

**TENTATIVE LESSON PLAN - 19IM101  
MASTER OF BUSINESS ADMINISTRATION**

<b>Course Title: ENGLISH-I</b>		
<b>Section : IMBA</b>	<b>Date : 30-10-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By PRAVEEN GOLLA</b>	<b>Approved By : HOD</b>

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT-I: WIT AND HUMOUR</b>			
<b>CO1: To make the students understand Humour and the contributions of Mokshagundam to build modern India. The students also develop their LSRW skills.</b>			
<b>TB 1:</b> 'Sports and Health' from "Skills Annexe -Functional English for Success" Published by Orient Black Swan, Hyderabad			
<b>TB 2:</b> "Epitome of Wisdom", Published by Maruthi Publications, Hyderabad			
	<b>UNIT-I WIT AND HUMOUR</b>		
1.	Listening For Sounds, Stress and Intonation	From : 31-10-2022	Lecture interspersed with discussions
2.	Greeting and Taking Leave, Introducing Oneself and Others (Formal and Informal Situations) R- Reading for Subject/ Theme	To	
3.	Writing Paragraphs		
4.	Types of Nouns and Pronouns	19-11-2022	
5.	Homonyms, homophones synonyms, antonyms		
6.	Mokshagundam Visvesvaraya		
7.	Mokshagundam Visvesvaraya		
<b>UNIT -II CYBER AGE</b>			
<b>CO2: To make the students aware of Polymer currency and inspire them with the unique Journey of Helen Keller</b>			
<b>TB 1:</b> 'Sports and Health' from "Skills Annexe -Functional English for Success" Published by Orient Black Swan, Hyderabad			
<b>TB 2:</b> "Epitome of Wisdom", Published by Maruthi Publications, Hyderabad			
	<b>UNIT- II CYBER AGE</b>		
8.	Listening for themes and facts	From : 21-11-2022	Lecture interspersed with discussions
9.	Apologizing, interrupting, requesting and making polite conversation R- for theme and gist	To	
10.	Describing people, places, objects, events G- Verb forms		
11.	Noun, verb, adjective and adverb	08-12-2022	
12.	Three Days To See		
13.	Three Days To See		
<b>UNIT -III RISK MANAGEMENT:</b>			
<b>CO3: To make the students ware of Man-made disasters and how to prevent and prepare for them. They learn about the South Indian small town life through R.K. Narayan's work.</b>			
Developing the Leader Within You- John C. Maxwell			
<b>TB 1:</b> 'Sports and Health' from "Skills Annexe -Functional English for Success" Published by Orient Black Swan, Hyderabad			
<b>TB 2:</b> "Epitome of Wisdom", Published by Maruthi Publications, Hyderabad			



UNIT – III HUMAN MANAGEMENT		FROM: 09-12-2022  To: 05-01-2022	Lecture interspersed with discussions
14.	for main points and sub-points for note taking		
15.	Giving instructions and directions; Speaking of hypothetical situations R – Reading for details		
16.	note-making, information transfer, punctuation		
17.	Present tense		
18.	Synonyms and antonyms		
19.	Leela's Friend		
20.	Leela's Friend		

**UNIT –IV HUMAN VALUES AND PROFESSIONAL ETHICS**

**CO4: The students gain awareness about human values and ethics which contain the core values of our education policy and also experience the pathos in the story The Last Leaf.**

**TB 1:** 'Sports and Health' from "Skills Annexe -Functional English for Success" Published by Orient Black Swan, Hyderabad

**TB 2:** "Epitome of Wisdom", Published by Maruthi Publications, Hyderabad

UNIT – IV HUMAN VALUES AND PROFESSIONAL ETHICS		From : 06-01-2023  To 24-01-2023
21.	-Listening for specific details and information	
22.	Narrating, expressing opinions and telephone interactions R -Reading for specific details and information	
23.	Writing formal letters and CVs G- Past and future tenses	
24.	Vocabulary - idioms and Phrasal verbs	
25.	The Last Leaf	
26.	The Last Leaf	

**UNIT –V SPORTS AND HEALTH**

**CO5: Students learn about the importance of sports and how they can improve their health and also the motivating speech from technocrat Narayanamurthy of Infosys.**

**TB 1:** 'Sports and Health' from "Skills Annexe -Functional English for Success" Published by Orient Black Swan, Hyderabad

**TB 2:** "Epitome of Wisdom", Published by Maruthi Publications, Hyderabad

UNIT V SPORTS AND HEALTH		From : 25-01-2023  To 11-02-2023
27.	Critical Listening and Listening for speaker's tone/ attitude S- Group discussion and Making presentations	
28.	Critical reading, reading for reference	
29.	Project proposals; Technical reports, Project Reports and Research Papers G- Adjectives, prepositions and concord	
30.	Collocations and Technical vocabulary Using words appropriately	
31.	The Convocation Speech	
32.	The Convocation Speech	

*G. Praveen*  
Signature of the Faculty

*B. Suresh* 31/10/22  
Signature of the HOD

## TENTATIVE LESSON PLAN: IMB 1912

<b>Course Title: Business Mathematics and Statistics (Integrated MBA).</b>		
<b>Section : I</b> MBA I/I	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : P. Naga Srinivasa Rao</b>	<b>Approved By : HOD</b>

**Tools: Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I SETS and FUNCTIONS.</b> <b>CO1:</b> The Acquaint the students with the basic knowledge of mathematical techniques. <b>TB ::</b> Business Mathematics - - - D.C. Sancheti and V.K. Kapoor			
1.	Numbers, sequences and series.	From 31-10-2022 To 15-11-2022	Lecture interspersed with discussions
2.	Arithmetic progression		
3.	Geometric progression		
4.	Harmonic progression		
5.	Sets, sub sets and functions.		
6.	Venn diagram and its applications.		
7.	Operations on sets		
8.	Cartesian product of sets		
9.	Applications of functions.		
10.	Differentiation concept		
11.	Derivatives of a function.		
12.	Sum and difference		
13.	Product and quotient		
<b>UNIT –II Matrices and Determinants with Business Applications.</b> <b>CO2::</b> The acquaint the students with the with the basic knowledge of matrices and its business applications. <b>TB ::</b> Business Mathematics - - - D.C. Sancheti and V.K. Kapoor			
No. of Periods	TOPIC	Date	Mode of Delivery
14.	Matrices – Introduction	From 16-11-2022 To 30-11-2022	Lecture interspersed with discussions
15.	Types of matrices		
16.	Operations on matrices		
17.	Adjoint of a matrix		
18.	Inverse of a matrix		
19.	Elementary row operations.		
20.	Problems		
21.	Cramer's method		
22.	Problems		
23.	Matrix inverse method		
24.	problems		
<b>UNIT - III Introduction to Statistics.</b> <b>CO3:</b> To gain knowledge about basic statistical techniques and its applications in business. <b>TB ::</b> Statistical Methods - - - S.P. Gupta			
No. of Periods	TOPIC	Date	Mode of Delivery
25.	Mean		Lecture interspersed with discussions
26.	Median		
27.	Mode		



28.	problems	From 01-12-2022 To 31-12-2022	Lecture interspersed with discussions
29.	Standard Deviation		
30.	Problems		
31.	Meaning and definitions of statistics		
32.	Scope and limitations of statistics		
33.	Role of statistics		
34.	Variance.		

**UNIT – IV Probability Theory and Probability Distributions.**

**CO4: To understand the concepts of probability theory and probability distributions.**

**TB :: Statistical Methods - - - S.P. Gupta**

No. of Periods	TOPIC	Date	Mode of Delivery
35.	Probability introduction	From 01-01-2023 To 31-01-2023	Lecture interspersed with discussions
36.	Definitions of probability		
37.	Additive law		
38.	Problems		
39.	Multiplicative law of probability		
40.	Problems		
41.	Conditional law of probability		
42.	Problems		
43.	Baye's theorem		
44.	Binomial distribution		
45.	Problems		
46.	Poisson distribution		
47.	Problems		
48.	Normal distribution		
49.	Applications of normal distribution		

**UNIT – V Correlation and Regression.**

**CO5: To know and understand about various applications of correlation and Regression Analysis.**

**TB :: Statistical Methods - - - S.P. Gupta**

No. of Periods	TOPIC	Date	Mode of Delivery
50.	Correlation –introduction	From 01-02-2023 To 11-02-2023	Lecture interspersed with discussions
51.	Karl Pearson's correlation coefficient		
52.	Problems		
53.	Rank correlation		
54.	Problems		
55.	Lines of regression		
56.	Problems		
57.	Regression coefficients		
58.	Time series		
59.	Components of time series		
60.	Trend		
61.	Moving averages		
62.	Least squares method		

*P. Vajrli Vajra*  
Signature of the Faculty  
31/10/2022

*B. Kumar* 31/10/22  
Signature of the HOD



## TENTATIVE LESSON PLAN: IMB1913 FUNDAMENTALS OF BUSINESS ORGANISATION

<b>Course Title: FUNDAMENTALS OF BUSINESS ORGANISATION(IMB1913)</b>			
<b>Section: I (IMBA)</b>	<b>Date: 31/10/2022</b>	<b>Page No: 01 of 02</b>	
<b>Revision No: 00</b>	<b>Prepared By: A. Althaf</b>	<b>Approved By: HOD</b>	
<b>Tools: Black board, PPTs</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT – I Fundamental Concepts</b>			
<b>CO1: To acquaint the students with the Principles, functions and practice of management and provide them practical exposure giving stories of success/failure businessmen.</b>			
<b>TB: Bhushan Y K: Business Organization and Management, Sultan Chand</b>			
1.	Introduction, Definition & concept of business	31/10/2022 To 10/11/2022	Lecture interspersed with discussions
2.	Scope & Nature of business		
3.	Features and functions of business		
4.	Meaning of industry and features		
5.	Types of industries		
6.	Types of goods in industry		
7.	Economic activity and non economic activities		
8.	Trade, classification, commerce		
9.	Relation between trade, industry, commerce		
10.	<b>Tutorial</b>		
<b>UNIT –II Entrepreneur</b>			
<b>CO2: To acquaint the students with the Principles, functions and practice of management and provide them practical exposure giving stories of success/failure businessmen.</b>			
<b>TB: RK Sharma and Shashi K.Gupta: Industrial Organization and Management, Kalyani</b>			
11.	Meaning and introduction of entrepreneurs	11/11/2022 To 26/11/2022	Lecture interspersed with discussions
12.	Characteristics of entrepreneurs		
13.	Types of entrepreneurs		
14.	Features of entrepreneurs		
15.	Functions of entrepreneurs		
16.	Advantages and disadvantages of entrepreneurs		
17.	Steps to start enterprise		
18.	Sources of finance in long term		
19.	Sources of finance in Short term		
20.	<b>Tutorial</b>		
<b>UNIT - III Forms of organization</b>			
<b>CO3: To acquaint the students with forms of business organization, sole proprietorship, partnership, joint stock company and Hindu undivided family.</b>			
<b>TB: RK Sharma and Shashi K.Gupta: Industrial Organization and Management, Kalyani</b>			
21.	Business organization	28/11/2022 To 03/01/2023	Lecture interspersed with
22.	Forms of business organization		
23.	Sole proprietorship		
24.	Partnership form		
25.	Joint stock company		
26.	Hindu undivided family		



27.	Factors influencing the choice of suitable form of organization		
28.	Kinds of partners		
29.	<b>Tutorial</b>		

#### UNIT - IV Joint stock company-I

CO4: To know about the concepts of joint stock company, kinds of company, promotion of a company and difference between private limited company and public limited company.

TB: RK Sharma and Shashi K.Gupta: Industrial Organization and Management, Kalyani

No. of Periods	TOPIC	DATE	Mode of Delivery
30.	Joint stock company	04/01/2023 To 23/01/2023	Lecture interspersed with discussions
31.	Meaning of joint stock company		
32.	Characteristics of joint stock company		
33.	Advantages of joint stock company		
34.	Kinds of companies		
35.	Difference between public limited and private limited companies		
36.	Capital subscription		
37.	Commencement of business		
38.	Preparation of important documents		

#### UNIT - V Joint stock company-II

CO5: to know about the concept of memorandum of Association Articles of Association and statement of lieu of prospects.

TB: A.R.Arya sri, "Managerial Economics & Financial Analysis", 2005, TMH

No. of Periods	TOPIC	DATE	Mode of Delivery
39.	Joint stock company II	24/01/2023 To 10/02/2023	Lecture interspersed with discussions
40.	Memorandum of Association		
41.	Articles of Association		
42.	Articles of Association contents		
43.	Prospectus		
44.	Prospectus contents		
49	Statement of lieu of prospectus		

*C. Dab* 31/10/22  
Signature of the Faculty

*B. Suresh* 31/10/22  
Signature of the HOD



**TENTATIVE LESSON PLAN (IMB1914)**

<b>Course Title: FINANCIAL ACCOUNTING-I (IMB1914)</b>		
<b>Section : 1Y IMBA</b>	<b>Date : 21-11-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : Dr.M VEERA BADRA RAO</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs,**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction to accounting:</b> <b>CO1:</b> students has understood about basics of accounting <b>TB ::</b> Basic Financial Accounting for Management by Prasanna Chandra			
1.	Objectives	FROM 21-11-2022 TO 2-12-2022	Lecture interspersd with discussions
2.	significance and process,		
3.	Accounting concepts		
4.	conventions		
5.	Accounting cycle		
<b>UNIT -II Journal and the Trail Balance</b> <b>CO2:</b> students has got awareness on basics of the journal and the trail balance <b>TB ::</b> Basic Financial Accounting for Management by Prasanna Chandra			
6.	Transations	FROM 03-12-2022 TO 23-12-2022	Lecture interspersd with discussions
7.	Ledger		
8.	Trailbalance		
9.	Accounting Cycle		
10.	Accounting Equation		
11.	BRS		
<b>UNIT - III Subsidiary Books</b> <b>CO3:</b> Able to know about basic of ledger posting <b>TB ::</b> Basic Financial Accounting for Management by Prasanna Chandra			
12	Subsidiary Books	FROM 24-12-2022 TO 12-01-2023	Lecture interspersd with discussions
13	Purchases Book		
14	Sales Book		
15	Purchade Returns Book		
16	Sales Returns Book		
17	Bills Receivable Book		
18	Bills Payable Book		
19	General Proper Book		
20	Cash Book		
<b>UNIT - IV Final Accounts</b> <b>CO4:</b> Able to know about basic of ledger posting <b>TB ::</b> Basic Financial Accounting for Management by Prasanna Chandra			
21	Final Accounts	FROM 13-1-2023 TO 31-01-2023	
22	Trail Balance		
23	Trading Account		
24	Profit and Loss Account		
25	Balance Sheet		
26	Necessary Adjustments		



**UNIT – V Ratio Analysis**

CO5: students has got awareness on basis of ratio analysis and different types of ratios

TB :: Basic Financial Accounting for Management by Prasanna Chandra

No. of Periods	TOPIC	DATE	Mode of Delivery
25	Four Types of Ratios	FROM 1-2-2023 TO 11-2-2023	Lecture interspersd with discussions
26	Current Ratios		
27	Fixed Asset Turnover Ratios		
28	Stock Turnover Ratios		
29	Capital Gearing Ratios		

  
Signature of the Faculty 21/11/22

  
Signature of the HOD 21/11/22



## TENTATIVE LESSON PLAN FUNDAMENTALS OF COMPUTERS

<b>Course Title: 19IM105 -FUNDAMENTALS OF COMPUTERS</b>			
<b>Section: I MBA I YEAR I SEM</b>		<b>Date: 21-11-2022</b>	<b>Page No: 01 of 02</b>
<b>Revision No: 00</b>		<b>Prepared By: N.SAFALYA</b>	<b>Approved By: HOD</b>
<b>Tools: Black board, PPTs</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO COMPUTERS</b>			
<b>CO1: To acquaint the students with computers and its fundamentals</b>			
<b>TB: Ravi Kalakotta &amp; Whinston B., —Frontiers of E-Commerce, Pearson Education, Reprint 2009 New Delhi</b>			
1.	Basics of Computers	21-11-2022 To 06-12-2022	PPTs
2.	Software devices & Hardware devices		
3.	Storage devices & Memory		
4.	Introduction to Software		
5.	System Software		
6.	Application Software		
7.	Compilers, Interpreter, Assemblers.		
8.	Computer Languages		
9.	Generation of languages		
10.	Decimal Conversions		
11.	Types of Internet Connections		
12.	Hardware & Software Requirements		
13.	<b>Tutorial</b>		
<b>UNIT –II OPERATING SYSTEMS</b>			
<b>CO2: To Understand about present day Advancements in Operating Systems.</b>			
<b>TB: Ravi Kalakotta &amp; Whinston B., —Frontiers of E-Commerce, Pearson Education, Reprint 2009 New Delhi</b>			
14.	Introduction To OS	09-12-2022 To 16-12-2022	PPTs
15.	OS Management Tasks		
16.	Function of OS		
17.	Unix features, basic		
18.	Basic Commands Tutorials, Commands, Practice Session		
	<b>Tutorial</b>		
<b>UNIT - III APPLICATION SOFTWARE</b>			
<b>CO3: To Understand and practice MS-OFFICE: MS-EXCEL, MS-WORD, MS-POWERPOINT</b>			
<b>TB: Ravi Kalakotta &amp; Whinston B., —Frontiers of E-Commerce, Pearson Education, Reprint 2009 New Delhi</b>			
No. of Periods	TOPIC	DATE	Mode of Delivery
19.	Formatting Text and Documents	16-12-2022 To 18-01-2023	PPTs
20.	Introduction to mail merge & macros		
21.	MS-EXCEL – Introduction to basics		
22.	Rearranging Worksheets		
23.	Working with Graphics using worksheet as database		
24.	Automating “what-if” projects		
25.	MS-POWERPOINT : Introduction		



26.	Creating presentation		
27.	MS-Access: Database Creation		
29.	Report Generation using wizard		
30.	<b>Tutorials</b>		

#### UNIT – IV E-BUSINESS

**CO4: To Understand Fundamentals, E-business models, Applications, Technology, Infrastructure for E-Business, E-Business Models, Types of payments, Security Threats, Firewalls, EDI, EDI Software Implementation, Internet based EDI VAN.**

**TB:** lauden and Traver. Ecommerce: Business Technology Society, 4th Ed 2009 Pearson New Delhi.

No. of Periods	TOPIC	DATE	Mode of Delivery
28.	Fundamentals of E-Business	18-01-2023 To 31-01-2023	PPTs
30.	E-Business Framework		
31.	E-Business Applications		
32.	Technology Infrastructure for E-business		
29.	E-Business Models		
31.	Types of payments		
32.	Security Threats		
33.	Firewalls		
34.	EDI		
35.	EDI Software Implementation		
36.	Internet based EDI VAN.		
37.	<b>Tutorials</b>		

#### UNIT – V COMPUTER NETWORKS

**CO5: To Understand about Networks related to present day trends.**

**TB:** Schneider, E-Commerce Strategy technology and implementation, 1st, edition, 2008, Cengage Learning, India

No. of Periods	TOPIC	DATE	Mode of Delivery
38.	Mobile and Wireless Computing fundamentals	01-02-2023 To 13-02-2023	PPTs
39.	Mobile Computing fundamentals		
40.	Mobile Computing Frameworks		
41.	Wireless Technology		
42.	Switching methods		
43.	Mobile Information access device		
44.	Mobile Computing Applications		
45.	<b>Tutorials</b>		

*N. P. Jaly*  
21/11/22  
Signature of the faculty

*B. K. K. K.*  
21/11/22  
Signature of the HOD



## TENTATIVE LESSON PLAN:19IM301

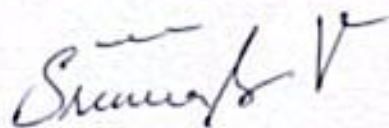
<b>Course Title: PRINCIPLES OF MANAGEMENT</b>		
<b>Section: IMBAII-III</b>	<b>Date: 12-09-2022</b>	<b>Page No: 01 of 02</b>
<b>Revision No: 00</b>	<b>Prepared By:SRINIVAS. V</b>	<b>Approved By: HOD</b>

Tools: PPTs

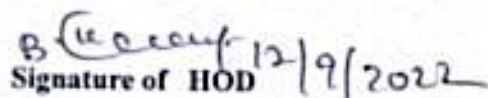
S.No	TOPIC	Date	Mode of Delivery
<b>UNIT -I A BRIEF HISTORY OF MANAGEMENT</b> <b>CO1: To know the basic concepts of Management. To understand the basic requirements of management.</b> <b>TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Games, Himalaya Publishing House, New Delhi,2008</b>			
1,2	Classical Theory	From: 12-09-2022  To: 30-09-2022	Lecture interspersed with discussions
3,4	Scientific Management		
5,6,7	Administrative Theory		
8,9,10	Behavioral Theory		
11	Management Science		
12	Integrative Perspective		
13,14	Systems Theory		
15,16	Socio technical Theory		
17	Contingency Theory		
18	Comparing Theories		
<b>UNIT -II UNIT-II CREATIVE PROBLEM SOLVING AND DECISION MAKING</b> <b>CO2: To understand the concept of organizing that can occur in organization in order to control the line and staff structure.</b> <b>TB:K.Aswathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008.</b>			
19	Creative Problem Solving	From: 01-10-2022  To: 27-10-2022	Lecture interspersed with discussions
20	Problem Solving and Decision Making		
21	Classify and Define the Problem or Opportunity		
22	Set Objectives and Criteria		
23	Generate Creative and Innovative Alternatives		
24	Analyze Alternatives and Select Most Feasible		
25	Plan, Implement the Decision and Control		
26	Vroom's Participative Decision Making Model		
<b>UNIT - II STRATEGIC AND OPERATIONAL PLANNING</b> <b>CO3: To study the basic differences between Individual roles and organizational goals</b> <b>TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Games Himalaya Publishing House, New Delhi,2008</b>			
27	Strategic and operational planning	From: 28-10-2022  To: 22-11-2022	Lecture interspersed with discussions
28	Developing the Mission		
29	Analyzing the Environment		
30	Setting Objectives		
31,31	Corporate Strategies		
32	Business Strategies		
33	Operational Planning		
34,35	Strategic and operational planning		
36,37,38	Implementing and Controlling Strategies		



39	Time Management		
<b>UNIT-IV ORGANIZING AND DELEGATING WORK</b>			
<b>CO4: To study the motivation and job performance. To understand the Collaborative Processes in Work Groups in Management.</b>			
<b>TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008</b>			
40	Organizing and delegating work	From: 23-11-2022  To: 13-12-2022	Lecture interspersed with discussions
41	Principles of Organizing		
42	Authority		
43	Organizational Design		
44	Job Design, Organizing Yourself and Delegating		
45	Relation between Authority, Power, and Influence		
46	Leadership and Trait Theory		
47	Behavioral Leadership Theories		
48	Situational Approaches to Leadership		
49,50	Handling Complaints.		
<b>UNIT-V COMMUNICATION AND CONTROLLING</b>			
<b>CO5: To study the organisational conflict and Conflict Resolution problem solving Techniques as well as Creating an Ethical Organization</b>			
<b>TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008</b>			
51	Communication and controlling	From: 14-12-2022  To: 01-01-2023	Lecture interspersed with discussions
52	Organizational Communication and Information Technology		
53	Interpersonal Communication Process		
54	Communication Barriers		
55	Message Transmission Channels		
56	Organizational and Functional Area Control Systems		
57	Establishing Control Systems.		
58	Interpersonal Communication Process		



Signature of Faculty



Signature of HOD 12/9/2022



**TENTATIVE LESSON PLAN (IMB1932)**

<b>Course Title: COST ACCOUNTING (IMB1932)</b>		
<b>Section : 2Y IMBA</b>	<b>Date : 01/11/22</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : Dr.M.VEERA BADRA RAO</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs,**

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

**UNIT -I Introduction to Cost accounting**

**CO1:** : Learner has got awareness on Management accounting vs Cost accounting role of accounting information in planning and control, cost concepts and managerial use of classification of costs

**TB ::** Cost and Management Accounting, BY M.N. ARORA

1.	Management accounting vs Cost accounting	From: 01/11/22 To:15/11/22	Lecture interspersed with discussions
2.	Role of accounting		
3.	information in planning and control		
4.	cost concepts and managerial use of classification of costs		
5.	The management process and accounting.		

