORGANIZATION DEVELOPMENT (OD)

CO3: To understand the organizational development and various interventions.

TB:: Cummings: "Theory of Organisation Development and Change", Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature And Scope Of OD	14-10-2019	Lecture interspersed with discussions
2	Dynamics Of Planned Change	15,16-10- 2019	
2	Letwin Change Model	17,18-10- 2019	
2	Person Focused OD	19,21-10- 2019	
1	Role Focused OD	28-10-2019	
2	Planning OD Strategy	29,30-10- 2019	
1	OD Intervention Techniques	31-10-2019	
1	Challenges To OD Practioners	05-11-2019	

UNIT - IV NEGOTIATED CHANGE

CO4: To be aware of labour-management relations and negotiated change. TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Negotiated Change	06-11-2019	
1	Functions Of Collective Bargaining	07-11-2019	
2	Collective Bargaining Process	08,11-11- 2019	
1	Changes in the legal frame work of collective bargaining	12-11-2019	Lecture
2	Negotiated flexibility	13,15-11- 2019	interspersed with discussions
2	Labor Market Flexibility	18,19-11- 2019	discussions
1	Productivity Bargaining	22-11-2019	
1	Improved Work Relations	25-11-2019	
2	public sector bargaining and social security.	26,27-11- 2019	

UNIT - V TEAM BUILDING

CO5: To gain knowledge on team building and its relationships and management teams.

TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature and Importance of Teams	28-11-2019	
1	Team Vs Groups	29-11-2019	
2	Types of teams, Characteristics of Virtual teams	02,03-12- 2019	Lecture
1	Team building life cycle, Team building skills	05-12-2019	interspersed with discussions
2	Contemporary Issues In Managing Teams	09,10-12- 2019	
1	Virtual team- High performance teams – self managing teams	12-12-2019	
1	Building team relationships	13-12-2019	
2	empowered teams – leadership on teams – Managing cross	16,17-12- 2019	and the second s
1	Group think as a decision making process – effective decision making techniques for teams and groups	18-12-2019	
2	role of change consultant— contemporary issues in managing teams.	19,20-12- 2019	

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TENTATIVE LESSON PLAN (IMB168C)

Section : 01	FINANCIAL MARKETS AND SERVICES Date: 01-04-2019	Page No: 01	of 02
Revision No		Approved By : HOD	
Tools: Black	1 2	Tippie (ed 2	, 1102
No. of Periods	TOPIC	Date	Mode of Delivery
	cture of Financial System		Denvery
	de awareness of RBI and SEBI ni Desai, Financial Markets & Financial Services, Himal	aya, Mumbai	
1.	Role of Financial System in Economic Development	01-04-2019	
2.	Financial Markets and Financial Instruments	02-04-2019	
3.	Capital Markets	03-04-2019	Lecture
4.	Money Markets	05-04-2019	interspersed with
5.	Primary Market Operations	06-04-2019	discussions
6.	Role of SEBI	08-04-2019	
7.	Secondary Market Operations	09-04-2019	
8.	Functions of Stock Exchanges	11-04-2019	
9.	Listing,	12-04-2019	
10.	Financial Services Sector Problems and Reforms	16-04-2019	
12.	Regulatory Frame Work of Financial Services		
11.	ni Desai, Financial Markets & Financial Services, Himal Nature and Scope of Financial Services	17-04-2019	
		20-04-2019	
13.	Growth of Financial Services in India	22-04-2019	
14.	Merchant Banking	23-04-2019	Lecture
15.	Responsibilities of Merchant Bankers	25-04-2019	interspersed wit
16			
16.	Role of Merchant Bankers in Issue Management	29-04-2019	interspersed with discussions
17.	Regulation of Merchant Banking in India.		
17. UNIT - III V	Regulation of Merchant Banking in India. fenture Capital:	29-04-2019	
17. UNIT - III V CO3: Under	Regulation of Merchant Banking in India. Tenture Capital: stand various financial services in India.	29-04-2019 30-04-2019	
17. UNIT - III V CO3: Under TB:: Vasant	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himal	29-04-2019 30-04-2019 aya, Mumbai	
17. UNIT - III V CO3: Under	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019	
17. UNIT - III V CO3: Under TB:: Vasant 18.	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himale Growth of Venture Capital in India Financing Pattern under Venture Capital	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019	
17. UNIT - III V CO3: Under TB:: Vasant 18. 19.	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019	discussions
17. UNIT - III V CO3: Under TB:: Vasant 18. 19. 20.	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019	discussions Lecture interspersed
17. UNIT - III V CO3: Under TB:: Vasant 18. 19. 20. 21.	Regulation of Merchant Banking in India. Senture Capital: Stand various financial services in India. Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital Leasing	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019 13-05-2019	discussions Lecture interspersed
17. UNIT - III V CO3: Under TB:: Vasant 18. 19. 20. 21. 22. 23. UNIT - IV (Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital Leasing types of Leases Leasing Option Vs. Borrowing Credit Rating	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019 09-05-2019 13-05-2019	discussions Lecture interspersed
17. UNIT - III V CO3: Under TB:: Vasanti 18. 19. 20. 21. 22. 23. UNIT - IV C CO4: Under	Regulation of Merchant Banking in India. Tenture Capital: Stand various financial services in India. In Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital Leasing types of Leases Leasing Option Vs. Borrowing Tredit Rating Stand the rating of the customers	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019 13-05-2019 15-05-2019 16-05-2019	discussions Lecture interspersed
17. UNIT - III V CO3: Under TB:: Vasant 18. 19. 20. 21. 22. 23. UNIT - IV C CO4: Unders TB:: Vasant	Regulation of Merchant Banking in India. fenture Capital: stand various financial services in India. ni Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital Leasing types of Leases Leasing Option Vs. Borrowing Credit Rating stand the rating of the customers ni Desai, Financial Markets & Financial Services, Himals	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019 13-05-2019 15-05-2019 16-05-2019	discussions Lecture interspersed
17. UNIT - III V CO3: Under TB:: Vasant 18. 19. 20. 21. 22. 23. UNIT - IV C CO4: Under	Regulation of Merchant Banking in India. Tenture Capital: Stand various financial services in India. In Desai, Financial Markets & Financial Services, Himals Growth of Venture Capital in India Financing Pattern under Venture Capital Legal Aspects and Guidelines for Venture Capital Leasing types of Leases Leasing Option Vs. Borrowing Tredit Rating Stand the rating of the customers	29-04-2019 30-04-2019 aya, Mumbai 06-05-2019 07-05-2019 13-05-2019 15-05-2019 16-05-2019	discussions

26.	ICRA and CARE	17-06-2019	Lecture
27.	Factoring,	20-06-2019	interspersed with discussions
28.	Types of Factoring	22-06-2019	with discussions
29	Forfeiting and Bill Discounting	25-06-2019	
30	Factoring in Indian context	26-06-2019	

UNIT - V N	Mutual Funds		
CO5: Know t	he need of micro finance.		
TB:: Vasanthi	Desai, Financial Markets & Financial Services, Himal	aya, Mumbai	
31	Concept and Objectives, Functions and Portfolio Classification	27-06-2019	
32	Management, Guidelines for Mutual Funds	01-07-2019	Lecture
33	Working of Public and Private Mutual Funds in India	02-07-2019	interspersed with discussions
34	Debt Securitisation	04-07-2019	1
35	Concept and Application	08-07-2019	
36	De-mat Services-need and Operations	11-07-2019	
37	Role of NSDL and CSDL	15-07-2019	

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