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

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

Tools: Black board

No. of	TOPIC	Date	Mode of Delivery
Periods			

#### UNIT-L:WITANDHUMOUR

CO1: To make the students understand Humour and the contributions of Mokshagundam to build modern India. The students also develop their LSRW skills.

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-I. WIT AND HUMOUR		
1.	Listening For Sounds, Stress and Intonation	From:	3
2.	Others (Formal and Informal Situations) R- Reading for Subject/ Theme	31-10-2022	
3.	Writing Paragraphs	Townson	Lecture
4.	Types of Nouns and Pronouns	То	interspersed with
5.	Homonyms, homophones synonyms, antonyms	19-11-2022	discussions
6.	Mokshagundam Visvesvaraya		- 'A E'
7.	Mokshagundam Visvesvaraya		

#### UNIT-II CYBER AGE

CO2: To make the studentsaware of Polymer currency and inspire them with the unique Journey of Helen Keller

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- II CYBER AGE	A	
Listening for themes and facts	From:	
Apologizing, interrupting, requesting and making polite conversation R- for theme and gist	21-11-2022	
Describing people, places, objects, events G- Verb forms	То	Lecture
Noun, verb, adjective and adverb	08-12-2022	interspersed with discussions
Three Days To See		
Three Days To See		
	Listening for themes and facts  Apologizing, interrupting, requesting and making polite conversation R- for theme and gist  Describing people, places, objects, events G- Verb forms  Noun, verb, adjective and adverb  Three Days To See	Listening for themes and facts  Apologizing, interrupting, requesting and making polite conversation R- for theme and gist  Describing people, places, objects, events G- Verb forms  Noun, verb, adjective and adverb  To  08-12-2022

#### UNIT -III RISK MANAGEMENT:

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.

Developing the Leader Within You- John C. Maxwell

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

1	UMI - III KISK MANAGEMENT	-1	1 1
14.	for main points and sub-points for note taking		Lecture interspersed with
15.	Giving instructions and directions; Speaking of hypothetical situations R – Reading for details	FROM: 09-12-2022	
16.	note-making, information transfer, punctuation	The state of the s	discussions
17.	Present tense	To:	discussions
18.	Synonyms and antonyms	05-01-2022	
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	
21.	-Listening for specific details and information	
22.	Narrating, expressing opinions and telephone interactions R -Reading for specific details and information	From: 06-01-2023
23.	Writing formal letters and CVs G- Past and future tenses	То
24.	Vocabulary - idioms and Phrasal verbs	24-01-2023
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