**UNIT -II Cost analysis and control**

**CO2:** students able to know about the Direct and Indirect expenses, allocation and apportionment of overheads, calculation of machine hour rate and labor hour rate

**TB ::** Cost and Management Accounting, BY M.N. ARORA

6.	Direct and Indirect expenses	From: 16/11/22 To:8/12/22	Lecture interspersed with discussions
7.	allocation and apportionment of overheads,		
8.	calculation of machine hour rate and labour hour rate		
9.	Unit costing, job costing		
10.	Cost sheet and tender and process costing and their variants		
11.	treatment of normal losses and abnormal losses		
12.	inter-process profits, costing for by-products and equivalent production		

**UNIT - III Marginal Costing:**

**CO3;** students has got awareness on Application of Marginal costing in terms of cost control, Income determinants under marginal cost- Absorption Cost Vs Marginal Cost. Key or Limiting Factor.

**TB ::** Cost and Management Accounting, BY M.N. ARORA

13	Introduction, Application of Marginal costing in terms of cost control	From: 9/12/22 To:31/12/22	Lecture interspersed with discussions
14	Income determinants under marginal cost		
15	Absorption Cost Vs Marginal Cost		
16	Key or Limiting Factor		

**UNIT - IV : Break-even-analysis**

**CO4;** students understood about concept of cost ,volume-profit relationship ,Profit Planning , make or buy decision- Selection of suitable product mix, desired level of Profits , Determination of Break even point, Break-even-graph and assumptions of BEP, importance,



TB :: Cost and Management Accounting, BY M.N. ARORA			
17	concept of cost-volume-profit relationship-Profit Planning	From: 3/1/23 To:21/1/23	Lecture interspersed with discussions
18	make or buy decision- Selection of suitable product mix- desired level of Profits		
19	Determination of Break even point, Break-even-graph and assumptions of BEP		
20	importance, Margin of safety and angle of incidence		
21	Application of BEP for various business problems		

**UNIT - V Standard Costing:**

**CO5:** students has got awareness about Standard Cost and Standard Costing, standard costing vs. budgetary control, standard costing vs. estimated cost, standard costing and marginal costing.

TB :: Cost and Management Accounting, BY M.N. ARORA

No. of Periods	TOPIC	DATE	Mode of Delivery
22	Standard Cost and Standard Costing, standard costing vs. budgetary control,	From: 24/1/23 To:10/2/23	Lecture interspersed with discussions
23	standard costing vs. estimated cost		
24	standard costing and marginal costing		
25	analysis of variance		
26	material variance, labour variance and sales variance		
27	Inter-firm comparison		

*M.N. Arora*  
Signature of the Faculty 1/1/23

*B. Gupta* 1/1/23  
Signature of the HOD

## TENTATIVE LESSON PLAN

**Course Title: Banking Theory and Practice**

**Section : IMBAII/I**

**Date : 15/09/2022**

**Page No : 01 of 02**

**Revision No : 00**

**Prepared By : A. Althaf**

**Approved By : HOD**

**Tools : Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I COMMERCIAL BANKING - FUNCTIONS OF COMMERCIAL BANKS:</b>			
<b>CO1</b> The Concept of commercial banking and primary and secondary functions of commercial banks			
<b>TB ::</b> Kc Shekhar, Lakshmy Shekhar, "Banking Theory and Practice," Vikas Publishing, 2013.			
1.	Primary functions of commercial banks	16-09-2022 to 23-09-2022	Lecture interspersed with discussions
2.	Secondary functions of commercial banks		
3.	Creation of credit		
4.	Limitations on the credit		
5.	Investment policy of commercial banks		

### UNIT -II MONEY MARKET

**CO2::** The Concept of components of money market, components and importance of money market, the Indian money market

**TB::** Shekhar, Lakshmy Shekhar, "Banking Theory and Practice," Vikas Publishing, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
6	Items dealt with in a money market	24-09-2022 To 27-10-2022	Lecture interspersed with Discussions
7	Components of money market		
8	Importance of money market		
9	Features of money market		
10	The Indian money market		
11	Indian banking system		
12	Reserve bank of India		

### UNIT - III BANKING REGULATION ACT

**CO3 :** concepts of banking Regulation acts and nationalization of banks in India

**TB ::** Shekhar, Lakshmy Shekhar, "Banking Theory and Practice," Vikas Publishing, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
13	Banking regulation act 1949	28-10-2022 TO 19-11-2022	Lecture interspersed with discussions
14	Provisions on capital liquidity		
15	Powers assigned to reserve bank of India		
16	Nationalization of banks in India		
17	Nationalization of banks in India and its objectives		
18	Banking sector reforms		
19	Nonperforming Assets		
20	Banking ombudsman		

### UNIT - IV INNOVATIONS IN BANKING SERVICES

**CO4:** To know the innovations in banking and social banking and differential interest rate systems.

**TB:** Shekhar, Lakshmy Shekhar, "Banking Theory and Practice," Vikas Publishing, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
21	Innovative banking and social banking	21-11-2022 TO 20-12-2022	Lecture interspersed
22	Lead bank scheme and village adoption scheme		
23	Differential interest rate scheme		



24	Hi-tech banking and financial services		with discussions
25	Venture capital financing		
26	Housing financing		
27	Hire purchase		

**UNIT – V FOREIGN EXCHANGE**

**CO5: basic concepts of foreign exchange markets and exchange rate mechanism and special features of the banker**

**TB:: Shekhar, Lakshmy Shekhar, "Banking Theory and Practice," Vikas Publishing, 2013.**

No. of Periods	TOPIC	Date	Mode of Delivery
28	Foreign exchange market	21-12-2022 TO 31-12-2022	Lecture interspersed with discussions
29	Rate of exchange		
30	Exchange rate mechanisms		
31	General relationship between banker and customer		
32	Special features of the banker		
33	Customer relationship		
34	Rights of a customer to charge a bank under the consumer protection act.		

*P. Dhab* 15/09/22  
Signature of the Faculty

*B. G. Sanyal* 15/9/22  
Signature of the HOD

## TENTATIVE LESSON PLAN:IMB1934 BUSINESS LAW

<b>Course Title: BUSINESS LAW (IMB1934)</b>		
<b>Section: IMBA II/I</b>	<b>Date: 19/09/2022</b>	<b>Page No: 01 of 02</b>
<b>Revision No: 00</b>	<b>Prepared By: T. SOWJANYA</b>	<b>Approved By: HOD</b>

**Tools: Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I IMPORTANCE OF COMMERCIAL LAW:</b>			
<b>CO1: Describe three different relationship that could be created under the law of agency.</b>			
1.	The Indian Contracts Act 1872,Nature of the Act	From: 19/09/2022 To: 18/10/2022	Lecture interspersed with discussions
2.	Classification of Contracts		
3.	Essentials of a Valid Contract		
4.	Offer		
5.	Acceptance		
6.	Capacity		
7.	Consideration		
8.	Free consent		
9.	Legality of Object		
10.	Performance of a Contract		
11.	Discharge of a Contract		
12.	Breach of a Contract		
13.	Remedies of Breach of a Contract		
14.	<b>Tutorial</b>		
<b>UNIT -II SALE OF GOODS ACT:</b>			
<b>CO2: Explain about Sale of Goods Act.</b>			
15.	Introduction to Act	From: 19/10/2022 To: 09/11/2022	Lecture interspersed with discussions
16.	Distinction between Sales and Agreement to Sell		
17.	Conditions and Warranties		
18.	Performance of Contract of Sale		
19.	Transfer of Ownership		
20.	Rights of an Unpaid Seller		
21.	<b>Tutorial</b>		
<b>UNIT - III FORMS OF BUSINESS ORGANIZATION:</b>			
<b>CO3: Distinguish Forms of Business Organization</b>			
22.	Meaning of Sole Trader		
23.	Meaning and Features of Partnership		
24.	Registration		



25.	Types of Partners	From: 10/11/2022 To: 29/11/2022	Lecture interspersed with discussions
26.	Partnership Deed		
27.	Duties and Rights of Partners		
28.	Nature and Types of Companies		
29.	Formation of a Company		
30.	Memorandum of Association		
31.	Articles of Association and their Dissolution.		
32.	<b>Tutorial</b>		

**UNIT – IV A) CONSUMER PROTECTION ACT, 1986:**

**B) CONTRACT OF AGENCY:**

**CO4: Compare Consumer Protection Act, 1986 and Contract of Agency.**

33.	Introduction to Act	From: 30/11/2022 To: 15/12/2022	Lecture interspersed with discussions
34.	Consumer Right		
35.	Machinery for Redressal of Consumer Grievances		
36.	Information Technology Act 2000.		
37.	Meaning and Nature of Agency		
38.	Kinds of Agents		
39.	Creation of Agency		
40.	Duties and Rights of Principal		
41.	Duties and Rights of Agents Principal's Liability for the Acts of the Agent		
42.	Personal Liability of Agent		
43.	Termination of Agency		
44.	<b>Tutorial</b>		

**UNIT-V NEGOTIABLE INSTRUMENTS ACT, 1881:**

**CO5: Research Negotiable Instruments Act, 1881**

45.	Characteristics of Negotiable Instruments	From: 16/12/2022 To: 31/12/2022	Lecture interspersed with discussions
46.	Kinds of a Negotiable Instrument		
47.	Endorsement		
48.	Presentation of Negotiable Instrument		
49.	Discharge of a Negotiable Instrument		

M. Sanjaya 19/09/22  
Signature of the Faculty

B. Ganesha 19/9/2022  
Signature of the HOD





**SRK INSTITUTE OF TECHNOLOGY, ENIKEPADU, VIJAYAWADA -521108**  
 Approved by AICTE, Affiliated to JNTUK, Kakinada  
 ISO 9001:2015 Certified Institution  
 Accredited with NAAC 'A' grade  
**DEPARTMENT OF BUSINESS ADMINISTRATION**

## TENTATIVE LESSON PLAN

**Course/Code: ENTREPRENEURSHIP DEVELOPMENT/IMB1935**  
**Year/Semester: II/I**


**A.Y: 2022-23**

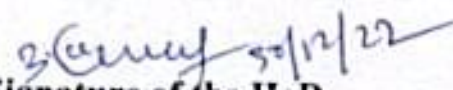
**Tools : Black board, PPTs**

S.No	TOPIC	Date	Mode of Delivery
<b>UNIT -I ENTREPRENEURSHIP</b> <b>CO1: To describe the meaning and concepts of entrepreneurship development.</b> <b>TB:: K.Ramachandran : "Entrepreneurship Development", TMH, New Delhi, 2012</b>			
1	Importance and growth, characteristics and qualities	From: 16/09/2022  To: 12/10/2022	Lecture interspersed with discussions in online
2	Role of entrepreneurship, ethics and social responsibilities		
3	Women entrepreneurship, role, importance, problems		
4	Corporate entrepreneurship		
5	Mobility of entrepreneur		
6	Entrepreneurial motivation		
<b>UNIT -II TRAINING</b> <b>CO2: To explain the importance of training in Entrepreneurship development.</b> <b>TB:: K.Ramachandran : "Entrepreneurship Development", TMH, New Delhi, 2012</b>			
7	Designing appropriate training program to inculcate entrepreneurial spirit	From: 13/10/2022  To: 01/11/2022	Lecture interspersed with discussions in online
8	Training for new and existing entrepreneurs		
9	Feedback and performance of trainees, creativity and entrepreneurship		
10	Sources and methods of ideas and planning and development program E-business ventures		
11	New venture management, emerging trends		
<b>UNIT - III PLANNING AND EVALUATION OF PROJECTS</b> <b>CO3:: To distinguish between planning and evaluation of projects.</b>			



<b>TB:: K.Ramachandran : "Entrepreneurship Development", TMH, New Delhi, 2012</b>			
12	Growth of the firm, project identification and selection	From: 02/11/2022  To: 03/12/2022	Lecture interspersed with discussions in online
13	Factors inducing growth, project feasibility study		
14	Post planning of project		
15	Project planning and control		
<b>UNIT -IV SMALL AND MICRO ENTERPRISES</b>			
<b>CO4 :: To compare and contrast Small and Micro Enterprises.</b>			
<b>TB :: K.Ramachandran : "Entrepreneurship Development", TMH, New Delhi, 2012</b>			
16	MSME importance, definitions policies and their support to MSME	From: 06/12/2022  To: 13/12/2022	Lecture interspersed with discussions in online
17	Growth and growth strategies		
18	Sickness in small business and remedies		
19	Small entrepreneurs in international business		
<b>UNIT - V INSTITUTIONAL SUPPORT TO ENTREPRENEUR AND MSMEs</b>			
<b>CO5: To research on Institutional Support to Entrepreneur and MSMEs.</b>			
<b>TB:: K.Ramachandran : "Entrepreneurship Development", TMH, New Delhi, 2012</b>			
20	Role of government, role of IDBI, NIESBUD, SISI, DIC	From: 14/12/2022  To: 30/12/2022	Lecture interspersed with discussions in online
21	Role of financial institutions, commercial banks		
22	Role of entrepreneurial development institutes,		
23	Role of universities and other educational institutions in offering entrepreneurial development program		

  
Signature of the Faculty

  
Signature of the HoD



## TENTATIVE LESSON PLAN: (19IM501)

<b>Course Title: FINANCIAL MANAGEMENT - 19IM501</b>			
<b>Section : IMBA III/I</b>	<b>Date : 25-07-2022</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00</b>	<b>Prepared By : B.CHINNI</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I FINANCIAL MANAGEMENT</b> <b>CO1:</b> To acquaint the student with basic knowledge of finance, financial management and its nature. <b>TB:</b> P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI, 2013.			
1.	<b>UNIT -I FINANCIAL MANAGEMENT</b>	<b>From:</b> 25-07-2022  <b>To:</b> 16-08-2022	Lecture interspersed with discussions
2.	Introduction to financial management		
3.	Nature and scope of financial management		
4.	Functions of financial management		
5.	Goals of FM		
6.	Major decisions of financial manager		
7.	New role of FM in contemporary scenario		
<b>UNIT -II FINANCING DECISION :</b>  <b>CO2:</b> TO acquaint the student with knowledge about various sources of finance, computation of WACC and leverage. <b>TB:</b> P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
8.	<b>UNIT -II FINANCING DECISION</b>	<b>From:</b> 17-08-2022  <b>To:</b> 07-09-2022	Lecture interspersed with discussions
9.	Introduction to financing decision		
10.	Sources of finance		
11.	Introduction to cost of capital		
12.	Problems on cost of debt		
13.	Problems on cost of retained earnings		
14.	Problems on WACC		
15.	Problems on EBIT-EPS analysis		
16.	Problems on leverages		
17.	Problems on WACC		
<b>UNIT - III INVESTMENT DECISION</b> <b>CO3:</b> Gain knowledge about Time value of money calculation methods and techniques of investment appraisal. <b>TB:</b> P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
18.	<b>UNIT IV: INTRODUCTION COST CONCEPTS:</b>	<b>From:</b> 08-09-2022  <b>To:</b> 30-09-2022	Lecture interspersed with discussions
19.	Meaning and definition of cost		
20.	Classification of costs		
21.	Elements of costs		
22.	Financial accounting vs management accounting		
23.	Determinants of product cost		
24.	Problems on cost sheet		
25.	Problems on final accounts of joint stock company		




**UNIT – IV DIVIDEND DECISION :****CO4:** TO gain knowledge about forms of dividend and theories of dividend**TB ::** P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013

26	Introduction to dividend decision	<b>From:</b> 01-10-2022  <b>To:</b> 25-10-2022	Lecture interspersed with discussions
27	Forms and types of dividend		
28	Determinants of dividend		
29	Theories of dividend		
30	Problems on Walter model		
31	problems on Gardens model		
32	Problems on MM Approach		
33	Dividend policies of Indian corporate		

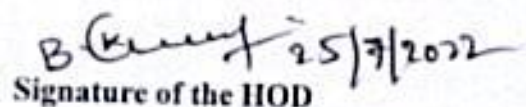
**UNIT – V LIQUIDITY DECISION :****CO5:** TO gain knowledge about working capital decision.**TB ::** P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013

34	Introduction to Liquidity Decision	<b>From:</b> 26-10-2022  <b>To:</b> 19-11-2022	Lecture interspersed with discussions
35	Classification		
36	Significance of Working Capital		
37	Components of Working Capital		
38	Factors determining the Working Capital		
39	Estimating Working Capital requirement		
40	Cash Management Models		
41	Accounts Receivables		
42	Credit Policies		
43	Inventory Management		

Signature of the Faculty



Signature of the HOD

 25/7/2022



## TENTATIVE LESSON PLAN: (19IM502)

<b>Course Title: MARKETING MANAGEMENT (19IM502)</b>		
<b>Section : IMBA III/I</b>	<b>Date : 03/08/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By :SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

**Tools: Black board PPT's**

Sr no	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO MARKETING MANAGEMENT</b> <b>CO1: To gain knowledge on Marketing and Marketing Mix, Product and Production Concept, Sales and Marketing Concept, Societal Marketing Concept, Indian Marketing Environment</b> <b>TB:: Phillip Kotler: "Marketing Management", Pearson Publishers, New Delhi, 2013.</b>			
1	Introduction to Marketing:- Demands	03-08-2022 To 17-08-2022	Lecture interspersed with discussions
2	Needs - Wants		
3	Products - Exchange		
4	Transactions		
5	Concept of Market		
6	Selling concept		
7	Marketing concept		
8	Societal Marketing Concept		
9	Marketing Mix		
10	Product Concept		
11	Production Concept		
12	4 ps of marketing		
13	7 ps of marketing		
14	Marketing environment features		
15	Indian Marketing Environment		
16	Case study		
17	Tutorial class		
<b>UNIT -II MARKET SEGMENTATION AND TARGETING</b> <b>CO2: To impart knowledge on Consumer and Institutional/corporate Clientele, Segmenting Consumer Markets, Segmentation Basis, Evaluation and Selection of Target Markets, Developing and Communicating a Positioning Strategy.</b> <b>TB:: Phillip Kotler: "Marketing Management", Pearson Publishers, New Delhi, 2013.</b>			
18	Market Segmentation	18-08/2022 To 03-09-2022	Lecture interspersed with discussions
19	Identification of Market Segments		
20	Basis of market segmentation		
21	Advantages of market segmentation		
22	Disadvantages of market segmentation		
23	Consumer market segmentation		
24	Institutional corporate Clientele		
25	Segmentation basis		
26	Evaluation of Target Markets		
27	Selection of Target Markets		
28	Developing a Positioning Strategy		
29	Communicating a Positioning Strategy		
30	Case study		
31	Case study		
32	Tutorial class		



**UNIT - III PRICING STRATEGY**

**CO3: To focus on nurturing the students in the area of Methods of Pricing Selecting the Final price, Adopting price, initiating the price cuts, Imitating price increases - Responding to Competitor's price changes.**

**TB:: PhillipKotler:"MarketingManagement",PearsonPublishers,NewDelhi,2013.**

33	Pricing Strategy	05-09-2022 To 01-10-2022	Lecture interspersed with discussions
34	Objectives of Pricing		
35	Methods of Pricing		
36	Setting the Final price		
37	Selecting the final price		
38	Adopting price		
38	Initiating the price cuts		
39	initiating the price increase		
40	Responding to Competitor's price		
41	Case study		
42	Case study		
43	Tutorial class		

**UNIT - IV MARKETING COMMUNICATION**

**CO4To understand Managing Advertising Sales Promotion, Public relations and Direct Marketing, Sales force, Objectives of Sales force, Structure and Size, Sales force Compensation.**

**TB:: PhillipKotler:"MarketingManagement",PearsonPublishers,NewDelhi,2013.**

44	Introduction to Marketing Communication & its Process	11-10-2022 To 28-10-2022	Lecture interspersed with discussions
45	Marketing Communication Mix		
46	Managing Advertising		
47	Sales Promotion		
48	Public relations		
49	Direct Marketing		
50	Sales force - Objectives		
51	Sales force Structure		
52	Sales force Size		
53	Case study		
54	Tutorial class		

**UNIT - V MARKETING ORGANIZATION AND CONTROL**

**CO5: To focus on training students in the area of Organizing the Marketing Department, Marketing Implementation, Control of Marketing Performance Annual Plan Control, Profitability Control, Efficiency Control, Strategic Control**

**TB:: PhillipKotler:"MarketingManagement",PearsonPublishers,NewDelhi,2013.**

55	Evolution of Marketing Department	29-10-2022 To 19-10-202	Lecture interspersed with discussions
56	Organizing the Marketing Department		
57	Marketing Implementation		
58	Control of Marketing Performance		
59	Annual Plan Control		
60	Profitability Control		
61	Efficiency Control		
62	Strategic Control methods.		
63	Tutorial class		

  
Signature of the Faculty

  
Signature of the HOD 30/8/2022



**TENTATIVE LESSON PLAN: IMB1952**  
**HUMAN RESOURCE MANAGEMENT**

<b>Course title: HUMAN RESOURCE MANAGEMENT</b>			
<b>Section : IMBA-III/I</b>	<b>Date : 25-07-2022</b>	<b>Page No : 01 of 03</b>	
<b>Revision No : 00</b>	<b>Prepared By :G.KIRAN</b>	<b>Approved By : HOD</b>	
<b>Tools: Black board, PPTs</b>			
<b>S.No.</b>	<b>TOPIC</b>	<b>Date</b>	<b>Mode of Delivery</b>
<b>UNIT-I HRM</b>			
<b>CO1:</b> The students gained knowledge on fundamentals of HRM, functions, policies, strategies & position of HR department, ethics &HR at international level and challenges.			
<b>TB:</b> K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013			
1	HRM: Significance – Definition	From: 25-07-2022  To: 16-08-2022	Class room discussion with Black Board
2	Functions		
3	evolution of HRM- Principles		
4	Ethical Aspects of HRM-		
5	HR policies, Strategies to increase firm performance		
6	Role and position of HR department		
7	Aligning HR strategy with organizational strategy		
8	HRM –changing		
9	global perspective challenges		
10	environment – cross- cultural problems		
11	emerging trends in HRM		
<b>UNIT-II Investment perspectives of HRM</b>			
<b>Co2:</b> It emphasizing on handling the human resource planning, demand and supply management,recruitment and selection, T&D, Job analysis , HRD concept & counseling			
<b>TB:</b> K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013			
11	HR Planning	From: 17-08-2022  To: 07-09-2022	Class room discussion with Black Board
12	Demand and Supply forecasting		
14	Recruitment and Selection		
15	Sources of recruitment		
16	Tests and Interview Techniques		
17	Training and Development		



18	Training and Development Methods		
19	Training and Development techniques		
20	Job design , evaluation		
21	Job Analysis		
22	Management development		
23	HRD concepts		

**UNIT-III Performance Appraisal**

**CO3:** The students gained knowledge on importance and methods of performance appraisal, latest trends, career development & counseling. It also imparted students with the knowledge of compensation, principles & factors influencing recent trends & compensation at international level

**TB:** K.Asathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008

24	Performance Appraisal: Importance	From: 08-09-2022  To: 30-09-2022	Class room discussion with Black Board
25	Methods – Traditional methods		
26	Modern methods		
27	Latest trends in performance appraisal		
28	Career Development and Counseling		
29	Compensation - Concepts		
30	Compensation Principles		
31	Influencing Factors- in Compensation		
32	Current Trends in Compensation		
33	Methods of Payments in detail -		
34	Incentiverewards compensation mechanisms.		

**UNIT-IV Wage and Salary Administration**

**CO4:** The students gained knowledge on concepts of wage structure , wage and salary policies, legal frame work, determinants and wage differentials. They even learnt job design and evaluation , incentive systems and welfare measures.

**TB:** K.Asathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008

35	Wage and Salary Administration: Concept	From: 01-10-2022  To: 25-10-2022	Class room discussion with Black Board
36	Wage Structure		
37	Wage and Salary Policies		
38	Legal Frame Work		
39	Determinants of Payment of Wages		
40	Wage Differentials		
41	Incentive Payment Systems		
42	Welfare management: Nature and concepts		
43	statutory and non-statutory welfare measures		

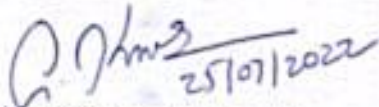


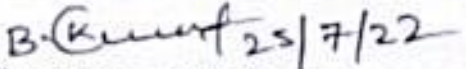
**UNIT-V Managing Industrial Relations**

**CO5:** The students gained knowledge on trade unions ,employee participation schemes, collective bargaining, grievance and dispute resolution mechanism. It also imparted students with safety at work place , work hazards, managing work place stress.

**TB:** K.Asathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008

44	Trade Unions	From: 26-10-2022  To: 19-11-2022	Class room discussion with Black Board
45	Employee Participation Schemes		
46	Collective Bargaining		
47	Grievances		
48	Employee grievance and types		
49	disputes resolution mechanisms		
50	Safety at work – nature		
51	Safety at work importance		
52	work hazards		
53	safety importance		
54	work place stress		
55	safety mechanisms		
56	Managing work place stress		

  
Signature of Faculty

  
Signature of HOD



## TENTATIVE LESSON PLAN: 191M504

<b>Course Title: OPERATIONS MANAGEMENT (191M504)</b>		
<b>Section : IMBAIII/I</b>	<b>Date : 25/07/22</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : A. Althaf</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO OPERATIONS MANAGEMNT:</b>			
<b>CO1</b> The Concept of operations management, Relation with other functional areas, Recent trend in Operation Management			
<b>TB :: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.</b>			
1.	Introduction to Operations Management	25-07-2022 to 13-08-2022	Lecture interspersed with discussions
2.	Nature & Scope of Operation/ Production Management		
3.	Relationship with other functional areas,		
4.	Recent trend in Operation Management		
5.	Manufacturing & Theory of Constraint		
6.	Types of Production System		
7.	Just in Time (JIT) & lean system.		

### UNIT -II Product Design & Process Selection

**CO2::** The concepts of Stages in Product Design process Plant Layout & Plant Location are gained

**TB:: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.**

No. of Periods	TOPIC	Date	Mode of Delivery
8.	Stages in Product Design process	15-08-2022 to 30-08-2022	Lecture interspersed with Discussions
9.	Value Analysis		
10.	Plant location		
11.	Plant Layout Types		
12.	Types of Plant Layout		
13.	Characteristics, Advantages and Disadvantages		
14.	Work measurement		
15.	Job design		
16.	Work study		
17.	Method study		
18.	Industrial safety		
19.	Maintenance management		
20.	Capacity recruitment planning		
21.	Material requirement planning		

### UNIT - III Forecasting & Capacity Planning

**CO3 : Methods of forecasting and overview of operation planning.**

**TB :: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.**



No. of Periods	TOPIC		Mode of Delivery
22.	Methods of Forecasting, Overview of Operation Planning.	01-09-2022 TO 17-09-2022	Lecture interspersed with discussions
23.	Aggregate Production Planning, Production strategies		
24.	Capacity Requirement Planning.		
25.	Material Requirement Planning		
26.	Concept of Scheduling		
27.	Supply Chain Management		
28.	Purchase Management: Concept		
29.	Purchase Management: Importance, Functions		
30.	Inventory Management		

**UNIT – IV PRODUCTIVITY**

**CO4: The concepts of Productivity, Process Flow Charts, Methods of Study, Work Measurement.**

**TB: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.**

No. of Periods	TOPIC	Date	Mode of Delivery
31.	Productivity: Factors	26-09-2022 TO 26-10-2022	Lecture interspersed with discussions
32.	Factors, Affecting Productivity		
33.	Job Design: Concept & Importance		
34.	Process Flow Charts		
35.	Methods Study		
36.	Work Measurement		
37.	Engineering and Behavioral Approaches		

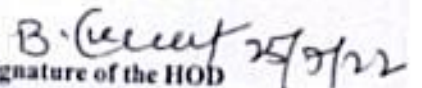
**UNIT – V QUALITY MANAGEMENT**

**CO5: Concept of Quality, Quality Circles, Improvement of Quality, SQC, Acceptance Samples will be learn.**

**TB: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.**

No. of Periods	TOPIC	Date	Mode of Delivery
38.	Quality Management: Quality	27-10-2021 TO 19-11-2022	Lecture interspersed with discussions
39.	Quality- Definition, Dimension		
40.	Cost of Quality, Quality Circles		
41.	Continuous improvement		
42.	ISO (9000&14000 Series)		
43.	Statistical Quality Control		Lecture interspersed with discussions
44.	Variable & Attribute, Process Control, Control Charts		
45.	Acceptance Sampling		
46.	Operating Characteristic Curve (AQL, LTPD, Alpha & Beta risk).		
47.	Total Quality Management (TQM).		

  
Signature of the Faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN: 19IM505 (2022-23)

Course Title: <b>Business Research Methodology</b>		Page No : 01 of 02
Section <b>IMBA III/c</b>	Date : <b>25-07-2022</b>	Approved By : HOD
Revision No : 0	Prepared By : <b>P. Naga Srinivasa Rao</b>	

Tools: Black board, PPTs

Serial No.	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction.</b>			
<ul style="list-style-type: none"> <li>• CO1: To acquaint the students with the basic knowledge of Business Research.</li> <li>• TB: Research Methodology- C.R. Kothari.</li> </ul>			
1.	Nature and importance of research.	From: 25/07/2022 To: 20/08/2022	Lecture interspersed with discussions
2.	The role of business research.		
3.	Aims of social research.		
4.	Pure research		
5.	Applied research		
6.	Qualitative research		
7.	Quantitative research		
8.	Descriptive research		
9.	Experimental research		
10.	Exploratory research		
11.	Ethical issues in business research		
12.	Research process		

### UNIT -II DATA BASE

- CO2: To acquaint the students with knowledge of data collection methods, sampling, and scaling techniques.
- TB: Research Methodology—C.R. Kothari.

Serial No.	TOPIC	Date	Mode of Delivery
13.	Discussion on primary data	From: 22/08/2022 To: 15/09/2022	Lecture interspersed with discussions
14.	Secondary data		
15.	Tools and techniques of data collection		
16.	Methods of collecting data		
17.	Sampling design		
18.	Sampling procedures		
19.	Random sampling		
20.	Non random sampling		
21.	Determination of sample size		
22.	Appropriate sampling design		
23.	Designing of questionnaire		
24.	Measurement techniques		
25.	Scaling techniques		
26.	Comparison of measurement and scaling.		

### UNIT - III Survey Research and Data Analysis.

- CO3: To gain knowledge about field work management, preparation and presentation of research report.
- TB: Research Methodology—C.R. Kothari.

Serial No.	TOPIC	Date	Mode of Delivery
27.	Nature of field work	From: 16/09/2022 To: 30/09/2022	Lecture interspersed with discussions
28.	Field work management		
29.	Interviews		
30.	Interviews types and significance		



31.	Personal interviews
32.	Telephone interviews
33.	Questionnaire
34.	Editing of data
35.	Coding of data
36.	Classification of data
37.	Tabulation of data
38.	Preparation of research report
39.	Presentation of research report.

**UNIT – IV Statistical Inference & Quality Control.**

- CO4: To understand about nature, scope of statistical inference.
- TB: Statistical Methods—S.P. Gupta.

Serial No.	TOPIC	Date	Mode of Delivery
40.	Formulation of hypothesis	From: 03/10/2022 To: 31/10/2022	Lecture interspersed with discussions
41.	Tests of hypothesis		
42.	Null and alternative hypothesis		
43.	Types of errors		
44.	Procedure of hypothesis testing		
45.	Parametric vs. non parametric tests		
46.	Tests of significance for large samples		
47.	Z test for single proportion		
48.	Z test for two proportions		
49.	t test		
50.	t test for single mean		
51.	t test for two means		
52.	Chi square for goodness of fit		
53.	Chi square for independence of attributes		

**UNIT – V Multivariate Analysis.**

- CO5: To know and understand the technique of ANOVA and bi-variate statistical techniques.
- TB: Statistical Methods—S.P. Gupta.

Serial No.	TOPIC	Date	Mode of Delivery
54.	Nature of multivariate analysis	From: 01/11/2022 To: 19/11/2022	Lecture interspersed with discussions
55.	Classifying multivariate techniques		
56.	Analysis of dependence		
57.	Analysis of interdependence		
58.	Yule's coefficient of association		
59.	Co efficient of colligation		
60.	ANOVA technique		
61.	One way ANOVA		
62.	Two way ANOVA		
63.	Previous question discussion		
64.	Problems on previous papers		
65.	Problems on previous papers.		

P. Nagajivdhan  
Signature of the Faculty.  
25/09/2022

B. Cecent 25/7/22  
Signature of the HOD.



## TENTATIVE LESSON PLAN: IMB1971

<b>Course Title: KNOWLEDGE MANAGEMENT</b>		
<b>Section:IMBAIV/I</b>	<b>Date: 20-06-2022</b>	<b>Page No: 01 of 02</b>
<b>Revision No: 00</b>	<b>Prepared By: G.KIRAN</b>	<b>Approved By: HOD</b>

**Tools: Black board**

S.No.	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TOKNOWLEDGEMANAGEMENT.</b> <b>CO1:</b> Describe the major roles and responsibilities in knowledge management implementations. <b>TB:</b> B.RathanReddy: Knowledge Management, Himalaya Publication, 2007			
1.	Definition- Scope and Significance Knowledge Management	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with discussions
2.	Techniques and difficulties in Knowledge Management		
3.	Implementation of Knowledge Management		
4.	Knowledge Management and Knowledge Sharing		
5.	Knowledge Dynamics		
6.	Principles of Knowledge Management		
<b>UNIT -II ESSENTIALS OF KNOWLEDGE MANAGEMENT</b> <b>CO2:</b> Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle. <b>TB:</b> B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
7.	Data-information	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with discussions
8.	knowledge - Basic types of Knowledge		
9.	Knowledge Capital		
10.	classification of organizational Knowledge		
11.	Knowledge lifecycle		
12.	organizational Knowledge processes		
13.	Technology Enablers		
<b>UNIT - III DRIVERS OF KNOWLEDGE MANAGEMENT</b> <b>CO3:</b> Understand and apply various success factors of knowledge management implementations. <b>TB:</b> B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
14.	Pillars of Knowledge Management	<b>From:</b> 03-08-2022  <b>To:</b> 28-08-2022	Lecture interspersed with discussions
15.	Knowledge based products		
16.	Inventory Management		
17.	Supply Chain Planning		
18.	Seven layers of Knowledge Management		
19.	Success factors of Knowledge Management Implementation		



<b>UNIT – IV KNOWLEDGE MANAGEMENT SYSTEMS AND TOOLS</b>			
<b>CO4:</b> Apply appropriate systems and tools for Knowledge Mapping Techniques.			
<b>TB:</b> B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
20.	Knowledge Mapping Techniques	<b>From:</b> 29-08-2022  <b>To:</b> 25-09-2022	Lecture interspersed with discussions
21.	Core issues of implementation		
22.	Methodology of implementation and Acquisition Tools		
23.	Knowledge Indexing and Processing		
24.	Knowledge analysis on-line Analytical Processing.		

<b>UNIT – V TECHNOLOGIES AND KNOWLEDGE MANAGEMENT</b>			
<b>CO5:</b> Understand and apply various concepts like information technology, E- Commerce, TQM, & Benchmarking in knowledge			
<b>TB:</b> B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
25.	Information Technology and Knowledge Management	<b>From:</b> 26-09-2022  <b>To:</b> 15-10-2022	Lecture interspersed with discussions
26.	E-Commerce and KM		
27.	Total Quality Management and KM		
28.	Benchmarking		
29.	Customer Relationship and Knowledge Management		
30.	Measuring Knowledge Management		

*B. R. Reddy*  
20/06/2022  
Signature of the Faculty

*B. R. Reddy* 20/6/2022  
Signature of the HOD



## TENTATIVE LESSON PLAN:

<b>Course Title: STRATEGIC COST MANAGEMENT ( )</b>		
<b>Section : IMBA IV/I</b>	<b>Date : 20/06/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : B.V.S.S. SUBBA RAO</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Cost Management</b> <b>CO1 Understand the Cost management and International Issues in Cost Management.</b> <b>TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.</b>			
1	Cost Management: Introduction-Factors affecting cost Management-Strategic Cost Analysis	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with discussions
1	Cross Functional perspective of Cost Management		
1	International issues in Cost Management-Levels of Involvement in International Trade		
1	Managing Transaction risk, Economic Risk, Translation risk		
1	Decentralization-Creation of Divisions-Role of Cost and Management Accountant.		
<b>UNIT -II Strategic Cost Audit</b> <b>CO2:: Describe the Process of Strategic Cost Audit</b> <b>TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Strategic Cost Audit: Management Audit	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with Discussions
1	Structure – Objectives of management audit		
2	Generally accepted Cost Accounting Principles		
1	Cost Reporting		
2	Cost reporting influence on various companies		
<b>UNIT - III Strategic Cost Management</b> <b>CO3 : Equip the Strategic Cost Management &amp; its framework</b> <b>TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Strategic Cost Management: Concepts-Strategic Positioning	<b>From:</b> 03-08-2022  <b>To:</b> 28-08-2022	Lecture interspersed with discussions
4	key to Creating and Sustaining a Competitive Advantage		
1	Value Chain Framework, linkages and Activities		
2	organizational activities and Cost Drivers-Life Cycle Cost Management		
1	Product life Costing-Activities-Project life cycle.		
<b>UNIT - IV Balanced Score-Card</b>			



**CO4: The Learner will outlines the Balanced Score Card, Strategic based responsibility accounting**

**TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Balanced Score-Card: Definition	<b>From:</b> 29-08-2022  <b>To:</b> 25-09-2022	Lecture interspersed with discussions
2	Activity-Based V/s Strategic Based Responsibility Accounting		
3	Assigning Responsibility-Balanced Score Card		
1	Basic Concepts-Strategy Translation		
4	Linking measures to strategy-Strategic Alignment		

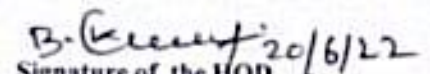
**UNIT – V Quality Cost Management**

**CO5: Able to get knowledge on Quality aspects of Cost Management**

**TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.**

No. of Periods	TOPIC	Date	Mode of Delivery
4	Quality Cost Management: Meaning, Definition, Quality Cost Measurement	<b>From:</b> 26-09-2022  <b>To:</b> 15-10-2022	Lecture interspersed with discussions
3	reporting Quality Costs-Quality cost information and Decision Making		
2	Controlling Quality Costs-Environmental costs		
3	Measuring and Controlling environmental costs		
1	Relevant cases in all units		

  
Signature of the Faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN

**Course Objectives: COB 1:** To acquaint students with a broad perspective on themes and issues of Human Resource Planning

**COB 2:** To familiarize the student with relevance and application of Human Resource Planning practices in the Indian perspective.

**COB 3:** To familiarize students with basics of training and development activities.

<b>Course Title: HUMAN RESOURCE PLANNING</b>			
<b>Section: IMBA IV YEAR VII SEM</b>	<b>Date:</b> 01/07/2022	<b>Page No:</b> 01 of 02	
<b>Revision No:</b> 00	<b>Prepared By:</b> N.SAFALYA	<b>Approved By:</b> HOD	
<b>Tools: Black board, PPTs</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction to HRM.</b>			
<b>CO1: Cite evolution and emerging trends of HRP.</b>			
<b>TB:</b> Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1.	History of HRM	01/07/2022 - 20/07/2022	OFFLINE
2.	HRM as a system		
3.	HRM Techniques		
4.	responsibilities of HR Managers		
5.	HR Organizational Structure		
6.	HR Policies and Strategies		
7.	<b>Tutorial</b>		
<b>UNIT –II Human Resource Planning</b>			
<b>CO2: Critically analyze HRP concepts.</b>			
<b>TB:</b> Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
8.	Definition of HRP	21/07/2022 - 29/07/2022	OFFLINE
9.	Responsibilities of HR Department		
10.	Objectives of HRP		
11.	Man Power Demand Forecasting		
12.	Micro and Macro Human Resource Planning		
13.	Macro Level Manpower Planning Models and Techniques		
14.	Learning Curves		
15.	Labor Economics and Labor Markets.		
	<b>Tutorial</b>		
<b>UNIT - III Human Resource Planning Process</b>			
<b>CO3: List Quantitative Tools for Manpower forecasts</b>			
<b>TB:</b> Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
No. of Periods	TOPIC	DATE	Mode of Delivery
16.	Introduction	30/07/2022 - 30/08/2022	OFFLINE
17.	List of Quantitative Tools for Manpower forecasts		
18.	HRP Process outline		
19.	Quantitative Tools for Manpower forecasts		
20.	Manpower Planning Models		
21.	Simulation		
22.	Replacement Theory		
23.	Productive Statistics in Micro Level HRP		
<b>Tutorials</b>			







## TENTATIVE LESSON PLAN

<b>Course Title: SECURITY ANALYSIS</b>		
<b>Section :</b> IMBA/VII	<b>Date :</b> 20/6/22	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<b>Prepared By :</b> Dr.M.VEERA BADHRA RAO	<b>Approved By :</b> HOD

**Tools : Black board, PPTs,**

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

**UNIT -I Concept of Investment Decisions;**

**CO1:** Able to understand about Investment Vs Speculation, Investment alternatives - Investment Process - Sources of Investment Information and basics of secondary markets.