TR 2: "Fnitome of Wisdom" Published by Manuthi Publications, Hyderabad

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

Signature of the Faculty

Signature of the HOD Topo

## TENTATIVE LESSON PLAN: IMB 1912

Section : I MBA I/I	: Business Mathematics and Statistics (Integ Date : 31-10-2022	Page No: 0	1 of 02
the state of the s	: 00 Prepared By : P. Naga Srinivasa Rao	aga Srinivasa Rao Approved By : HOD	tv : HOD
Tools: Black b	pard, PPTs	135653333	
No. of Periods	TOPIC	Date	Mode of Delivery
	SETS and FUNCTIONS.  cquaint the students with the basic knowless Mathematics D.C. Sancheti and V.K. K		chniques.
1.	Numbers, sequences and series.		-
2.	Arithmetic progression		
3.	Geometric progression		
4.	Harmonic progression		
5.	Sets, sub sets and functions.		100
6.	Venn diagram and its applications.	From	Lecture
7.	Operations on sets	31-10-2022	interspersed
8.	Cartesian product of sets	To	with
9.	Applications of functions,	15-11-2022	discussions
10.	Differentiation concept		
11.	Derivatives of a function.		
12	Company of Effective		
12.	Sum and difference		
13. UNIT -II CO2:: The	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the	Applications. basic knowledge of r	natrices and i
13. UNIT -II CO2:: The business app TB :: Busine No. of	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the	basic knowledge of r	Mode of
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K	basic knowledge of r	
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the plications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices – Introduction	basic knowledge of r	Mode of
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction  Types of matrices	basic knowledge of r	Mode of
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices – Introduction  Types of matrices  Operations on matrices	basic knowledge of r	Mode of
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix	basic knowledge of r	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16. 17.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction  Types of matrices  Operations on matrices  Adjoint of a matrix  Inverse of a matrix	basic knowledge of r	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16. 17. 18.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations.	Date  From 16-11-2022 To	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16. 17. 18. 19. 20.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction  Types of matrices  Operations on matrices  Adjoint of a matrix  Inverse of a matrix  Elementary row operations.  Problems	Date  From 16-11-2022	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16. 17. 18. 19. 20. 21.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction  Types of matrices  Operations on matrices  Adjoint of a matrix  Inverse of a matrix  Elementary row operations.  Problems  Cramer's method	Date  From 16-11-2022 To	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods  14. 15. 16. 17. 18. 19. 20. 21. 22.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K  TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems	Date  From 16-11-2022 To	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods 14. 15. 16. 17. 18. 19. 20. 21. 22. 23.	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems Matrix inverse method	Date  From 16-11-2022 To	Mode of Delivery
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods  14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. UNIT - III CO3: To gai	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems Matrix inverse method problems Introduction to Statistics.  n knowledge about basic statistical technic	Basic knowledge of recapoor  Date  From 16-11-2022 To 30-11-2022	Mode of Delivery  Lecture interspersed with discussions
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods  14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. UNIT - III CO3: To gai TB :: Statisti	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems Matrix inverse method problems Introduction to Statistics. In knowledge about basic statistical techniqual Methods S.P. Gupta	Prom 16-11-2022 To 30-11-2022 ues and its applications	Mode of Delivery  Lecture interspersed with discussions in business.
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods  14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. UNIT - III CO3: To gai TB :: Statisti No. of Perioc	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems Matrix inverse method problems Introduction to Statistics.  n knowledge about basic statistical techniqual Methods S.P. Gupta  Is TOPIC	Basic knowledge of recapoor  Date  From 16-11-2022 To 30-11-2022	Mode of Delivery  Lecture interspersed with discussions in business.
13. UNIT -II CO2:: The business app TB :: Busine No. of Periods  14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. UNIT - III CO3: To gai	Product and quotient  Matrices and Determinants with Business A acquaint the students with the with the blications.  ss Mathematics D.C. Sancheti and V.K. K TOPIC  Matrices - Introduction Types of matrices Operations on matrices Adjoint of a matrix Inverse of a matrix Elementary row operations. Problems Cramer's method Problems Matrix inverse method problems Introduction to Statistics. In knowledge about basic statistical techniqual Methods S.P. Gupta  Is TOPIC Mean	Prom 16-11-2022 To 30-11-2022 ues and its applications	Mode of Delivery  Lecture interspersed with discussions in business.

28.	problems	1	
29.	Standard Deviation		
30.	Problems	From	
31.	Meaning and definitions of statistics	01-12-2022	
32.	Scope and limitations of statistics	31-12-2022	Lecture
33.	Role of statistics	31-12-2022	interspersed with discussions
34.	Variance.		0.0000 1050000

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		- Deniety
36.	Definitions of probability		
37.	Additive law		Lecture
38.	Problems		interspersed with discussions
39.	Multiplicative law of probability		discussions
40.	Problems		
41.	Conditional law of probability	From	
42.	Problems	01-01-2023	
43.	Baye's theorem	To	
44.	Binomial distribution	31-01-2023	
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		Delivery
51.	Karl Pearson's correlation coefficient		
52.	Problems		
53.	Rank correlation		Lecture interspersed with discussions
54.	Problems	From	
55.	Lines of regression	01-02-2023	
56.	Problems	То	
57.	Regression coefficients	11-02-2023	
58.	Time series		
59.	Components of time series		
60.	Trend		
61.	Moving averages		
62,	Least squares method		

Signature of the Faculty

Signature of the HOD

## **TENTATIVE LESSON PLAN: IMB1913** FUNDAMENTALS OF BUSINESS ORGANISATION

Course Title: FUNDAMENTALS OF BUSINESS ORGANISATION(IMB1913)