**TB ::** Security Analysis and Portfolio Management Punithavathy Pandian

1.	Investment Vs Speculation	From: 20/06/2022  To: 2/07/2022	Lecture intersperse d with discussions
2.	Sources of Investment Information		
3.	Investment Process		
4.	Trading Calculation of SENSEX and NIFTY System in Stock Exchanges		
5.	Meaning and Measurement of Security Returns		

**UNIT -II Alternative Investment Outlets**

**CO2:** students has understood about Preference Shares and Equity Shares Earning valuation-Cash flow valuation, Asset Valuation , Dividend ,discount model; Valuation of Bonds , Bond Returns and Risks -Bond Pricing Theorems convexity

**TB ::** Security Analysis and Portfolio Management Punithavathy Pandian

6.	Preference Shares and Equity Shares	From: 4/07/2022  To: 21/07/2022	Lecture intersperse d with discussions
7.	Cas flow valuation		
8.	Asset Valuation		
9.	Bond Pricing Theorems convexity		
10.	Bond Returnsand Risks		

**UNIT - III Investment Analysis:**

**CO3:** student has got awareness on Fundamental Analysis , Economy, Industry and Company Analysis,

Technical Analysis , Dow Theory, Elliot Wave Theory , Trends and Trend Reversals , Efficient Market Theory

**TB ::** Security Analysis and Portfolio Management Punithavathy Pandian

11	Fundamental Analysis	From: 23/07/2022  To: 24/08/2022	Lecture interspersed with discussions
12	Economy, Industry and Company Analysis		
13	Technical Analysis		
14	Dow Theory – Elliot Wave Theory		
15	Trends and Trend Reversals		

**UNIT - IV : Risk and Returns Security Analysis**

**CO4:** students has understood about Risk and Returns Security Analysis, Economic Analysis , Security Analysis

**TB ::** Security Analysis and Portfolio Management Punithavathy Pandian

16	Economic Analysis	From:	
----	-------------------	-------	--



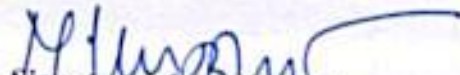
17	Security Analysis and Investment Decisions	25/08/2022	Lecture interspersed with discussions
18	Fundamental Analysis of Economy Industry	To: 12/09/2022	
19	Investment Making Process – Economic Forecasting		
20	Barometric or Indian Approach		

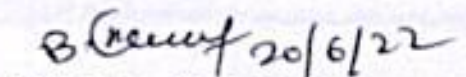
**UNIT – V Industry Analysis**

**CO5:** Able to understand Importance of Industry Analysis ,Classification of Industries , Key Indicators in Analysis , Analytical Frame Works

**TB ::** Security Analysis and Portfolio Management Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Importance of Industry Analysis	From: 13/09/2022  To: 10/10/2022	Lecture intersperse d with discussions
22	Classification of Industries		
23	Key Indicators in Analysis		
24	Analytical Frame Works		
25	Forecasting Methods		

  
Signature of the Faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN: IMB197B1

**Course Title: LEADERSHIP MANAGEMENT (IMB197B1)**

**Section : IMBAIV/I**

**Date : 20/06/22**

**Page No : 01 of 02**

**Revision No : 00**

**Prepared By : A. Althaf**

**Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I SITUATIONAL LEADERSHIP:</b>			
<b>CO1</b> The Concept of Situational Leadership, Relation with other functional areas, Recent trend in Operation Management			
<b>TB : Sarma V S Veluri (2009), Organisational Behaviour.</b>			
1.	Situational leadership meaning & definition	20-06-2022 to 13-07-2022	Lecture interspersed with discussions
2.	Fiedler contingency model		
3.	Path goal and normative model		
4.	Emerging leadership behavior		
5.	Transformational & transactional visionary leadership		
6.	Leadership effectiveness		
7.	Blanchard situational model		
8.	Driving leadership effectiveness		

<b>UNIT -II MOTIVATIONANAL THEORIES FOR LEADERSHIP</b>			
<b>CO2::</b> The concepts of Motivational Theories For Leadership are gained			
<b>TB::</b> Aravind V Pathak, Rabi S Bhagat, International Management, new Delhi, Tata McGraw Hill			

No. of Periods	TOPIC	Date	Mode of Delivery
9.	Maslow's, Herzberg theories	14-07-2022 to 31-07-2022	Lecture interspersed with Discussions
10.	X,Y and Z theories of motivation		
11.	Need hierarchy theory		
12.	Two factors theory		
13.	ERG theory		
14.	McClelland theory		
15.	Expectancy theory		
16.	Porter and Lawler theory		
17.	Emerging challenges in motivations		
18.	Managing organizational culture		
19.	Changing organizational culture		
20.	Organizational building		
21.	Quality of work life		
22.	Cross cultural values		
23.	Value orientation in behavior for change		

<b>UNIT - III LEADERSHIP DEVELOPMENT</b>			
<b>CO3 : Methods of Leadership Development and overview of Leadership Development.</b>			
<b>TB ::</b> Aravind V Pathak, Rabi S Bhagat, International Management, new Delhi, Tata McGraw Hill			

No. of Periods	TOPIC	Date	Mode of Delivery
24.	Leadership development significance	01-08-2022 TO 20-08-2022	Lecture interspersed with
25.	Continuous learning		
26.	Principles of learning to develop effective leadership		
27.	Vision and Goals for Organization		



28.	Tools for developing effective leadership dreams		discussions
29.	Leaders vision in organization building		
30.	Leadership attitude		
31.	Significance of leadership development		
32.	Maintaining a positive attitude		

**UNIT – IV LEADER SELF MANAGEMENT**

**CO4: The concepts of Leader Self Management and developing self esteem needs**

**TB: Aravind V Pathak, Rabi S Bhagat, International Management, new Delhi, Tata McGraw Hill.**

No. of Periods	TOPIC	Date	Mode of Delivery
33.	Developing self esteem and balancing emotions	21-08-2022 TO 15-09-2022	Lecture interspersed with discussions
34.	Interpersonal leadership skills		
35.	Leadership assertiveness		
36.	Circle of influence		
37.	Circle of concern		
38.	Leadership with edification		
39.	Tools and team building		
40.	Leadership and integrity		

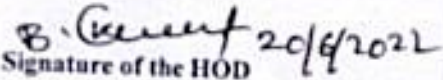
**UNIT – 5 LEADERSHIP ACROSS GLOBE**

**CO5: Concept of challenges in India, leadership and corporate social responsibility across globe**

**TB: Aravind V Pathak, Rabi S Bhagat, International Management, new Delhi, Tata McGraw Hill.**

No. of Periods	TOPIC	Date	Mode of Delivery
41.	Leadership across the globe	16-09-2021 TO 15-10-2022	Lecture interspersed with discussions
42.	Functions of leadership		
43.	GLOBE research problems		
44.	Challenges of leadership		
45.	Globe perspectives of leadership		
46.	Leadership in USA		
47.	Leadership in Japan		
48.	Leadership in Arab countries		
49.	Implications of globe leadership		
50.	Corporate social responsibility across the globe		

  
Signature of the Faculty

 20/9/2022  
Signature of the HOD



## TENTATIVE LESSON PLAN: (19IM704)

<b>Course Title: BANKING &amp; INSURANCE MANAGEMENT (19IM704)</b>		
<b>Section : IMBA IV/I</b>	<b>Date : 18/06/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO BANKING</b>			
<b>CO1 The Concept of Indian Financial System, Role of Commercial Banks &amp; Financial Statement analysis of Banks is understood.</b>			
<b>TB :: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : " Banking &amp; Insurance", Thakur Publication, Hyderabad.</b>			
1.	Introduction to Banking	20-06-2022 to 10-07-2022	Lecture interspersed with discussions
2.	Introduction to Financial System		
3.	Meaning of Bank & Customer		
4.	Bank & Customer Relationship		
5.	Role of Commercial Banks		
6.	Role of Commercial Banks in Indian Economy		
7.	Evolution of Banking in India		
8.	Nationalization of Banks in India		
9.	Origin, Reforms of Banks in India		
10.	Financial Inclusion – Concept		
11.	Financial Statements of Banks – Introduction		
12.	CAMEL Approach – Concept		
13.	Key Performance Indicators		
14.	Sources of Bank Funds		
<b>UNIT -II USES OF BANK FUNDS</b>			
<b>CO2:: The concepts of Bank Credit, Management of Credit Process, Loan Pricing &amp; Non-Performing Assets are gained.</b>			
<b>TB:: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : " Banking &amp; Insurance", Thakur Publication, Hyderabad.</b>			
15.	Concept of Bank Funds	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
16.	Features of Bank Credit		
17.	Types of Lending		
18.	Management of Credit Process		
19.	Assessment of Credit Worthiness of Borrower		
20.	Different Types of Loans & their Features		
21.	Concept of Loan Pricing		
22.	Basic Model, Pricing Fixed & Floating		
23.	Cost Benefit Loan Pricing		
24.	Customer Profitability Analysis		
25.	Concept of NPA's – Definition		
26.	Classification of Non Performing Assets		
27.	Gross & Net NPA's & Causes of NPA's		
28.	Implications & Recovery of NPA's		
<b>UNIT - III Innovations in Banking System</b>			
<b>CO3: Regulation &amp; Innovations in Indian banking system is attained.</b>			
<b>TB:: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : " Banking &amp; Insurance", Thakur Publication, Hyderabad.</b>			
29.	Banking Innovations	26-07-2022 To 25-08-2022	Lecture interspersed with discussions
30.	Core Banking Solutions		
31.	Retail Banking Concept , Nature		
32.	Scope & Future of Retail Banking		
33.	Products and services of retail banking		



34.	Strategies of retail banking		
35.	Plastic Money and its types		
36.	National Electronic Fund Transfer		
37.	Automated teller machine and its Types		
38.	Mobile phone Banking		
39.	Net Banking services		
40.	Concept of Bancassurance		
41.	Changing role of Banks as Financial Intermediaries		
42.	Customer Service Quality in Banks		

**UNIT – IV INTRODUCTION TO INSURANCE**

**CO4: The concepts of Insurance, Principles, Functions of Insurers, Marketing Channels & Overview of IRDA is understood.**

**TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

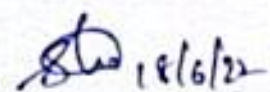
43.	Introduction to Insurance		
44.	Insurance as a Risk Management Tool		
45.	Principles of Insurance & Characteristics of Insurance Contract		
46.	Types of Insurers		
47.	Concept of Re-insurance : Uses & Advantages		
48.	Marketing Channels of Insurance	26-08-2022	Lecture interspersed with discussions
49.	Agents & Brokers in Insurance & their Role	to	
50.	Professionalism, Remuneration, Responsibilities of Agents & Brokers	17-09-2022	
51.	Classification of Agents & Brokers		
52.	Criteria for Appointment and Capital adequacy norms for broker		
53.	An Overview of IRDA		

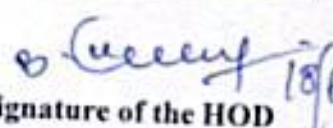
**UNIT – V LIFE INSURANCE AND GENERAL INSURANCE**

**CO5: Concept of Life Insurance, Tax Treatment, Actuarial Science, Health & General Insurance is understood.**

**TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

54.	Concept of Life Insurance & General Insurance		
55.	Types of Life Insurance Contracts		
56.	Tax treatment of Life Insurance		
57.	Life Insurance Products, Classification		
58.	The Actuarial Science : Concept		
59.	Provision of Life Insurance Contracts	19-09-2022	Lecture interspersed with discussions
60.	Special Life Insurance Forms	to	
61.	Health & General Insurance Overview	15-10-2022	
62.	Overview of Types of General Insurance		
63.	Third Party Administrators of Insurance		
64.	Micro Insurance in India		

  
Signature of the Faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN: IMB197C1

<b>Course Title: COMPENSATION AND REWARD MANAGEMENT (IMB197C1)</b>		
<b>Section: IMBA IV/ VII</b>	<b>Date: 20-06-2022</b>	<b>Page No: 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By: Mr. Srinivas, V</b>	<b>Approved By: HOD</b>

Tools: Black board, PPTs

### UNIT –I COMPENSATION

**CO1: To gain knowledge on the compensation program and employee attitude.**

**TB :: Dr. Kanchan Bhatia "Compensation Management", Himalaya Publishing House, New Delhi**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Concept and definition	<b>TO</b>  20/6/2022  <b>FROM</b>  8/7/2022	Lecture interspersed with discussions
1	Objectives and dimensions of compensation program		
2	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy		
2	Aligning compensation strategy with business strategy		
1	Concept of reward - non-financial compensation system-Reward management process		
2	Designing a compensation system – internal and external equity		
2	Pay determinants		
1	Frame work of compensation policy		
1	Influence of pay on employee attitude and behavior - the new trends in compensation management at national and international level.		

### UNIT –II JOB EVALUATION AND COMPENSATION STRUCTURE

**CO2: To have understanding on the employee compensation policy and benefits.**

**TB:: Dr. Kanchan Bhatia "Compensation Management", Himalaya Publishing House, New Delhi**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Introduction to Principles and Procedures of job evaluation programs	<b>TO</b> 11/7/2022 <b>FROM</b> 30/7/2022	Lecture interspersed with Discussions
1	Introduction to basic job evaluation methods		
3	Compensation Structure		
1	History and past practices,		
1	elements of ,management compensation		
3	Types of compensation system		
1	Role of compensation and Reward in modern organizations		
1	compensation surveys Incentive.		
2	payments and its objectives		

### UNIT - III WAGE AND SALARY ADMINISTRATION

**CO3: To understand the government regulations on the wages and wage fixation.**

**TB :: A.M.Sarma, N.Sambasiva Rao: "Compensation and Performance management", Himalaya Publishing House, Mumbai**



No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature and Purpose	TO 1/8/2022 FROM 29/8/2022	Lecture interspersed with discussions
2	Wage surveys and examples		
2	Administration Of Wage And Salary		
2	Principles Of Wage And Salary		
1	Components of wages		
2	Theory of wages		
3	Wage differentials-Importance Wage differentials in India-Executive compensation plan		

#### UNIT – IV CONTROL SYSTEMS FOR LABOUR COSTS

CO4: To gain knowledge over the practical applications of control systems for labour costs.  
TB: A.M. Sarma, N. Sambasiva Rao: "Compensation and Performance management", Himalaya Publishing House, Mumbai

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to labour	TO 30/8/2022 FROM 17/9/2022	Lecture interspersed with discussions
1	Direct and Indirect labour		
2	Role of various departments		
1	The personnel department		
2	Industrial engineering department		
2	Types of worker Payroll department		
1	Process and steps for preparation of payroll		
1	Wage analysis		
2	Cost accounting treatment of wages components		
1	Compensation surveys-Profit sharing.		

#### UNIT – V PAY STRUCTURE AND TAX PLANNING

CO5: To gain knowledge on the pay structures and tax planning in Indian context.  
TB: Diwakar Goel: "Performance Appraisal and Compensation Management", PHI Learning, New Delhi, 2012

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction of Pay Structure and Tax Planning	TO 19/9/2022 FROM 10/10/2022	Lecture interspersed with discussions
1	Compensation Structures		
2	Performance based and Pay based structures		
1	Designing pay structures		
2	comparison in evaluation of different types of pay Structures		
1	Significance of factors affecting		
1	Tax Planning- Concept of Tax planning		
3	Role of tax planning in compensation benefits		
1	Tax efficient compensation package		
2	Fixation of tax liability salary restructuring.		

*S. Srinivas V*  
Signature of the Faculty 20/6/22

*B. Srinivas*  
Signature of the HOD 20/6/22



## TENTATIVE LESSON PLAN: Behavioral Finance IMB197C2

<b>Course Title: Behavioral Finance ( IMB197C2 )</b>		
<b>Section : Sec I-IMBA</b>	<b>Date : 20/6/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : Dr.B.KRISHNAIAH</b>	<b>Approved By : HOD</b>

Tools: Black board

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

### UNIT -I INTRODUCTION TO BEHAVIOURAL FINANCE

**CO1:** To acquaint the student with basic knowledge of investment decision cycle

**TB:**

Behavioural Finance: Psychology, Decision-Making, and Markets", by Ackert and Deaves. The Psychology of Investing by John R.

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction to behavioral finance</b>			
1.	Nature ,scope, objectives and applications	From- 20-6-2022 TO 10-7-2022	Lecture interspersed with discussions
2.	Investment decision cycle		
3.	Cognitive information perception		
4.	Weber law		
5.	Exponential discounting		
6.	Human economic behavior Hyperbolic discounting		

### UNIT -II UTILITY/ PREFERENCE FUNCTIONS

**CO2:** TO acquaint the student with knowledge about EUT Theories

**TB:**

Handbook of Behavioural Finance – Brian R. Bruce

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -II Utility/preference functions</b>			
7.	Expected utility theory and rational thought	From- 11-7-2022 TO 2-8-2022	Lecture interspersed with discussions
8.	Decision making under risk and uncertainty		
9.	Theories based EUT		
10.	Allais and Ellsberg's Paradoxes		
11.	Rationality from an economic and evolutionary perspective		
12.	Herbert and bounded rationality		
13.	Investor rationality and market efficiency		
14.	Empirical data that questions market efficiency		

### UNIT - III BEHAVIOURAL FACTORS AND FINANCIAL MARKETS

**CO3:** Gain knowledge about Efficient Market Hypothesis and financial markets

**TB:**

Shleifer, Andrei, 2000, Are Financial Markets Efficient?, Chapter 1 in Inefficient

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT III: Behavioral factors and financial markets</b>			
15.	The efficient market hypothesis	From- 3-8-2022 TO 28-8-2022	Lecture interspersed with
16.	Fundamental information and financial markets		
17.	Information available for market participants and market efficiency		







## TENTATIVE LESSON PLAN: (16IM901)

<b>Course Title: INTELLECTUAL PROPERTY RIGHTS (16IM901)</b>		
<b>Section : IMBA V/I</b>	<b>Date : 18/06/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT I: INTRODUCTION TO INTELLECTUAL PROPERTY RIGHTS (IPR)</b>			
<b>CO1: To gain knowledge on Laws Relating to IPR, Agencies for IPR Registration, Emerging Areas of IPR - Use and Misuse of Intellectual Property Rights.</b>			
<b>TB:: Law Relating To Intellectual Property Rights., by VK Ahuja</b>			
1	Introduction to Intellectual Property Rights	20-06-2022 to 10-07-2022	Lecture interspersed with discussions
2	Concept of Property		
3	International Instruments and IPR		
4	World Intellectual Property Organization		
5	Trade Related Aspects of Intellectual Property Right		
6	World Trade Organization		
7	Laws Relating to IPR		
8	IPR Tool Kit, Protection and Regulation		
9	Copyrights and Neighboring Rights		
10	Industrial Property-Patents -		
11	Agencies for IPR Registration		
12	Emerging Areas of IPR		
13	Use and Misuse of Intellectual Property Rights.		
<b>UNIT -II COPYRIGHTS AND NEIGHBORING RIGHTS</b>			
<b>CO2: To impart knowledge on Law Relating to Copyrights - Subject Matters of Copyright – Copyright Ownership – Transfer and Duration – Right to Prepare Derivative Works</b>			
<b>TB:: Law Relating To Intellectual Property Rights., by VK Ahuja</b>			
14	Copyrights and Neighboring Rights concept	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
15	Introduction to Copyrights		
16	Principles of Copyright Protection		
17	Law Relating to Copyrights		
18	Subject Matters of Copyright		
19	Copy right registration		
20	Copyright Ownership		
21	Copyright Transfer		
22	Copyright Duration		
23	Right to Prepare Derivative Works		
24	Rights of Performers		
25	Copyright Registration		
26	Copyright Limitations		
<b>UNIT - III PATENTS</b>			
<b>CO3: To focus on nurturing the students in the area of Laws Relating to Patents in India – Patent Requirements – Product Patent and Process Patent - Patent Search - Patent Registration and Granting of Patent - Exclusive Rights – Limitations - Ownership and Transfer</b>			
<b>TB:: Law Relating To Intellectual Property Rights., by VK Ahuja</b>			
27	Introduction to Patents	26-07-2022 To 25-08-2022	Lecture interspersed with discussions
28	Laws Relating to Patents in India		
29	Patent Requirements		
30	Product Patent and Process Patent		
31	Patent Search		
32	Patent Registration and Granting of Patent		



33	Exclusive Rights and Limitations		
34	Ownership and Transfer		
35	Revocation of Patent		
36	Patent Appellate Board		
37	Infringement of Patent		
38	Compulsory Licensing		
39	Patent Cooperation Treaty		
40	New developments in Patents		

#### UNIT – IV TRADEMARKS

**CO4: To understand Laws Relating to Trademarks – Functions of Trademark – Distinction between Trademark and Property Mark – Marks Covered under Trademark Law - Trade Mark Registration – Trade Mark Maintenance.**

**TB:: Law Relating To Intellectual Property Rights., by VK Ahuja**

41	Introduction to Trademarks	26-08-2022 to 17-09-2022	Lecture interspersed with discussions
42	Laws Relating to Trademarks		
43	Functions of Trademark		
44	Distinction between Trademark and Property Mark		
45	Marks Covered under Trademark Law		
46	Trade Mark Registration		
47	Trade Mark Maintenance		
48	Transfer of rights		
49	Deceptive Similarities and Likelihood of Confusion		
50	Dilution of Ownership		
51	Trademarks Claims and Infringement.		
52	Remedies		

#### UNIT – V CYBER LAW AND CYBER CRIME

**CO5: To focuses on training students in the area of Information Technology Act 2000 - Protection of Online and Computer Transactions - E-commerce - Data Security – Authentication and Confidentiality**

**TB:: Law Relating To Intellectual Property Rights., by VK Ahuja**

53	Introduction to Cyber Law	19-09-2022 to 15-10-2022	Lecture interspersed with discussions
54	Information Technology Act 2000		
55	Protection of Online and Computer Transactions		
56	E-commerce and its types		
57	Data Security and its types		
58	Authentication and Confidentiality		
59	Privacy		
60	Digital Signatures		
61	Certifying Authorities		
62	Cyber Crimes		
63	Prevention and Punishment		
64	Liability of Network Providers		
65	Case Study -1		
66	Case Study -2		

*Shafiqul*

Signature of the Faculty

*B. Gaurav 18/6/22*

Signature of the HOD



## TENTATIVE PLAN: IMB1692

<b>Course Title: CORPORATE GOVERNANCE ( IMB1692)</b>			
<b>Section:</b> IMBAV/1	<b>Date :</b> 20-06-2022	<b>Page No :</b> 01	
<b>Revision No :</b> 00	<b>Prepared By :</b> KAVYA.P	<b>Approved By :</b> HOD	
<b>Tools :</b> Black board, PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I : CORPORATE GOVERNANCE:</b> <b>CO1: Describe the meaning of Corporate Governance.</b> <b>TB: N.Balasubramanyam: A Case Book on Corporate Governance and Stewardship, THM, New Delhi, 2011.</b>			
1.	Introduction of CG	<b>From:</b> 20.06.2022  <b>To:</b> 30.06.2022	Lecture interspersed with discussions
2.	An Overview		
3.	Theory and Practice of Governance		
4.	Indian Model of Governance		
5.	Good Corporate Governance		
6.	Landmarks in emergence of Governance		
7.	OECB Principles		
8.	Sarbanes Oxley Act 2002		
9.	SEBI Initiatives		
10.	<b>Tutorial</b>		
<b>UNIT-II CORPORATE GOVERNANCE INDIAN SCENARIO:</b> <b>CO2: Explain the importance of Corporate Governance in Indian Scenario.</b> <b>TB: S.K.Mandal: Ethics in Business and Corporate Governance, THM, New Delhi, 2012.</b>			
11.	Role of government in ensuring corporate governance	<b>From:</b> 01.07.2022  <b>To:</b> 15.07.2022	Lecture interspersed with discussions
12.	Governance issues relating to board of directors		
13.	Duties of auditors		
14.	Responsibilities of auditors		
15.	Governance under limited competition		
16.	Role of media		
17.	Corporate governance in developing economies		
18.	Corporate governance in transiting economies		
19.	<b>Tutorial</b>		

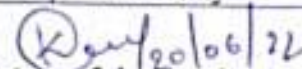


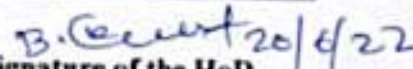
## TENTATIVE PLAN: IMB1692

<b>Course Title: CORPORATE GOVERNANCE ( IMB1692)</b>		
<b>Section :IMBA V/1</b>	<b>Date : 20-06-2022</b>	<b>Page No : 02</b>
<b>Revision No : 00</b>	<b>Prepared By:KAVYA.P</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT-III LAND MARKS IN EMERGENCE OF CORPORATE GOVERNANCE:</b> <b>CO3: Identify various models of Corporate Governance.</b> <b>TB: N.Balasubramanyam:ACase Book on Corporate Governance and Stewardship, THM,New Delhi,2011.</b>			
20.	Corporate governance committees	<b>From:</b> 16.07.2022  <b>To:</b> 11.08.2022	Lecture interspersed with discussions
21.	OECD principles		
22.	McKinsey survey on CG		
23.	Indian committees		
24.	Indian guidelines		
25.	Models of governance		
26.	Managerial obligations		
27.	Obligations towards employees		
28.	Obligation towards customers		
29.	Obligation towards investors		
30.	<b>Tutorial</b>		
<b>UNIT-IV CORPORATE GOVERNANCE AND OTHER STAKEHOLDERS:</b> <b>CO4: Compare and contrast the practical applications of Corporate Governance and employees.</b> <b>TB: S.K.Mandal: Ethics in Business and Corporate Governance,THM, New Delhi, 2012.</b>			
31.	Corporate governance and employees	<b>From:</b> 22.08.2022  <b>To:</b> 15.09.2022	Lecture interspersed with discussions
32.	Corporate governance and customers		
33.	Institutional investors creditors		
34.	Community and government		
35.	Grievance redressal process		
36.	Poor track record of shareholder protection		
37.	<b>Tutorial</b>		
<b>UNIT-V THE REALITY OF THE BOARD ROOM:</b> <b>CO5: Evaluate Corporate Social responsibilities and sustainability.</b> <b>TB: N.Balasubramanyam:ACase Book on Corporate Governance and Stewardship, THM,New Delhi,2011.</b>			
38.	Director's capabilities	<b>From:</b> 16.09.2022  <b>To:</b> 12.10.2022	Lecture interspersed with discussions
39.	Director's responsibilities		
40.	Board effectiveness		
41.	Assessment of directors,boards and companies		
42.	Corporate risk management		
43.	Corporate social responsibilities and sustainability		

  
 Signature of the Faculty

  
 Signature of the HoD



### TENTATIVE LESSON PLAN: IMB1693

Course Title: <b>GLOBAL HRM</b>		Course code: IMB1693	
YEAR: V	Date: 20/6/2022	Page No: 01 to 03	
SEM: IX - IMBA			
Revision No: 00	Prepared By: SRINIVAS.V	Approved By: HOD	
Tools: BLACK BOARD / PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT-I INTRODUCTION TO Global HRM</b> CO1: Become familiar with a basic concept of Global HRM TB: Subba Rao: "International Human Resource Management" Himalaya Publishing House, Hyderabad.			
	<b>UNIT - 1 Introduction</b>	<b>TO</b>  20/6/2022  <b>FROM</b>  8/7/2022	Lecture interspersed with discussions
1	A Global HR Perspective in New Economy		
2	Challenges of Globalization		
1	Implications of Managing People and Leveraging Human Resource		
1	Conflicts – Strategic Role of International HRM		
1	Global HR Planning		
1	Staffing policy–Training and development		
1	Performance appraisal		
1	International Labour relations–industrial democracy		
1	Talent crunch–Indian MNCs and Challenges		
1	Legal content of Global HRM		
<b>UNIT-II Managing International Assignments</b> CO2: Gain knowledge about international assignments TB: Subba Rao: "International Human Resource Management" Himalaya Publishing House, Hyderabad			
	<b>UNIT – 2 Managing International Assignments</b>	<b>TO</b>  11/7/2022  <b>FROM</b>  30/7/2022	Lecture interspersed with discussions
1	Significance of international assignments		
1	Selection methods to manage international assignments		
1	Positioning Expatriate		
2	Repatriate		
1	factors of consideration		
1	Strategies		
1	International assignments for Women		
1	International assignments for Women - Problems.		
<b>UNIT-III Cross Culture Management</b> CO3: Become familiar with the concepts of cross-cultural management TB: Subba Rao P: "International Human Resource Management"			
	<b>UNIT – 3 Cross Culture Management</b>	<b>TO</b>  1/8/2022  <b>FROM</b>  29/8/2022	Lecture interspersed with discussions
1	Cross Culture Management: Importance		
1	Concepts and issues		
1	Theories		
1	considerations –Problems		
1	Skill building methods		
1	Cross Culture Communication and Negotiation		
1	Cross Culture Teams.		
<b>UNIT-IV Compensation Management</b>			



CO4: Gain knowledge about concept of Compensation Management TB: Subba Rao P: "International Human Resource Management"			
	<b>UNIT – 4 Compensation Management</b>	<b>TO</b>	Lecture interspersed with discussions
1	Importance – Concepts		
2	Trends - Issues – Methods	<b>FROM</b>	
2	Factors of Consideration – Models		
1	incentive methods	17/9/2022	
1	global compensation implications on Indian systems		
1	Performance Management		
UNIT-V <b>Global Strategic Advantages through HRD:</b> CO5: Become familiar with Global Strategic Advantages through HRD TB: Subba Rao P: "International Human Resource Management" HimalayaPublishingHouse,2011			
	<b>UNIT – 5 Global Strategic Advantages through HRD</b>	<b>TO</b>	Lecture interspersed with discussions
1	Global Strategic Advantages through HRD		
1	Measures for creating global HRD Climate	<b>FROM</b>	
1	Strategic Framework of HRD and Challenges		
1	Globalization and Quality of Working Life and productivity	10/10/2022	
1	Challenges in Creation of New Jobs through Globalization		
1	New Corporate Culture		

*Srinivas V*  
Signature of Faculty 20/6/22

*B. Kunt*  
Signature of HOD 20/6/22



## TENTATIVE LESSON PLAN:

<b>Course Title: GLOBAL FINANCIAL MANAGEMENT</b>		
<b>Section :</b> IMBA V/I	<b>Date : 20-06-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : B.V.S.S SUBBA RAO</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction to Global Financial Management</b>			
<b>CO1 Obtain knowledge on Globalization &amp; MNC's</b>			
<b>TB :: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008..</b>			
1	Introduction to Global Financial Management	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with discussions
1	Globalization and MNCs- Global Winds of Change		
1	New Challenges and Opportunities- Importance of Global Factors		
1	Regulatory and Legal Frame Work- Global Organizational Restructuring		
1	International Monetary System, Exchange Rates and Par Values		
1	International Monetary Reforms- Special Drawing Rights		
2	SDR Allocation		

**UNIT -II Management of Exchange and Interest Rates Exposure**  
**CO2::: Learner is able to understand Exchange & Interest rate exposures**  
**TB:: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Management of Exchange and Interest Rates Exposure	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with Discussions
1	: Determination of Exchange Rates Balance of Payments (Equilibrium vs Disequilibrium)-		
2	International Trade Flow- Time factor in International Risks		
1	Hedging in Swap Market		
2	Measurement of Politico Economics Risk		
1	Management of International Transactions Exposure		

**UNIT - III Management of Global Business Operations and Practices**  
**CO3 : Understand the Management of Global Business Operations**  
**TB :: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Management of Global Business Operations and Practices	<b>From:</b> 03-08-2022  <b>To:</b> 28-08-2022	Lecture interspersed with discussions
3	Operational Strategies of MNCs- Management of Global Business Practices		
1	Sources of funds for MNCs		
2	Operations in International Financial Markets-		
1	Currency Options.		

**UNIT - IV International Investment Decision**  
**CO4: Equip with International Investment Decisions**

**TB: Jeff Madura, "International Financial Management" Cengage Learning Limited,**



2008.

No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision	<b>From:</b> 29-08-2022  <b>To:</b> 25-09-2022	Lecture interspersed with discussions
2	Foreign Direct Investment- International Capital Budgeting		
3	Evaluation and Management of Political Risk		
1	Global Portfolio Investment, International Global Financial Decisions		
2	Role of Multi Lateral Development Banks		
3	Global Financial Market Instruments		

**UNIT – V Global Indebtedness**

**CO5: Gain knowledge on Global Indebtedness.**

**TB: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Global Indebtedness: External Resources	<b>From:</b> 26-09-2022  <b>To:</b> 15-10-2022	Lecture interspersed with discussions
3	Nature and Magnitudes of External Debt		
2	Factors influencing Debt Crisis		
3	Management of external Indebtedness and Challenges		
1	- Short -Term Financing- Internal Financing by MNCs,		
2	Case studies in the relevant units		

*Rev. Lakshmi*  
Signature of the Faculty 20/6/22

*B. Kumar*  
Signature of the HOD 20/6/2022



# TENTATIVE LESSON PLAN

## LABOR WELFARE AND LEGISLATION

- Course Objectives:** COB 1: To help in understanding different legislations in labour welfare.  
 COB 2: To establish practical understanding about the applications of legislations.  
 COB 3: To help in analyzing the impact of legislations on Human Resource Welfare practices.

Course Title: LABOR WELFARE AND LEGISLATION			
Section: IMBA V YEAR IX SEM	Date: 01/07/2022	Page No: 01 of 02	
Revision No: 00	Prepared By: N.SAFALYA	Approved By: HOD	
Tools: Black board, PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Welfare Legislation</b>			
CO1: Describe the meaning and concept of welfare legislations			
TB: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, And New Delhi.			
1.	Introduction to Welfare Legislation	1/07/2022 - 13/07/2022	OFFLINE
2.	Factories Act 1948		
3.	Mines Act 1952		
4.	Plantation Labour Act 1951		
5.	Contract Labour (Regulation and Abolition) Act 1970		
6.	A.P. Shops and Establishments Act.		
7.	<b>Tutorial</b>		
<b>UNIT -II Industrial Relations Legislation</b>			
CO2: Explain legislations relating to industrial relations.			
TB: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.			
8.	Industrial Disputes Act 1947	14/07/2022 - 25/07/2022	OFFLINE
9.	Industrial Employment (standing orders) Act 1946		
10.	Trade Unions Act 1926		
	<b>Tutorial</b>		
<b>UNIT - III Wage and Social Security Legislation</b>			
CO3: Distinguish wage and social security legislations			
TB: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.			
No. of Periods	TOPIC	DATE	Mode of Delivery
11.	Payment of wages Act 1936	26/07/2022 - 12/08/2022	OFFLINE
12.	Minimum wages Act 1948		
13.	Payment of Bonus Act 1966		
14.	Payment of Gratuity Act 1972		
15.	Workmen's Compensation Act 1923		
16.	Employees State Insurance Act 1948		
17.	Maternity Benefit Act 1961		
18.	Maternity Benefit Act and Case studies		
19.	Employees Provident Fund and Miscellaneous Provisions Act 1952		
<b>Tutorials</b>			



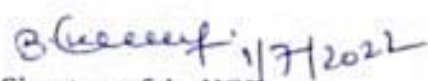
**UNIT – IV** Labour Welfare**CO4:** Compare labour welfare in Indian organizations.**TB:** Malik, P.L.: —Industrial Law, Eastern Book Company, 1977.

No. of Periods	TOPIC	DATE	Mode of Delivery
20.	Concept of labour welfare (Introduction)	13/08/2022 - 01/09/2022	OFFLINE
21.	Scope of labour welfare		
22.	Philosophy of labour welfare		
23.	principles of labour welfare		
24.	Indian constitution on labour		
25.	Agencies of labour welfare and their role		
26.	Introduction to ILO		
27.	Impact of ILO on labour welfare in India.		
28.	Labour problems – Indebtedness		
29.	Labour problems – Alcoholism		
30.	Labour problems – Personal and Family Counselling.		
31.	<b>Tutorials</b>		

**UNIT – V** Labour welfare programmes**CO5:** Research on labour welfare programs in India and contribution of CBWE.**TB:** Malik, P.L.: —Industrial Law, Eastern Book Company, Laknow, 1977.

No. of Periods	TOPIC	DATE	Mode of Delivery
32.	Statutory and non-statutory welfare programmes	02/09/2022 - 16/10/2022	OFFLINE
33.	Extra mural and intra mural welfare programmes		
34.	Central Board of Workers' Education		
35.	Workers' Cooperatives		
36.	Welfare Centers		
37.	Welfare Officers' Role		
38.	Status and Functions		
39.	Role of social work in industry.		
	<b>Tutorials</b>		

  
Signature of the faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN: RM

**Course Title: RISK MANAGEMENT -IMB1698**

**Section : IMBA V/IX**

**Date : 20-06-2022**

**Page No : 01 of 02**

**Revision No : 00**

**Prepared By : B.CHINNI**

**Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I ROLE OF FINANCIAL INSTITUTION</b>			
<b>CO1:</b> To acquaint the student with basic knowledge of Risk and its types of risk.			
<b>TB:</b> Dr. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi, 2012.			
1.	Role of financial institution	<b>From:</b> 20-06-2022  <b>To:</b> 10-07-2022	Lecture interspersed with discussions
2.	Financial services provided by intermediaries		
3.	Future trends and global issues for financial services		
4.	Risk management frame work in organization		
5.	Identification of liquidity risk		
6.	Measurement and managing risk		
7.	Managing foreign exchange risk		
<b>UNIT -II MEASUREMENT OF INTEREST RATE RISK</b>			
<b>CO2:</b> TO acquaint the student with knowledge about various measurements of types of risks.			
<b>TB:</b> PDr. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi, 2012			
8.	Measurement of interest rate risk	<b>From:</b> 11-07-2022  <b>To:</b> 02-08-2022	Lecture interspersed with discussions
9.	Problems on measurement of interest rate risk		
10.	Measurement of market risk		
11.	Problems on Value at Risk		
12.	Measurement of operational risk		
13.	Measurement of liquidity risk		
14.	Measurement of operational risk		
15.	Problems on measurement of operational risk		
16.	Measurement of off balance sheet risk		
17.	Problems on credit risk		
<b>UNIT - III Risk Management tools</b>			
<b>CO3:</b> Gain knowledge about risk management tools for minimizing risks.			
<b>TB:</b> PDr. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi, 2012			
18.	Types of derivatives contracts	<b>From:</b> 03-08-2022  <b>To:</b> 28-08-2022	Lecture interspersed with discussions
19.	Management of interest rate risk tools		
20.	Approaches to credit risk management tools		
21.	Operational risk management tools		
22.	Foreign exchange and sovereign risk tools		
23.	Types of derivatives contracts		
24.	Management of interest rate risk tools		
25.	Management of market risk tools		
<b>UNIT - IV REGULATORY FRAME WORK FOR BANKS</b>			
<b>CO4:</b> TO gain knowledge about various forms to regulating risk management.			



**ID ::** P.D.F. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi, 2012

26	Regulatory frame work for Banks	<b>From:</b> 29-08-2022  <b>To:</b> 25-09-2022	Lecture interspersed with discussions
27	Revised RBI Risk management frame work to banks		
28	Operational structure for credit risk		
29	SEBI Norms to banks		
30	BASEL Committee on Banking supervision		
31	BASEL I,		
32	BASEL II Norms		
33	BASEL III Norms		

**UNIT – V IMPORTANT CONCEPTS OF RISK MANAGEMENT**

**CO5:** TO gain knowledge about new concept to minimize the risks.

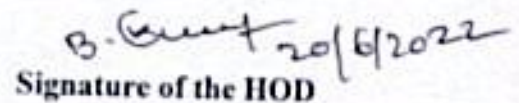
**TB ::** Dr. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi, 2012

34	Time value of money calculation methods	<b>From:</b> 26-09-2022  <b>To:</b> 15-10-2022	Lecture interspersed with discussions
35	Fundamentals of options ,forwards and futures		
36	KMV Portfolio Manager		
37	Black schools model		
38	Problems on black schools model		

Signature of the Faculty



Signature of the HOD





## TENTATIVE LESSON PLAN: (IMB169B)

**Course Title: MANAGEMENT OF INDUSTRIAL REALTIONS (IMB169B)**

**Section : IMBA V/1**      **Date : 20-06-2022**

**Page No : 01 of 03**

**Revision No : 00**      **Prepared By : P Naga Srinivasa Rao**

**Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

**UNIT -I INDUSTRIAL RELATIONS MANAGEMENT**

**CO1: To gain knowledge on Industrial relations, its background, influencing factors and consequences of in organization. They can learn employment structure, labour market and social partnership.**

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

1	Concept	From: 22/06/2022 To: 06/07/2022	Lecture interspersed with discussions
2	Evaluation		
3	Background of industrial Relations in India		
4	Influencing factors of IR in enterprise		
5	consequences		
6	Economic environments		
7	Political environments		
8	Employment Structure		
9	Social Partnership		
10	Wider approaches to industrial relations		
11	Labor Market.		
12	Case study		
13	Tutorial class		

**UNIT -II TRADE UNIONS**

**CO2: To impart knowledge on Trade unions, growth, Legal framework, union problems, membership and maintenance.**

**TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011**

14	Introduction-Definition	From: 07/07/2022 To: 23/07/2022	Lecture interspersed with discussions
15	Growth of Trade Unions in India		
16	Objectives of Trade Unions in India		
17	Trade Unions Act , 1926		
18	Legal framework		
19	Union recognition		
20	Union Problems		
21	Employees Association		
22	Objectives of Employees Association		
23	Membership		
24	Financial Status		
25	Case study		
26	Tutorial class		



**Course Title: MANAGEMENT OF INDUSTRIAL REALTIONS (IMB169B)****Section : I****Date : 20-06-2022****Page No : 02 of 03****Revision No : 00****Prepared By : P Naga Srinivasa Rao****Approved By : HOD**

Tools : Black board

**UNIT - III QUALITY OF WORK LIFE**

**CO3: To focus on nurturing the students in the area of Workers participation, collective bargaining, promoting peace. If also emphasizes on wage and salary administration, types of wages, incentives, fringe benefits and issues and constraints in wage fixing in India.**

**TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011**

27	Workers' Participation in Management	From: 25/07/2022 To: 30/08/2022	Lecture interspersed with discussions
28	Worker's Participation in India		
29	shop floor, Plant Level, Board Level		
30	Collective bargaining concepts		
31	Workers' Welfare in Indian scenario		
32	Characteristics		
33	Promoting peace		
34	Wage and Salary administration: Nature		
35	Significance of wage, salary administration w		
36	Minimum wage- Fair wage, Real wage,		
37	Incentives & fringe benefits		
38	Issues and Constraints in Wage Determination in India.		
39	Case study		
40	Tutorial class		

**UNIT - IV SOCIAL SECURITY**

**CO4 To understand different social security measures in India, Health and occupational safety, Workmen Compensation Act, Employee State Insurance Act workers' education and rewarding.**

**TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011**

41	Introduction and types	From: 01/09/2022 To: 20/09/2022	Lecture interspersed with discussions		
42	Social Security in India				
43	Health and Occupational safety programs				
44	Salient features of Workmen				
45	Compensation Act				
46	Employees' State Insurance Act relating to social security				
47	Workers' education objectives				
48	Rewarding				
49	Monetary rewarding				
50	Non monitoring rewarding				
51	Case study 1				
52	Tutorial class				



<b>Course Title: MANAGEMENT OF INDUSTRIAL REALTIONS (IMBI69B)</b>		
<b>Section : I</b>	<b>Date : 20-06-2022</b>	<b>Page No : 03 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : P Naga Srinivasa Rao</b>	<b>Approved By : HOD</b>

Tools : Black board

**UNIT – V EMPLOYEE GRIEVANCES**

**CO5:** To focuses on training students in the area of employee grievances and settlement mechanisms, standing orders, code of discipline, industrial disputes and prevention and settlement machinery.

**TB::** C.S Venkataratnam: "**Industrial Relations**", Oxford University Press, New Delhi, 2011

53	Causes of Grievances	From: 21/09/2022 To: 15/10/2022	Lecture interspersed with discussions
54	Conciliation, Arbitration		
55	Adjudication procedural aspects for Settlement of Grievances		
56	Standing Orders		
57	Code Discipline		
58	Industrial Disputes		
59	Meaning, nature and scope of industrial disputes		
60	Cases and Consequences of Industrial Disputes		
61	Prevention and Settlement of industrial disputes in India		
62	Case study		
63	Tutorial class		

P. Naga Srinivasa Rao  
20/06/2022  
Signature of the Faculty

B. G. Srinivas  
20/6/22  
Signature of the HOD



## TENTATIVE LESSON PLAN:IMB169C

<b>Course Title: TAX MANAGEMENT (IMB169C)</b>		
<b>Section : IMBA V/I</b>	<b>Date : 20-06-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : Dr. M VEERA BHADRA RAO</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Direct and Indirect Taxes</b> <b>CO1:</b> Able to know about the basics of tax, tax on agriculture income, about the income tax act <b>TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH</b>			
1.	Income Tax Act 1961	From: 20/06/2022  To: 2/07/2022	Lecture interspersed with discussions
2.	Income from House Property – Computation of Salary Income		
3.	Income from Business and Profession		
4.	Indirect Taxes – Excise Duty		
5.	Types and Taxable Event for Excise Duty		
<b>UNIT –II CENVAT</b> <b>CO2:</b> Understand all about the Central Value Added Tax (CENVAT) <b>TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH</b>			
6.	Input Goods and Services for CENVAT	From: 4/07/2022  To: 21/07/2022	Lecture interspersed with discussions
7.	Capital Goods for CENVAT		
8.	Scope and Converge of Customs Duty		
9.	Nature of Customs Duty – Classification for Customs		
10.	Exemptions from Customs Duty		
<b>UNIT - III Introduction to Tax Planning</b> <b>CO3;</b> Able to know about the tax planning and legal principles of tax planning <b>TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH</b>			
11	Nature of Tax	From: 23/07/2022  To: 24/08/2022	Lecture interspersed with discussions
12	Legal Principles of taxation laws		
13	Five basic Rules of interpretation of statues		
14	Law Lexicon and Legal Maxims		
15	Concepts of Tax Avoidance, Tax Evasion		
<b>UNIT – IV : Tax Management Decisions</b> <b>CO4;</b> learner understand the elements of tax considerations, tax management, tax decisions <b>TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH</b>			
16	Tax considerations - Management Decisions	From: 25/08/2022  To: 12/09/2022	Lecture interspersed with
17	Guidelines to Tax planning		
18	Reliefs – Concessions – Rebates – Deductions		
19	Incentives (Payment of Advance Tax)		



20	Penalties for non-compliance.	discussions
----	-------------------------------	-------------

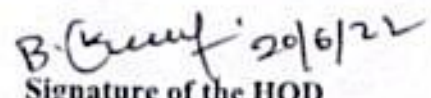
**UNIT – V Multi National Taxation**

**CO5:** Understand about the international taxation system and legal aspects in international taxation.

**TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH**

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Bilateral Tax Treaties- Transfer Pricing for Tax Planning	From: 13/09/2022	Lecture intersperse d with discussions
22	Tax Intensives Organizational Setup of MNCs	To: 10/10/2022	
23	Investment Decision on Tax Planning		
24	Transfer Pricing Methods		
25	Measures to Plug Tax Loopholes		

  
Signature of the Faculty

  
Signature of the HOD



**TENTATIVE LESSON PLAN: (MB1911)**  
**MANAGEMENT AND ORGANISATIONAL BEHAVIOUR**

<b>Course Title: MANAGEMENT AND ORGANISATIONAL BEHAVIOUR ( MB1911)</b>		
<b>Section : MBA I/I</b>	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : B.CHINNI</b>	<b>Approved By : HOD</b>

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction to Management</b>			
<b>CO1:</b> To understand the meaning, definitions, importance and skills of management.			
<b>TB ::</b> Management And Organizational Behavior by Stephen P. Robbins.			
1.	Meaning and definition of management	FROM 01-11-2022 TO 21-11-2022	Lecture interspersed with discussions
2.	Functions of management		
3.	Levels of management		
4.	Importance of management		
5.	Skills of management		
6.	Evaluation of management thought		
7.	Behavioral theory		
8.	Introduction and definition of planning		
9.	Management by objectives		
10.	CSR of business		
<b>UNIT –II: Organization structure</b>			
<b>CO2:</b> To learn different kinds of organisational structures			
<b>TB ::</b> Management And Organizational Behavior by Stephen P. Robbins.			
11.	Techniques and process of decision making	FROM 23-11-2022 To 10-12-2022.	Lecture interspersed with discussions
12.	Principles of organizing		
13.	Organization structure and design		
14.	Types of power		
15.	Delegation of authority and factor		
16.	Decentralization		
<b>UNIT –III Organizational behavior</b>			
<b>CO3:</b> To understand the concepts of value, attitudes, beliefs and perceptions.			
<b>TB</b> Management And Organizational Behavior by Stephen P. Robbins.			
17.	Controlling techniques	FROM 11-12-2022 TO 07-01-2023	Lecture interspersed with discussions
18.	Nature of organizational behavior		
19.	Scope of organizational behavior		
20.	Linkage with other social sciences		
21.	Individual roles and organizational goals		
22.	Perspectives of human behavior		
23.	Perception and perceptual process		
24.	Learning process		
<b>UNIT IV: Theories of motivation</b>			
<b>CO4:</b> To know the different kinds of theories of motivation.			
<b>TB ::</b> Management And Organizational Behavior by Stephen P. Robbins.			



25.	Motivation and job performance	FROM 08-01-2023 To 29-01-2023	Lecture interspersed with discussions
26.	Process theories of motivation		
27.	Leadership styles		
28.	Challenges of Leaders in global era		
29.	Approaches of leaders		
30.	Introduction of groups		
31.	Stage formation of groups		
32.	Group dynamics		
<b>UNIT IV: Organizational control</b>			
<b>CO5:</b> To understand the cause of conflicts and resolution.			
<b>TB ::</b> Management And Organizational Behavior by Stephen P. Robbins.			
33	Causes of conflict	FROM 30-01-2023 TO 11-02-2023	Lecture interspersed with discussions
34	Meaning and definition of negotiation		
35	Team building meaning		
36	Conflict resolution in groups		
37	Problem solving techniques		
38	Organizational change		
39	Change process		
40	Causes of conflict		

Faculty

B. Geerup 31/10/22  
HOD



**TETATIVE LESSON PLAN**  
**MANAGERIAL ECONOMICS (MB1912)**

<b>Course Title: MANAGERIAL ECONOMICS</b>			
<b>Section : MBA I/I</b>	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00</b>	<b>Prepared By : G.KIRAN</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
<b>No. of Periods</b>	<b>TOPIC</b>	<b>Date</b>	<b>Mode of Delivery</b>
<b>UNIT –I Introduction to Managerial Economics</b>			
<b>CO1 : To know the economy and its principles.</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.</b>			
1.	Introduction to Economics	FROM 01-11-2022 TO 21-11-2022	Lecture interspersed with discussions
2.	Concept & Framework of Economics		
3.	Concept of Management : Functions		
4.	Introduction & Need of Managerial Economics		
5.	Nature of Managerial Economics		
6.	Scope of Managerial Economics		
7.	Applications of Managerial Economics		
8.	Concept & Framework of Economics		
9.	Concept of Management : Functions		
<b>UNIT –II DEMAND ANALYSIS</b>			
<b>CO2: To understand the relationship between the demand supply</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.</b>			
10.	Concept of Demand – Definitions & Need for Demand & its types	FROM 23-11-2022 To 10-12-2022	Lecture interspersed with discussions
11.	Concept of Demand Analysis		
12.	Elasticity of Demand		
13.	Price Elasticity of Demand		
14.	Income, Advertising, Cross Elasticity of Demand		
15.	Types of Price Elasticity of Demand		
16.	Significance of Elasticity of Demand		
17.	Measurement of Price Elasticity of Demand		
<b>UNIT - III PRODUCTION ANALYSIS</b>			
<b>CO3: To learn the types of production and its factors.</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.</b>			
18.	Concept of Production		Lecture interspersed
19.	Production Function with One Variable		
20.	Production Function with 2 Variables		



21.	ISO Quants : Concept & Properties	FROM 11-12-2022 TO 07-01-2023	with discussions
22.	Iso costs		
23.	Least cost combination		
24.	Mrts		
25.	Cobb- Douglas production function		
26.	BEP graph		
27.	BEP problems		
28.	BEP problems		
<b>UNIT – IV MARKET STRUCTURE AND PRICING PRACTICES</b>			
<b>CO5: To know the market Structure and pricing practices.</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015</b>			
29.	Classification of markets	FROM 08-01-2023 To 29-01-2023	Lecture interspersed with discussions
30.	Price determination under Perfect Competition		
31.	Price determination under Perfect Competition		
32.	Monopoly		
33.	Monopoly long run		
34.	Monopolistic Competitions		
35.	Oligopoly		
36.	Methods of Pricing		
37.	Nash Equilibrium		
<b>UNIT-V Macro Economics and Business:</b>			
<b>CO5: To know the national income and employment</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015</b>			
38.	Macro Economics and Business:	FROM 30-01-2023 TO 11-02-2023	Lecture interspersed with discussions
39.	Nature and Measurement of National Income		
40.	Inflation - Meaning and Kinds of Inflation		
41.	Causes and measurement of inflation		
42.	Measures to Control Inflation		
43.	Deflation		
44.	Philips curve- Stagflation		
45.	Theory of Employment		
46.	Business cycles		

  
31/10/22  
Signature of the Faculty

  
31/10/22  
Signature of the HOD



## TENTATIVE LESSON PLAN: (MB1913)

**Course Title: ACCOUNTING FOR MANAGERS (MB1913)**

**Section : MBA I/I**

**Date : 31-10-2022**

**Page No : 01 of 02**

**Revision No : 00**

**Prepared By : B.KRISHNAIAH**

**Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO ACCOUNTING</b> <b>CO1: To acquaint the student with basic knowledge of Principles of Accounting, Characteristics, Limitations of single entry and double entry system, introduction of books of accounts, final accounts and different roles of modern organization.</b> <b>TB :: P.Vijaya Kumar, "Accounting for Managers", Himalaya Publications.</b>			
<b>UNIT-I: INTRODUCTION TO ACCOUNTING.</b>		FROM 01-11-2022 TO 21-11-2022	Lecture interspersed with discussions
1	Meaning and definition accounting		
2	Functions of accounting		
1	Objectives of accounting		
1	Introduction to GAAP		
1	Accounting concepts and conventions		
1	<b>Accounting process and cycle</b>		
2	Classification of accounts		
2	Problems on journal entries		
1	Problems on ledger		
1	<b>Problems on trial balance and Final Accounts</b>		
<b>UNIT -II INTRODUCTION TO FINANCIAL ANALYSIS:</b> <b>CO2: Gain knowledge about financial statement analysis, computation of ratios, preparation of funds flow and cash flow statements.</b> <b>TB :: P.Vijaya Kumar, "Accounting for Managers", Himalaya Publications.</b>			
<b>UNIT-II:INTRODUCTION TO FINANCIAL ANALYSIS:</b>		FROM 23-11-2022 To 10-12-2022	Lecture interspersed with discussions
2	Meaning and definition of financial analysis		
2	Problems on liquidity ratios		
2	Problems on profitability ratios		
1	Problems on solvency ratios		
1	Problems on activity ratios		
2	Problems on funds flow statement		
1	Problems on cash flow statement		
<b>UNIT - III INTRODUCTION COST CONCEPTS</b> <b>CO3: TO understand about. Nature , scope and computation and various analysis on standard costing, different types of budgets prevailing in the accounting</b> <b>TB :: P.Vijaya Kumar, "Accounting for Managers", Himalaya Publications.</b>			
<b>UNIT IV: INTRODUCTION COST CONCEPTS:</b>		FROM 11-12-2022 TO 07-01-2023	Lecture interspersed with discussions
3	Meaning and definition of cost		
2	Classification of costs		
2	Elements of costs		
2	Financial accounting vs management accounting		



2	Determinants of product cost		
1	Problems on cost sheet		
1	Problems on final accounts of joint stock company		

**UNIT – IV INTRODUCTION TO MANAGEMENT ACCOUNTING**

**CO4: To understand about. Nature , scope of management accounting and preparation of various functional budgets.**

**TB :: P.Vijaya Kumar, "Accounting for Managers", Himalaya Publications.**

	<b>UNIT IV: INTRODUCTION TO MANAGEMENT ACCOUNTING</b>		
3	Objectives, Merits and demerits of Management accounting	FROM 08-01-2023 To 29-01-2023	Lecture interspersed with discussions
2	Classification of budgets		
2	Preparation of various functional budgets		

**UNIT – V INTRODUCTION TO STANDARD COSTING:**

**CO5: To understand about standard costing and variance analysis, types of variances and computation of material and labour variances..**

**TB :: P.Vijaya Kumar, "Accounting for Managers", Himalaya Publications**

	<b>UNIT V: INTRODUCTION TO STANDARD COSTING:</b>		
3	Meaning and definition of standard costing & variance analysis	FROM 30-01-2023 TO 11-02-2023	Lecture interspersed with discussions
2	Applications of marginal costing		
1	Breakeven analysis concepts		
1	Computation of material variances		
2	Computation of labor variances.		

B. (Vijaya) 31/10/22  
Signature of the Faculty

B. (Vijaya) 31/10/22  
Signature of the HOD



## TENTATIVE LESSON PLAN: MB1914 (2022-23)

<b>Course Title: Quantitative Analysis For Business Decisions</b>		
<b>Section: MBA I/I</b>	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By: P. Naga Srinivasa Rao.</b>	<b>Approved By : HOD</b>

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
<b>UNIT -I Basic Mathematical and Statistical Techniques.</b> <ul style="list-style-type: none"> <li>CO1: To acquaint the knowledge of mathematical and statistical techniques.</li> <li>TB: 1) Quantitative Techniques in Management---N.D.Vohra.</li> </ul>			
1.	Linear functions.	21-11-2022	Lecture interspersed with discussions
2.	Logarithmic functions.	22-11-2022	
3.	Quadratic functions, exponential functions.	23-11-2022	
4.	Permutations.	26-11-2022	
5.	Combinations.	28-11-2022	
6.	Matrices- introduction, definition and types of matrices.	29-11-2022	
7.	Elementary operations on matrices.	30-11-2022	
8.	Matrix multiplication.	01-12-2022	
9.	Inverse of a matrix.	02-12-2022	
10.	Cramer's method	03-12-2022	
11.	Matrix inverse method.	05-12-2022	

**UNIT -II Measures of central tendency, Dispersion, Correlation, Regression and Probability Theory.**

- CO2: To acquaint the students with knowledge of Measures of central tendency, Dispersion and Probability theory.
- TB: Statistical Methods. -S.P. Gupta

Serial Number	TOPIC	Date	Mode of Delivery
12.	Mean, median and mode.	06-12-2022	Lecture interspersed with discussions
13.	Range, mean deviation and standard deviation.	07-12-2022	
14.	Karl Pearson's correlation co efficient.	08-12-2022	
15.	Rank correlation method.	09-12-2022	
16.	Regression lines	12-12-2022	
17.	Regression coefficient	13-12-2022	
18.	Probability theory	14-12-2022	
19.	Definitions of probability	15-12-2022	
20.	Addition law of probability	16-12-2022	
21.	Multiplication law of probability	17-12-2022	
22.	Baye's theorem	28-12-2022	
23.	Binomial distribution	29-12-2022	
24.	Poisson distribution.	30-12-2022	
25.	Normal Distribution.	31-12-2022	

**UNIT - III Introduction to Decision Theory.**

- CO3: To gain knowledge about statistical decision theory.
- TB :: Operations Research---S.D. Sharma

Serial Number	TOPIC	Date	Mode of Delivery
26.	Steps involved in decision making.	02-01-2023	Lecture interspersed with discussions



27.	Decision making under certainty	03-01-2023	Lecture interspersed with discussions
28.	Decision making under uncertainty	04-01-2023	
29.	Decision making under risk	06-01-2023	
30.	Decision trees	07-01-2023	

**UNIT – IV Sampling and Sampling Distributions.**

- CO4: To understand about sampling theory and sampling distributions.

- TB :: Statistical Methods—S.P. Gupta

Serial Number	TOPIC	Date	Mode of Delivery
31.	Introduction to sampling theory.	10-01-2023	Lecture interspersed with discussions
32.	Testing of hypothesis.	11-01-2023	
33.	Null and alternative hypothesis.	18-01-2023	
34.	Procedure of hypothesis testing.	19-01-2023	
35.	Z test for single proportion.	20-01-2023	
36.	Z test for two proportions.	21-01-2023	
37.	Paired t test	23-01-2023	
38.	Problems on z test for single mean.	24-01-2023	
39.	Problems on z test for two means	25-01-2023	
40.	Z test for proportion one sample test problems	28-01-2023	
41.	Z test for two proportions problems	30-01-2023	
42.	t test for single mean problems.	31-01-2023	
43.	T test for two means problems.	01-02-2023	
44.	Paired t test problems.	02-02-2023	

**UNIT – V Two Sample Tests.**

- CO5: To know and understand the technique of ANOVA

- TB :: Statistical Methods—S.P. Gupta

Serial Number	TOPIC	Date	Mode of Delivery
45.	Chi square test	04-02-2023	
46.	Goodness of fit	06-02-2023	
47.	Independence of attributes.	08-02-2023	
48.	ANOVA Technique.	08-02-2023	
49.	One way ANOVA	23-02-2023	
50.	Two way ANOVA	23-02-2023	

P. Nageshivathar  
Signature of the Faculty  
21/10/2022

B. K. ...  
Signature of the HOD 31/10/22



## TENTATIVE LESSON PLAN: (MB1915)

<b>Course Title: LEGAL AND BUSINESS ENVIRONMENT (MB1915)</b>			
<b>Section : MBA I/I</b>	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00</b>	<b>Prepared By : B.V.S.S. SUBBA RAO</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I</b>			
<b>INTRODUCTION: CONCEPT OF BUSINESS ENVIRONMENT</b>			
<b>CO1: To acquaint the student with basic knowledge of Business Environment and its significance.</b>			
<b>TB :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			
	<b>UNIT-I: INTRODUCTION: CONCEPT OF BUSINESS ENVIRONMENT.</b>		
2	Definition-Characteristics-Environmental factors,	FROM 01-11-2022 TO 21-11-2022	Lecture interspersed with discussions
3	Importance at national and international level		
2	problems and challenges		
2	Environmental Scanning: Importance		
1	Environmental Scanning process		
1	NITI Aayog:		
1	NITI Aayog: It's Role in Economic Development of India		
2	Technological Environment: Features		
1	Its impact on Business, Restraints on Technological Growth		
1	<b>Case studies in Unit 1</b>		
<b>UNIT -II</b>			
<b>ECONOMIC AND POLITICAL ENVIRONMENT</b>			
<b>CO2: Gain knowledge about Political &amp; Economic Environment.</b>			
<b>TB :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			
1	<b>ECONOMIC AND POLITICAL ENVIRONMENT</b>	FROM 23-11-2022  To 10-12-2022	Lecture interspersed with discussions
2	Concept-Definition of Economic Environment		
2	Economic Systems		
2	Relative merits and demerits of each systems		
3	Economic Policies-Monetary-Fiscal		
4	Industrial policies since independence and their significance		
2	Regulatory and promotional framework . Structure of Indian Economy- Nature and significance.		
2	Economic Planning- Objectives, Merits, Limitations- Concept and Meaning of Political Environment.		
<b>UNIT - III</b>			
<b>INTRODUCTION TO LEGAL ENVIRONMENT</b>			
<b>CO3: TO understand about Legal Environment specially to Indian Context.</b>			
<b>TB :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			
2	<b>UNIT III: INTRODUCTION TO LEGAL ENVIRONMENT:</b>	FROM 11-12-2022 TO 07-01-2023	Lecture interspersed with discussions
3	Business Law: Meaning, scope and need for Business Law		
2	Source of Business Law		
1	Indian Contract Act 1872		



2	Its Essentials, Breach of Contract		
2	Intellectual Property Rights		
2	Negotiable Instruments Act 1881.		
1	Relevant case studies in the unit		

**UNIT – IV COMPANY ACT 2013:**

**CO4: TO understand about Indian Partnership Act 1962**

**TB :: :: K.Asathappa, Essentials of Business Environment, Himalaya Publishers.**

3	<b>UNIT IV: COMPANY ACT 2013</b>	FROM 08-01-2023 To 29-01-2023	Lecture interspersed with discussions
2	Memorandum and Articles of Association		
2	Partnership Act 1932: Duties of Partners-		
3	Dissolution of Partnership-Information Technology Act 2000: Digital signature-Cyber Frauds.		

**UNIT – V MISCELLANEOUS ACTS :**

**CO5: To understand about miscellaneous acts of Indian Context**

**TB :: :: K.Asathappa, Essentials of Business Environment, Himalaya Publishers.**

2	<b>UNIT V: INTRODUCTION TO MISCELLANEOUS ACTS</b>	FROM 30-01-2023 TO 11-02-2023	Lecture interspersed with discussions
2	Sales of Goods Act 1930-Sale- agreement to Sale		
2	Implied Conditions and Warranties		
2	Consumer Protection Act 1986		
2	Competition Act- Environment (Protection) Act 1986		
2	Foreign Exchange Management Act (FEMA).		

*T. S. M. Rao*  
Signature of the Faculty

*B. G. Rao* 31/10/22  
Signature of the HOD



**TENTATIVE LESSON PLAN – MCA11021  
BUSINESS COMMUNICATION**

<b>Course Title: BUSINESS COMMUNICATION</b>		
<b>Section : MBAT/IT</b>	<b>Date : 31-10-2022</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : G. Praveen/v srinivas</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPT, Videos**

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

**UNIT- I: PURPOSE AND PROCESS OF COMMUNICATION**

**CO1: To enable the students learn fundamentals of communication.**

**TB1 : Mallika Nawal: "Business Communication", Cengage Learning, New Delhi, 2012.**

**TB2: Edwin A. Gerloff, Jerry C. Wofford, Robert Cummins Organisational Communication: The key stone to managerialeffectiveness.**

1.	Introduction	31-10-2022 01-11-2022	Lecture interspersed with discussions
2.	Objectives of Communication	02-11-2022 03-11-2022	
3.	Process of Communication	04-11-2022 05-11-2022	
4.	Types of communication	07-11-2022 08-11-2022	
5.	noise skills	09-11-2022 10-11-2022	
6.	listening skills	11-11-2022 14-11-2022	
7.	Types of listening, essentials of good listening and tips.	15-11-2022 16-11-2022	
8.	Types of listening, essentials of good listening and tips.	17-11-2022 18-11-2022 19-11-2022	

**UNIT- II : MANAGING ORGANIZATIONAL COMMUNICATION**

**CO2: To enable the students understand different types of communications.**

**TB1 : Mallika Nawal: "Business Communication", Cengage Learning, New Delhi, 2012.**

**TB2: Edwin A. Gerloff, Jerry C. Wofford, Robert Cummins Organisational Communication: The key stone to managerialeffectiveness.**

9.	Introduction	21-11-2022 22-11-2022	Lecture interspersed with discussions
10.	Organizational Communication	23-11-2022 24-11-2022	
11.	Formal Communication	25-11-2022 26-11-2022	
12.	Informal Communication	28-11-2022	
13.	Interpersonal Communication	29-11-2022	
14.	Inrapersonal Communication	01-12-2022	
15.	Role of Emotion	02-12-2022	
16.	Maslow's Theory	03-12-2022	



17.	Barriers to Interpersonal Communication	05-12-2022	
18.	Exchange Theory	06-12-2022	
19.	Gateways for Effective Interpersonal Communication	08-12-2022	

### UNIT III: NON-VERBAL COMMUNICATION AND BODY LANGUAGE

**CO3 : To enable the students comprehend various aspects of Non – Verbal Communication.**

**TB1 : Mallika Nawal: “Business Communication”, Cengage Learning, New Delhi, 2012.**

**TB2: Edwin A. Gerloff, Jerry C. Wofford, Robert Cummins Organisational Communication: The key stone to managerialeffectiveness.**

20.	Kinesics, Proxemics, Paralanguage	09-12-2022 09-12-2022 12-12-2022 13-12-2022	Lecture interspersed with discussions
21.	Haptics, handshakes	14-12-2022 15-12-2022 16-12-2022	
22.	appropriate body language and mannerisms for interviews:	17-12-2022 26-12-2022 27-12-2022	
23.	business etiquettes	28-12-2022 29-12-2022 30-12-2022 31-12-2022	
24.	across different cultures.	02-01-2023 03-01-2023 04-01-2023 05-01-2023	

### UNIT – IV : WRITTEN COMMUNICATION

**CO4 : To hone the correspondence skills of the students through letters, emails and reports**

**TB1 : Mallika Nawal: “Business Communication”, Cengage Learning, New Delhi, 2012.**

**TB2: Edwin A. Gerloff, Jerry C. Wofford, Robert Cummins Organisational Communication: The key stone to managerialeffectiveness.**

25.	mechanics of writing	06-01-2023 07-01-2023	Lecture interspersed with discussions
26.	report writing	09-01-2023 10-01-2023	
27.	report writing	11-01-2023	
28.	business correspondence	12-01-2023 13-01-2023	
29.	business correspondence	17-01-2023 18-01-2023	
30.	business letter format	19-01-2023	
31.	business letter format	20-01-2023	
32.	Meetings and managing meetings	21-01-2023	
33.	Resume writing	23-01-2023	
34.	Formats and Skills	24-01-2023	



## UNIT -V : PRESENTATION SKILLS

**CO5: To Prepare the students for making effective professional presentation and to inculcate business etiquette and improve oral skills required for Professional interviews.**

**TB1 : Mallika Nawal: "Business Communication", Cengage Learning, New Delhi, 2012.**

**TB2: Edwin A. Gerloff, Jerry C. Wofford, Robert Cummins Organisational Communication: The key stone to managerialeffectiveness.**

35	prerequisites of effective	25-01-2023 27-01-2023	Lecture interspersed with discussions
36	presentation, format of presentation	28-01-2023 30-01-2023	
37	Assertiveness	31-01-2023 01-02-2023	
38	strategies of assertive behavior	02-02-2023 03-02-2023 04-02-2023	
39	Communication skills for group discussion	06-02-2023 07-02-2023	
40	Communication skills for Interviews	08-02-2023 09-02-2023	
41	Interview Techniques.	10-02-2023 11-02-2023	

Signature of the Faculty

B. G. G. 31/10/22  
Signature of the HOD



## TENTATIVE LESSON PLAN: (MB191A)

**Course Title: CROSS CULTURE MANAGEMENT**

**Section : MBA I/I**

**Date : 21-11-2022**

**Page No : 01 of 03**

**Revision No : 00**

**Prepared By : SK SHAFIULLAH**

**Approved By : HOD**

**Tools: Black board**

SR No	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction of CCM</b>			
CEO1: To acquaint the student with basic knowledge of Cross Culture Concepts, Role of culture in different Organizations.			
TB:: Cash by Franklin, Revitalize your corporate culture: PHI, Delhi			
1	Introduction to CCM	21-11-2022 To 02-12-2022	Lecture interspersed with discussions
2	Concept of culture for a business context		
3	Understanding corporate culture		
4	History of corporate culture		
5	Contemporary corporate cultures		
6	Characteristics of successful corporate cultures		
7	Organizational culture		
8	Five major dimensions of organizational culture		
9	Cultural background of business stakeholders		
10	Internal Stakeholders		
11	External stakeholders		
12	Case study		
13	Tutorial Class		
<b>UNIT -II Culture and Global Management</b>			
CEO2: To acquaint the student with basic knowledge of global operations like communication, religion, trading			
TB:: Cash by Franklin, Revitalize your corporate culture: PHI, Delhi			
14	Introduction to culture and global management	03-12-2022 To 12-12-2022	Lecture interspersed with discussions
15	Global business scenario		
16	Role of culture		
17	Framework for analysis communication across cultures		
18	Incorporation of Cross Cultural Communication into College Programs:		
19	Aspects of Cross Cultural Communication		
20	Elements of communication across cultures		
21	Processes of communication across cultures		
22	Communication strategy for/ of an Indian Mnc		
23	Communication strategy of an Foreign Mnc		
24	High-performance winning teams and cultures		
25	Characteristics of high performance work teams		
26	Culture implication for team building		
27	Case study		
28	Tutorial Class		



<b>Course Title: CROSS CULTURE MANAGEMENT</b>		
<b>Section : MBA I/I</b>	<b>Date : 21-11-2022</b>	<b>Page No : 02 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

**Tools: Black board**

**UNIT - III Cross Culture**

CEO3: To Gain knowledge about cross culture negotiation & decision making it is based on multicultural context like India-Europe/India-US Settings

TB:: EsennDrlarry,RchildressJohn,TheSecretofaWinningCulture:PHI,Delhi

29	Cross culture – negotiation	13-12-2022 To: 12-01-2023	Lecture interspersed with discussions
30	Decision making		
31	Negotiation and needed skills		
32	Knowledge base of a negotiator		
33	Overview with two illustrations from multicultural contexts		
34	Profile of an Indian Negotiator		
35	Profile of an European negotiator		
36	Strategy formulation		
37	Steps of strategy formulation		
38	Strategy implementation		
39	Process of Strategy Implementation		
40	Aligning strategy		
41	Structure & culture in an organizational context		
42	The Structural Characteristics of the Hierarchy		
43	Case Study		
44	Tutorial class		

**UNIT – IV Global Human Resources Management**

CEO4: To understand about global operations like staffing and training, motivating and leading of expatriates and repatriates.

TB :: EsennDrlarry,RchildressJohn,TheSecretofaWinningCulture:PHI,Delhi

45	Global human resources management	13-01-2023 To 28-01-2023	Lecture interspersed with discussions
46	Staffing and training for global operations		
47	Developing a global management cadre		
48	Motivating and leading global management cadre		
49	Developing the values and behaviors		
50	How to create a high-performance culture		
51	How to create a feedback culture		
52	Retention strategies		
53	Case study		
54	Tutorial class		



<b>Course Title: CROSS CULTURE MANAGEMENT</b>		
<b>Section : MBA I/I</b>	<b>Date : 21-11-2022</b>	<b>Page No : 03 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By :SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

<b>UNIT – V Corporate Culture</b>			
CEO5: To know and understand about nature, various applications of successful implementation of culture change phase.			
TB:: Cash by Franklin, Revitalize your corporate culture: PHI, Delhi			
55	Corporate culture	29-01-2023 To 11-02-2023	Lecture interspersed with discussions
56	Nature of organizational cultures		
57	Characteristics of organizational culture		
58	Designing the strategy for a culture change building		
59	Successful implementation of culture change phase		
60	Measurement of ongoing improvement		
61	Choice of Metrics for Measurement		
62	Case study		
63	Tutorial Class		

  
Signature of the Faculty

  
Signature of the HOD 21/11/22



## TENTATIVE LESSON PLAN: MB1931

<b>Course Title: STRATEGIC MANAGEMENT (MB1931)</b>		
<b>Section : MBA III/I</b>	<b>Date : 07-11-2022</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : Mr.V.Srinivas</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs**

### **UNIT -I Introduction**

**CO1: To Gain knowledge about Vision, Mission and Objectives of the Organisation**

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction	From: 07-11-2022  To: 24-11-2022	Lecture interspersed with discussions
1	concept in strategic management		
1	strategic management as a process		
1	Developing a strategic vision		
1	Strategic Mission		
1	Strategic Objectives		
1	Developing a Strategic Policies		
1	Factors that shape a company's strategy		
1	Crafting a strategy		
1	Industry Analysis		
1	Competitive Analysis		
1	Steps in competitive analysis		
1	Analytical Models of Competitive Analysis		
1	Sources of Information for Competitive Analysis		

### **UNIT -II Introduction to Environmental scanning**

**CO2: Acquaint the student with knowledge about strengths, weakness, opportunities and threats of the organization**

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Environmental scanning	From: 25-11-2022  To: 14-12-2022	Lecture interspersed with Discussions
1	Industry and competitive analysis		
1	Evaluating company resources and competitive capabilities		
2	SWOT analysis		
1	Strategies and competitive advantages in diversified companies and its evaluation		
2	Porters five force model, BCG matrix, GE matrix		
1	Strategic Leadership		
1	Goals of strategic Leadership		
1	Themes of Strategic Leadership		
1	Developing Human Capital And social capital		
1	The Balanced Scorecard		

### **UNIT - III strategic formulation**

**CO3: To understand about framing of Strategy at various levels.**

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



No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to strategic formulation	From: 15-12-2022  To: 11-01-2023	Lecture interspersed with discussions
1	Strategy framework for analyzing competition		
1	Porters value chain analysis		
2	Competitive advantage of a firm		
2	Exit and entry barriers		
1	Formulation of strategy at corporate, business and functional levels		
1	Corporate Strategies Types		
	Business Level strategies		
1	Functional Level Strategies		
2	Types of strategies		
1	Tailoring Strategy to fit specific Industry		
1	Restructuring strategies		
1	Diversification Strategies		
1	Turnaround strategy		

**UNIT – IV : strategic implementation**

**CO4; Acquaint the student with knowledge about structures of organization and its impact on Strategy**

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Introduction to strategic implementation,	From: 19-01-2023  To: 04-02-2023	Lecture interspersed with discussions
2	Strategy and structure,		
1	Strategy and leadership		
2	Strategy and culture connection		
2	Types of Organisational Structures		
1	Operationalizing and institutionalizing strategy,		
2	Organizational values and their impact on strategy		
1	Strategies for competing in Globalising Markets		
2	Resource allocation		
2	Planning systems for implementation		

**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
2	Introduction to Strategy evaluation and control,	From: 06-02-2023  To: 17-02-2023	Lecture interspersed with discussions
2	Establishing strategic controls		
1	Measuring performance		
1	Appropriate measures		
2	Role of strategist		
1	Using quantitative and qualitative benchmarking to evaluate performance		
2	Strategic information systems,		



1	Problems in measuring performance		
1	Strategic surveillance,		
2	strategic audit		

*[Handwritten Signature]*

Signature of the Faculty

7/11/22.

*B. Grewal 7/11/22*  
Signature of the HOD



## TENTATIVE LESSON PLAN-MB1932 (2022-23)

<b>Course Title:</b> Operations Research. ( 2.   1)		
<b>Section :</b> MBA	<b>Date :</b> 07-11-2022	<b>Page No :</b> 01 of 03
<b>Revision No :</b> 0	<b>Prepared By:</b> P. Naga Srinivasa Rao.	<b>Approved By :</b> HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
<b>UNIT -I Overview of Operations Research</b>			
<ul style="list-style-type: none"> <li>• CO1: To acquaint the students with the basic knowledge of the Operations Research.</li> <li>• TB: Operations Research—R.Paneerselvan.</li> </ul>			
1.	Introduction to OR	07-11-2022	Lecture interspersed with discussions
2.	OR models	08-11-2022	
3.	LPP-Introduction	10-11-2022	
4.	Standard Form of LPP	14-11-2022	
5.	Graphical Solution of LPP	15-11-2022	
6.	Formulation of LPP	16-11-2022	
7.	Initial Basic feasible solution.	17-11-2022	
8.	Scope of OR	19-11-2022	
9.	Simplex method	21-11-2022	
10.	Big M method	22-11-2022	
11.	Two Phase Simplex Method	23-11-2022	

<b>UNIT -II Transportation and Assignment Models</b>			
<ul style="list-style-type: none"> <li>• CO2: To acquaint the students with knowledge Of Transportation and Assignment Models.</li> <li>• TB: Operations Research—S.D. Sarma.</li> </ul>			

Serial Number	TOPIC	Date	Mode of Delivery
12.	Introduction and Definition of Transportation Problem	26-11-2022	Lecture interspersed with discussions
13.	Application of Transportation Problem.	28-11-2022	
14.	Transportation as a special case of LPP	29-11-2022	
15.	IBFS North West Corner Rule	30-11-2022	
16.	Problems on NWCR	01-12-2022	
17.	Least Cost Method or Matrix Minima Method	02-12-2022	
18.	Problems on LCM	03-12-2022	
19.	Vogel's Approximation Method	12-12-2022	
20.	Problems on VAM	13-12-2022	
21.	Assignment Models	19-12-2022	
22.	Hungarian Algorithm	20-12-2022	
23.	Problems on Assignment Models	20-12-2022	
24.	Travelling sales men problem	21-12-2022	

<b>UNIT - III Dynamic Programming.</b>			
<ul style="list-style-type: none"> <li>• CO3: To gain knowledge about Dynamic Programming Problem.</li> <li>• TB: Operations Research—S.D.Sarma.</li> </ul>			

Serial Number	TOPIC	Date	Mode of Delivery
25.	Introduction to Dynamic Programming	21-12-2022	Lecture interspersed with discussions
26.	Bellman's principle of optimality	22-12-2022	
27.	Decision tree analysis	23-12-2022	



28.	Problems on decision tree	23-12-2022	
29.	Integer Programming Problem - Introduction	05-01-2023	
30.	All integer programming problem	06-01-2023	
31.	Problems	07-01-2023	
32.	Mixed integer programming problem	10-01-2023	
33.	Problems	19-01-2023	
34.	Branch and Bound method	31-01-2023	

#### UNIT - IV Game Theory

- CO4: To understand the topics of Game Theory.
- TB: Operations Research—S.D.Sarma.

Serial Number	TOPIC	Date	Mode of Delivery
35.	Introduction to Game theory	01-02-2023	Lecture interspersed with discussions
36.	Types of games	03-02-2023	
37.	Games with saddle point	04-02-2023	
38.	Games without saddle point	06-02-2023	
39.	Rules of dominance	06-02-2023	
40.	Problems of dominance property	07-02-2023	
41.	Algebraic method	13-02-2023	
42.	Arithmetic method	14-02-2023	
43.	Matrix oddments method	15-02-2023	

#### UNIT - V P.E.R.T & C.P.M and Replacement Models.

- CO5: To know and understand the technique of P.E.R.T and C.P.M

- TB: Operations Research—S.D.Sarma.

Serial Number	TOPIC	Date	Mode of Delivery
44.	Introduction	15-02-2023	Lecture interspersed with discussions
45.	Rules of drawing networks	16-02-2023	
46.	P.E.R.T	16-02-2023	
47.	Construction of drawing networks	17-02-2023	
48.	C.P.M introduction	17-02-2023	
49.	Problems	18-02-2023	
50.	Cost consideration in PERT/CPM	18-02-2023	

*A. Nageshwar*  
Signature of the Faculty  
7/11/2022

*B. Ganesh*  
Signature of the HOD  
7/11/22



## TENTATIVE LESSON PLAN: MB193B1

<b>Course Title: INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT (MB193B1)</b>		
<b>Section :MBA III/I</b>	<b>Date : 07-11-2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : Dr. B.KRISHNAIAH</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
----------------	-------	------	------------------

### UNIT -I CONCEPT OF INVESTMENT

**CO1** To enlighten the students with the Concepts and Practical applications of Investment.

**TB ::** Fisher DE and Jordon RJ, Security Analysis and Portfolio Management, PHI, New Delhi.

1	Investment Vs Speculation	From: 07-11-2022  To: 22-11-2022	Lecture interspersed with discussions
2	Investment environment in India		
2	Investment process		
1	Sources of investment information		
2	Types of securities in Indian capital market		
1	Market Indices		
2	Calculation of SENSEX and NIFTY		

### UNIT -II RETURN & RISK ANALYSIS

**CO2::** The concepts of Return, Types of Security Return, Valuation of Bonds is attained.

**TB::** Fisher DE and Jordon RJ, Security Analysis and Portfolio Management, PHI, New Delhi.

No. of Periods	TOPIC	Date	Mode of Delivery
2	Measurement of security returns	From: 23-11-2022  To: 13-12-2022	Lecture interspersed with Discussions
1	Types of security risks		
2	Systematic Vs non systematic risk		
1	Measurement of total risk		
3	Valuation of bonds		
2	Valuation equity and preference shares		

### UNIT - III FUNDAMENTAL & TECHNICAL ANALYSIS

**CO3 :** Student able to understood the Fundamental & Technical Analysis.

**TB ::** Ambika Prasad Dash, Security Analysis and Portfolio Management, IK Int Pub House, NewDelhi

No. of Periods	TOPIC	Date	Mode of Delivery
3	Economy, Industry and company analysis	From: 14-12-2022  To: 11-01-2023	Lecture interspersed with discussions
3	Concept and tools of technical analysis		
1	Technical Vs fundamental analysis		
2	Efficient market hypothesis		
2	Concept and forms of market efficiency		

### UNIT - IV ELEMENTS OF PORTFOLIO MANAGEMENT

**CO4:** The Concepts of Efficient Frontier, Single Index Model are understood.

**TB:** Ambika Prasad Dash, Security Analysis and Portfolio Management,IK Int Pub



House, NewDelhi

No. of Periods	TOPIC	Date	Mode of Delivery
2	Markowitz model of portfolio	From: 19-01-2023 To: 04-02-2023	Lecture interspersed with discussions
2	Efficient frontier		
3	Selection of optimal portfolio		
1	Sharpe single index model		
4	Capital asset pricing model		
3	Arbitrage pricing model		
<b>UNIT - V PERFORMANCE EVALUATION OF PORTFOLIO</b>			
<b>CO5: Concept of Portfolio Evaluation, Evaluation of Mutual Funds is understood.</b>			
<b>TB: Hirt and Block, Fundamentals of Investment Management, TataMcGrawHill, New Delhi.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Performance Evaluation of Portfolio	From: 06-02-2023 To: 17-02-2023	Lecture interspersed with discussions
3	Evaluation of sharpe model		
2	Jensens model for portfolio evaluation		
3	Evaluation of mutual fund		
1	Types of mutual funds		

B. Ganesan  
Signature of the Faculty 7/11/2022

B. Ganesan  
Signature of the HOD 7/11/22



## TENTATIVE LESSON PLAN: MB193B2

**Course Title: MANAGING BANKS AND FINANCIAL INSTITUTIONS (MB193B2)**

**Section : MBA II/I**      **Date : 07-11-2022**      **Page No : 01 of 02**

**Revision No : 00**      **Prepared By : B.V.S.S. SUBBA RAO**      **Approved By : HOD**

**Tools : Black board, PPTs**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO BANKING</b>			
<b>CO1 The Concept of Indian Financial System, Role of Commercial Banks &amp; Financial Statement analysis of Banks are understood.</b>			
<b>TB :: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : " Banking &amp; Insurance", Thakur Publication, Hyderabad.</b>			
1	Introduction to Banking	From: 07-11-2022  To: 22-11-2022	Lecture interspersed with discussions
1	Introduction to Financial System		
1	Meaning of Bank & Customer		
1	Bank & Customer Relationship		
1	Role of Commercial Banks		
1	Role of Commercial Banks in Indian Economy		
2	Evolution of Banking in India		
1	Nationalization of Banks in India		
1	Financial Statements of Banks – Introduction		
2	CAMEL Approach – Concept		

### UNIT -II USES OF BANK FUNDS

**CO2:: The concepts of Bank Credit, Management of Credit Process, Loan Pricing & Non-Performing Assets are gained.**

**TB:: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Features of Bank Credit - types of lending	From: 23-11-2022  To: 13-12-2022	Lecture interspersed with Discussions
1	assessment of credit worthiness of a prospective borrower		
2	management of credit process - different types of loans and their features		
1	Loan Pricing: The basic model		
2	pricing fixed & floating rate loans		
1	cost-benefit loan pricing, Customer Profitability Analysis		
2	Non Performing Assets: - gross and net concept of NPAs		
1	causes, implications & recovery of NPAs.		

### UNIT - III Regulation and Innovations in Banking System

**CO3 : Regulation & Innovations in Indian banking system is attained.**

**TB :: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
4	Regulation and Innovations in Banking System	From: 14-12-2022  To: 11-01-2023	Lecture interspersed with discussions
4	Regulation of Bank Capital: The need to regulate Bank Capital		
1	Concept of Economic Model - Concept of Regulatory Capital		
2	Basel Accords I,II and III. - Banking Innovations		
1	Changing role of Banks as Financial Intermediaries		



**UNIT – IV INTRODUCTION TO INSURANCE****CO4: The concepts of Insurance, Principles, Functions of Insurers, Marketing Channels & Overview of IRDA is understood.****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Insurance as a Risk Management Tool- Principles of Insurance	From: 19-01-2023  To: 04-02-2023	Lecture interspersed with discussions
2	Characteristics of Insurance contract - Functions of Insurers		
3	Production, Underwriting, Rate Making, Managing Claims		
1	Investment & Financing, Accounting & Record Keeping		
4	Types of Insurers- Concept of Reinsurance		
3	Agents & brokers –professionalism, remuneration		

**UNIT – V LIFE INSURANCE AND GENERAL INSURANCE****CO5: Concept of Life Insurance, Tax Treatment, Actuarial Science, Health & General Insurance is understood.****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
4	Life Insurance and General Insurance	From: 06-02-2023  To: 17-02-2023	Lecture interspersed with discussions
3	The concept of Life Insurance - types of Life Insurance contracts		
2	Tax treatment of Life Insurance- Life Insurance Products		
3	The Actuarial Science- Provisions of Life Insurance contracts		
1	Health and General insurance–Overview, Types, Third Party Administrator		

*T.V. Sreenivasa Rao*  
Signature of the Faculty

*B. Sreenivasa Rao*  
Signature of the HOD 7/11/22



## TENTATIVE LESSON PLAN

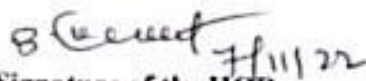
<b>Course Title: FINANCIAL MARKETS AND SERVICES(MB193 )</b>			
<b>Section : MBA II/III</b>	<b>Date : : 07-11-2022</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00</b>	<b>Prepared By : G.KIRAN</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT – Structure of Financial System</b>			
<b>CO1::Provide awareness of RBI and SEBI</b>			
<b>TB:: Vasanthi Desai, Financial Markets &amp; Financial Services, Himalaya, Mumbai</b>			
1.	Role of Financial System in Economic Development	From: 09-11-2022 To: 25-11-2022	Lecture interspersed with discussions classes
2.	Financial Markets and Financial Instruments		
3.	Capital Markets		
4.	Money Markets		
5.	Primary Market Operations		
6.	Role of SEBI		
7.	Secondary Market Operations		
8.	Functions of Stock Exchanges		
9.	Listing,		
10.	Financial Services Sector Problems and Reforms		
<b>UNIT –II :: Financial Services</b>			
<b>CO2: Understand various financial services in India.</b>			
<b>TB:: Vasanthi Desai, Financial Markets &amp; Financial Services, Himalaya, Mumbai</b>			
11.	Nature and Scope of Financial Services	From: 26-11-2022 To: 12-11-2022	Lecture interspersed with discussions classes
12.	Regulatory Frame Work of Financial Services		
13.	Growth of Financial Services in India		
14.	Merchant Banking		
15.	Responsibilities of Merchant Bankers		
16.	Role of Merchant Bankers in Issue Management		
17.	Regulation of Merchant Banking in India.		
<b>UNIT - III Venture Capital:</b>			
<b>CO3: Understand various financial services in India.</b>			
<b>TB:: Vasanthi Desai, Financial Markets &amp; Financial Services, Himalaya, Mumbai</b>			
18.	Growth of Venture Capital in India	From: 13-11-2022 To: 05-01-2023	Lecture interspersed with discussions classes
19.	Financing Pattern under Venture Capital		
20.	Legal Aspects and Guidelines for Venture Capital		
21.	Leasing		
22.	types of Leases		
23.	Leasing Option Vs. Borrowing		
<b>UNIT – IV Credit Rating</b>			
<b>CO4: Understand the rating of the customers</b>			
<b>TB:: Vasanthi Desai, Financial Markets &amp; Financial Services, Himalaya, Mumbai</b>			
24.	Meaning, Functions of credit rating	From:	
25.	Debt Rating System of CRISIL.		



26.	ICRA and CARE	06-01-2023  To: 30-01-2023	Lecture intersperse d with discussions classes
27.	Factoring,		
28.	Forfeiting and Bill Discounting		
29	Types of Factoring		
30	Factoring in Indian context		

<b>UNIT – V Micro finance</b>			
<b>CO5: Know the need of micro finance.</b>			
TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
31	Concept and Objectives, Functions of Micro finance	From: 31-01-2023  To: 20-02-2023	Lecture interspersed with discussions classes
32	Management, Guidelines for Micro finance		
33	Micro finance in India		
34	Micro finance system		
35	SHG s		
36	Role of Micro finance in economic development		
37	Types of Micro finance		

  
Signature of the Faculty

  
Signature of the HOD



## TENTATIVE LESSON PLAN

**Course Title: TAXATION**

**Section : MBA**

**Date : 07/11/2022**

**Page No : 01 of 02**

**Revision No : 00**

**Prepared By : Dr. M VEERA BHADRA RAO**

**Approved By : HOD**

**Tools : Black board, PPTs,**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Direct and Indirect Taxes</b>			
CO1: Able to know about the basics of tax, tax on agriculture income, about the income tax act			
TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
1.	Income Tax Act 1961	From: 07/11/22 To:19/11/22	Lecture interspersed with discussions
2.	Income from House Property – Computation of Salary Income		
3.	Income from Business and Profession		
4.	Indirect Taxes – Excise Duty		
5.	Types and Taxable Event for Excise Duty		
<b>UNIT -II CENVAT</b>			
CO2: Understand all about the Central Value Added Tax (CENVAT)			
TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
6.	Input Goods and Services for CENVAT	From: 20/11/22 To:8/12/22	Lecture interspersed with discussions
7.	Capital Goods for CENVAT		
8.	Scope and Converge of Customs Duty		
9.	Nature of Customs Duty – Classification for Customs		
10.	Exemptions from Customs Duty		
<b>UNIT - III Introduction to Tax Planning</b>			
CO3: Able to know about the tax planning and legal principles of tax planning			
TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
11.	Nature of Tax	From: 9/12/22 To:20/12/22	Lecture interspersed with discussions
12.	Legal Principles of taxation laws		
13.	Five basic Rules of interpretation of statutes		
14.	Law Lexicon and Legal Maxims		
15.	Concepts of Tax Avoidance, Tax Evasion		
<b>UNIT - IV : Tax Management Decisions</b>			
CO4: learner understand the elements of tax considerations, tax management, tax decisions			
TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
16.	Tax considerations - Management Decisions	From: 21/12/22 To:4/1/23	Lecture interspersed with discussions
17.	Guidelines to Tax planning		
18.	Relief's – Concessions – Rebates – Deductions		
19.	Incentives (Payment of Advance Tax)		
20.	Penalties for non-compliance.		
<b>UNIT - V Multi National Taxation</b>			
CO5: Understand about the international taxation system and legal aspects in international taxation.			
TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
No. of Periods	TOPIC	DATE	Mode of



			Delivery
21	Bilateral Tax Treaties- Transfer Pricing for Tax Planning	From: 5/1/23 To:31/1/23	Lecture interspersed with discussions
22	Tax Intensives Organizational Setup of MNCs		
23	Investment Decision on Tax Planning		
24	Transfer Pricing Methods		
25	Measures to Plug Tax Loopholes		

*[Handwritten Signature]*  
Signature of the Faculty 7/10/22

*[Handwritten Signature]*  
Signature of the HOD 7/11/22



## TENTATIVE LESSON PLAN: (MB1924)

**Course Title: LEADERSHIP AND CHANGE MANAGEMENT ( MB1924 )**

**Section : MBA II/III      Date : 07-11-2022      Page No : 01 of 02**

**Revision No : 00      Prepared By : B.CHINNI      Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction to LM</b> <b>CO1 : Determine the meaning of leadership and its importance</b> <b>TB:: W John (2008), Management – A Competency Based Approach, New Delhi, Cengage Learning</b>			
1.	Introduction to LM	From: 09-11-2022 To: 25-11-2022	Lecture interspersed with discussions
2.	Leadership management nature		
3.	Scope of LM		
4.	Path goal and normative model		
5.	Emerging leadership behavior		
6.	Leadership for new millennium organization		
7.	Leadership effectiveness		
8.	Meaning, Reddins' 3-D Model, Hersey and Blanchard Situational Model		
9.	Driving Leadership Effectiveness		
10.	Leadership for Organisational Building.		
<b>UNIT –II Motivation Theories for Leadership</b> <b>CO2: Outline motivational theories and cultural dimensions</b> <b>TB:: Peter G. Northouse, Leadership, 2010, Sage</b>			
11.	Maslow's theory of motivation	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed with discussions
12.	X,Y,Z theories of motivation		
13.	Hierarchy theory of motivation		
14.	Porter Lawler theories of motivation		
15.	Organizational culture		
16.	Quality of work life		
<b>UNIT - III Leadership development</b> <b>CO3: Correlate leadership with learning and attitude</b> <b>TB:: Peter G. Northouse, Leadership, 2010, Sage</b>			
17.	Continuous and principles of learning	From: 13-11-2022 To: 05-01-2023	Lecture interspersed with discussions
18.	Development of effective leadership		
19.	Vision and goals of organizational leadership		
20.	Leadership attitude		
21.	Leadership with creativity		
22.	Leadership with integrity		
23.	Development of self esteem and balancing emotions		
24.	Interpersonal leadership skills		
<b>UNIT – IV Leader Self management</b> <b>CO4:: Determine the factors necessary developing leadership</b> <b>TB :: Lussir, Effective Leadership, 2009, Cengage</b>			



25.	Meaning	From: 06-01-2023  To: 30-01-2023	Lecture interspersed with discussions
26.	nature and Types of Change		
27.	change programmes		
28.	change levers		
29.	Change as transformation		
30.	change as turnaround		
31.	value based change.		
32.	Developing character and values		
<b>UNIT – V Leadership across Globe</b> <b>CO5: understand on leadership styles in other countries</b> <b>TB :: Roger J Kashlak, International Management, New Delhi, Tata McGraw Hill.</b>			
33	The role of diagramming in system investigation	From: 31-01-2023  To: 20-02-2023	Lecture interspersed with discussions
34	A review of basic flow diagramming techniques		
35	systems relationships		
36	systems diagramming and mapping, influence charts, multiple cause diagrams		
37	a multidisciplinary approach -Systems approach to change: systems autonomy and behavior		
38	the intervention strategy model – total project management model (TPMM)		
39	Organization Development (OD): Meaning, Nature and scope of OD - Dynamics of planned change		
40	Person-focused and role-focused OD interventions		
41	Planning ODStrategy		
42	OD interventions in Indian Organizations		

Faculty

B. Ganesan  
HOD 7/11/22



## TENTATIVE LESSON PLAN: MB193A2

<b>Course Title: PERFORMANCE EVALUATION AND COMPENSATION MANAGEMENT</b>		
<b>Section : MBA II/III</b>	<b>Date : 05/11/2022</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : T.SOWJANYA</b>	<b>Approved By : HOD</b>

Tools : PPTs

S.No	TOPIC	Date	Mode of Delivery
<b>UNIT -I INTRODUCTION TO PERFORMANCE MANAGEMENT</b> <b>CO1: To gain knowledge performance measurement, its background, influencing factors and consequences of in organization. They can processes for managing performance – critical appraisal-Performance Audit</b> <b>TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.</b>			
1	Performance Management introduction, Features, scope	From: 07/11/2022  To:24/11/2022	Lecture intersperse d with discussions in online
2	Historical development of PM		
3	Overview of PM ,principles,		
4	dimensions		
5	Process of PM		
6	Importance of PM		
7	Performance audit		
8	Linkage of PM to other HR processes		
<b>UNIT -II INTRODUCTION TO PERFORMANCE MANAGEMENT PLANNING</b> <b>CO2: To imparts knowledge on Goal Setting-Linkages to Strategic Planning- Competency mapping- Career Development- Monitoring Performance Planning</b> <b>TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.</b>			
9,10	Performance planning introduction, need	From: 25/11/2022  To:13/12/2022	Lecture intersperse d with discussions in online
11,12	Importance of Performance management planning,process		
13	Types of Performance management planning		
14	Methods of Performance management planning		
15	Approaches of performance management		
16	Strategic planning		
17	Barriers of strategic planning		
18	Competency mapping		
19	Competency mapping objectives		
20,21	Need ,steps in process of Competency Mapping		
22	Methods of competency mapping		
23	Models of competency mapping		
<b>UNIT - III PERFORMANCE MANAGEMENT SYSTEM</b> <b>CO3: To Focuses on nurturing the students in the area of Performance Management Cycle- Competency based Performance Management Systems- If also emphasizes on Traditions and Modern Techniques, Balanced Score Card- 360 Degree Performance Apprising- Merit Rating</b> <b>TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.</b>			







## TENTATIVE LESSON PLAN: (MB193A4)

<b>Course Title: HUMAN CAPITAL MANAGEMENT (MB193A4)</b>			
<b>Section: MBA II/III</b>	<b>Date: 19-12-2022</b>	<b>Page No: 01 of 02</b>	
<b>Revision No: 00</b>	<b>Prepared By: SRINIVAS. V</b>	<b>Approved By: HOD</b>	
<b>Tools: Black board</b>			
SL No.	TOPIC	Date	Mode of Delivery
<b>UNIT –I Economic theories of Human Capital</b> <b>CO1: To know basic Economic Theories in Human Capital Management.</b> <b>RB: I.L.O., Social &amp; Labor aspects of Economic Development, Geneva</b>			
1.	<b>UNIT –I Introduction to Economic theories of Human Capital</b>	From: 21-12-2022  To: 10-1-2023	Lecture interspersed with discussions
2.	Introduction to Nature and Role of Human Capital		
3.	The Human Capital Models		
4.	Socio-economic relevance of labour problems in changing scenario		
5.	Evolution of organized labour		
6.	Industrialization and Development of Labour Economy		
7.	Growth of Labour Market in India in the globalised setting.		
<b>UNIT –II Accounting Aspects of Human Capital</b> <b>CO2: To gain knowledge related to different accounting aspects of Human Capital Management</b> <b>RB: I.L.O., Social &amp; Labor aspects of Economic Development, Geneva</b>			
8.	<b>UNIT –III Introduction to Accounting Aspects of Human Capital</b>	From: 11-1-2023  To: 31-1-2023	Lecture interspersed with discussions
9.	Introduction to Cost Based Models		
10.	Meaning, Basic Premises, Need and Significance of HRA		
11.	Advantages and Limitation of HRA		
12.	Monetary and Non-Monetary Models		
13.	Acquisition Cost Method, Replacement Cost Model		
14.	Opportunity Cost Method, standard cost method		
15.	Current Purchasing Power Method (C.P.P.M.)		
16.	Comparison of Cost incurred on Human capital and the contributions made by them in the light of productivity and other aspects.		
<b>UNIT - III Accounting Aspects of Human Capital</b> <b>CO3: To understand and assess existing theories and practiced in the field of Human Capital Management.</b> <b>RB: I.L.O., Social &amp; Labor aspects of Economic Development, Geneva</b>			
17.	<b>Unit-III: Introduction to Accounting Aspects of Human Capital</b>	From: 1-2-2023  To: 25-2-2023	Lecture interspersed with discussions
18.	Value Based Models		
19.	Hermanson's Unpurchased Goodwill Method		
20.	Hermanson's Adjusted Discount Future Wages Model		
21.	Lev and Schwartz Present Value of Future Earnings Model, Flamholtz's Stochastic Rewards Valuation Model		



22.	Jaggi and Lau's Human Resource Valuation Model, Robbinson's Human Asset Multiplier Method		
23.	Recent developments in the field of Human Asset/Capital Accounting.		

<b>UNIT – IV Quality of Work Life</b>			
<b>CO4: To understand the concept of quality of workers work life in Human Capital Management</b>			
<b>RB: Patterson &amp; Schol., Economic Problems of Modern Life. Mc-Graw Hill Book Company.</b>			
24.	<b>UNIT – IV Introduction to Quality of Work Life</b>	From: 27-02-2023  To: 20-3-2023	Lecture interspersed with discussions
25.	Workers' Participation in Management		
26.	Worker's Participation in India, shop floor, Plant Level, Board Level- Quality Circles.		
27.	Workers' education objectives		
28.	Employees Engagement and Empowerment		
29.	Nature-types-drivers-benefits measurement of Engagement		
30.	Empowerment.		

<b>UNIT – V Industrial Accidents and safety</b>			
<b>CO5: To learn about Industrial Accidents and safety precautions in industries</b>			
<b>RB: Patterson &amp; Schol., Economic Problems of Modern Life. Mc-Graw Hill Book Company.</b>			
31.	<b>UNIT V: Introduction to Industrial Accidents and safety.</b>	From: 21-3-2023  To: 15-4-2023	Lecture interspersed with discussions
32.	Meaning and definition of accident		
33.	Types of industrial accidents-cost and consequences-causes and prevention of accidents		
34.	Industrial safety –statutory machineries for industrial safety-safety audit		
35.	Social Security: Introduction and types		
36.	Social Security in India, Health and Occupational safety programs		
37.	Workplace discipline – workplace counselling-meaning –definition		
38.	Types-advantages-characteristics of an effective counsellor		

*Signature of Faculty*  
Signature of the Faculty

*Signature of HOD 19/12/2022*  
Signature of the HOD



# TENTATIVE LESSON PLAN: MB193A5

## MANPOWER PLANNING AND RECRUITMENT AND SELECTION

Course Title: MANPOWER PLANNING AND RECRUITMENT AND SELECTION

Section : MBA II/I	Date : 14-11-2022	Page No : 01 of 03
Revision No : 00	Prepared By :SK SHAFIULLAH	Approved By : HOD

Tools: Black board

SR No	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction to Basics of Human Resource Planning</b>			
<b>CEO1:</b> To know the meaning of Human Resource Planning, various factors and techniques affects demand and supply of HRP.			
<b>TB::</b> Subba Rao P: —Personnel and Human Resource Management-Text and CasesI, Himalaya Publications, Mumbai, 2013.			
1	Introduction to Basics of Human Resource Planning	14-11-2022 To 02-12-2022	Lecture interspersed with discussions
2	Macro Level Scenario of Human Resource Planning		
3	Factors affecting HRP		
4	Concepts of Human Resource Planning		
5	Process of Human Resource Planning		
6	Methods of Demand Forecasting		
7	Techniques of Demand Forecasting		
8	Methods of Supply Forecasting		
9	Techniques of Supply Forecasting		
10	Micro Level Planning.		
11	Micro Level Planning models		
12	Case study		
13	Tutorial Class		
<b>UNIT -II Manpower Planning, Human Resource Planning and Business Environment</b>			
<b>CEO2:</b> To understand the various human resource distribution mapping and usage of downsizing strategies.			
<b>TB::</b> Subba Rao P: —Personnel and Human Resource Management-Text and CasesI, Himalaya Publications, Mumbai, 2013.			
14	Manpower Planning	03-12-2022 To 12-12-2022	Lecture interspersed with discussions
15	Human Resource Planning		
16	Business Environment;		
17	Defining and Drawing Manpower Systems		
18	Stocks and Flows		
19	Human Resource Distribution Mapping		
20	Identifying Surplus		
21	Downsizing Strategies		
22	Legal framework.		
23	Voluntary framework.		
24	Case study		
25	Tutorial Class		



<b>Course Title: MANPOWER PLANNING AND RECRUITMENT AND SELECTION</b>		
<b>Section : MBA II/I</b>	<b>Date : 14-11-2022</b>	<b>Page No : 02 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By :SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

**Tools: Black board**

<b>UNIT - III Analysis, design and evaluation of job</b>			
<b>CEO3:</b> To know the nature and process of job analysis and job design.			
<b>TB::</b> Subba Rao P: —Personnel and Human Resource Management-Text and CasesI, Himalaya Publications, Mumbai, 2013.			
29	Analysis and evaluation of job	13-12-2022 To: 12-01-2023	Lecture interspersed with discussions
30	Nature of job analysis		
31	Process of job analysis		
32	Methods of collecting job data		
33	Potential Problems with job analysis		
34	Job design		
35	Contemporary issues		
36	Job evaluation process		
37	Methods of Job evaluation		
38	Importance of job analysis.		
39	Need of job analysis		
40	Job Specification		
41	Job Description		
42	Writing Job description		
43	Case Study		
44	Tutorial class		

<b>UNIT - IV Recruiting and selecting the right talent</b>			
<b>CEO4:</b> To know the importance, methods of recruitment and selection and barriers to effective selection.			
<b>TB::</b> Subba Rao P: —Personnel and Human Resource Management-Text and CasesI, Himalaya Publications, Mumbai, 2013.			
45	Need of selection	13-01-2023 To 28-01-2023	Lecture interspersed with discussions
46	Selection process		
47	Recruitment process		
48	Methods of recruitment		
49	Alternatives for recruitment		
50	Barriers of effective selection		
51	Making the selection effective		
52	Selecting the right talent		
53	Case study		
54	Tutorial class		



<b>Course Title: MANPOWER PLANNING AND RECRUITMENT AND SELECTION</b>		
<b>Section : MBA II/IV</b>	<b>Date : 14-11-2022</b>	<b>Page No : 03 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By :SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

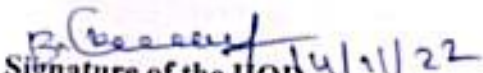
**UNIT – V Training and Development**

**CEO 5:** Focus on steps involved in training and development and Requisites of Effective Training programs.

**TB ::** Subba Rao P: —Personnel and Human Resource Management-Text and CasesI, Himalaya Publications, Mumbai, 2013.

55	Overview Of Training And Development Systems	29-01-2023 To 16-02-2023	Lecture interspersed with discussions
56	Organizing Training Department		
57	Training And Development Policies,		
58	Linking Training And Development To Company's Strategy		
59	Requisites Of Effective Training		
60	Training Needs Assessment (TNA)		
61	Designing Training And Development Programs		
62	Evaluation Of Training And Development		
63	Case Study		
64	Tutorial Class		

  
Signature of the Faculty

  
Signature of the HOD 14/11/22