Section: I (		Date: 31/10/2022	Page No: 01	of 02
Revision No		Prepared By: A. Althaf	Approved B	ly: HOD
Tools: Black	board, PPT			
No. of Periods		TOPIC	Date	Mode of Delivery
CO1: To a provide the	equaint tl em practio	ental Concepts he students with the Principles, functions a cal exposure giving stories of success/failur Business Organization and Management, Se	e businessmen.	nanagement ar
1.		action, Definition & concept of business		
2.		& Nature of business		
3.	Feature	es and functions of business	The state of the state of	Lecture
4.	Meanin	ng of industry and features	31/10/2022	interspersed
5.	Types	of industries	То	with
6.		of goods in industry	10/11/2022	discussions
7.		mic activity and non economic activities		
8.		classification, commerce		
9.	Relatio	on between trade, industry, commerce		
10.	Tutori	al		
	Charma	ig and introduction of entrepreneurs		
11.	Meanir	Shashi K.Gupta: Industrial Organization ag and introduction of entrepreneurs	and Managemen	t, Kaiyani
12.	Charac	teristics of entrepreneurs		
13.		of entrepreneurs		Lecture
14.		es of entrepreneurs	11/11/2022	interspersed
15.		ons of entrepreneurs	To	with
16.	Advant	ages and disadvantages of entrepreneurs	26/11/2022	discussions
17.		start enterprise		
18.	Source	s of finance in long term		
19.		s of finance in Short term		
20.	Tutori	al		
UNIT - III	**			
B: RK Sha 21.	equaint , joint sto rma and Busir	of organization the students with forms of business organization ck company and Hindu undivided family. Shashi K.Gupta: Industrial Organization these organization		
B: RK Sha 21. 22.	equaint , joint sto rma and Busir Form	the students with forms of business or ck company and Hindu undivided family. Shashi K.Gupta: Industrial Organization ness organization s of business organization		
21. 22. 23.	equaint , joint sto rma and Busir Form Sole	the students with forms of business or ck company and Hindu undivided family. Shashi K.Gupta: Industrial Organization ness organization s of business organization proprietorship		
21. 22. 23. 24.	equaint , joint sto rma and Busir Form Sole Partn	the students with forms of business or ck company and Hindu undivided family. Shashi K.Gupta: Industrial Organization sess organization of business organization proprietorship ership form	and Managemen	t, Kalyani
7B: RK Sha 21. 22. 23.	equaint , joint sto rma and Busin Form Sole Partn Joint	the students with forms of business or ck company and Hindu undivided family. Shashi K.Gupta: Industrial Organization ness organization s of business organization proprietorship		

03/01/2023

with

Hindu undivided family

27,	Factors influencing the choice of suitable form of organization	
28,	Kinds of partners	
29.	Tutorial	

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

Mode of Delivery
Lecture
interspersed with
discussions

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		
40.	Memorandum of Association		9 %
41.	Articles of Association	24/01/2023	Lecture
42.	Articles of Association contents	To	interspersed with
43.	Prospectus	10/02/2023	discussions
44.	Prospectus contents		Charles Charles
49	Statement of lieu of prospectus		

Signature of the Faculty

Signature of the HOD

TENTATIVE LESSON PLAN (IMB1914)

Section : 1Y IM	BA Date:	21-11-2022	Page No : 01 of 0:	2
Revision No: 00	Prepar	red By : Dr.M VEERA BADRA RAO	Approved By : H	
	k board, PPTs		The Marine	
No. of Periods		TOPIC	Date	Mode of Delivery
	s understood ab	iting: out basics of accounting g for Management by Prasanna Chandra		•
1.	Objectives		FROM	1
2.	significance an	d process		Lecture
3.	Accounting co		21-11-2022	intersperse
4.	conventions		то	with
5.	Accounting cy	cle	2-12-2022	discussion
6. 7.	Transations Ledger		FROM	Lecture
8.	Trailbalance		03-12-2022	123/17/19/19
9.	Accounting Cy	cle	- 70	with
10			1111	
10.	Accounting Eq		то	
UNIT - III Sub CO3; Able to kno	w about basic o	f ledger posting	23-12-2022	discussion
UNIT - III Sub CO3; Able to kno	BRS sidiary Books w about basic o	f ledger posting for Management by Prasanna Chandra	The same of the same of	
UNIT - III Sub CO3; Able to kno TB :: Basic Finar	BRS sidiary Books w about basic o cial Accounting	f ledger posting for Management by Prasanna Chandra	The same of the same of	111111111111111111111111111111111111111
UNIT - III Sub CO3; Able to kno TB :: Basic Finar	BRS sidiary Books w about basic o cial Accounting Subsidiary Bo	f ledger posting for Management by Prasanna Chandra	23-12-2022	discussion
UNIT - III Sub CO3; Able to kno TB :: Basic Finar	BRS sidiary Books w about basic o cial Accounting Subsidiary Bo Purchases Bo	f ledger posting for Management by Prasanna Chandra poks	23-12-2022 FROM	Lecture
UNIT - III Sub CO3; Able to kno TB :: Basic Finar	BRS sidiary Books w about basic o cial Accounting Subsidiary Bo Purchases Bo Sales Book	f ledger posting for Management by Prasanna Chandra boks ok	23-12-2022	Lecture intersperse with
UNIT - III Sub CO3; Able to kno TB :: Basic Finar 12 13 14	BRS sidiary Books w about basic o cial Accounting Subsidiary Bo Purchases Bo Sales Book Purchade Ret	f ledger posting for Management by Prasanna Chandra boks ok urns Book Book	23-12-2022 FROM	Lecture intersperse with
11. UNIT - III Sub CO3; Able to kno TB :: Basic Finar 12 13 14 15	BRS sidiary Books w about basic of cial Accounting Subsidiary Bo Purchases Bo Sales Book Purchade Ret Sales Returns	f ledger posting for Management by Prasanna Chandra boks ok urns Book Book ble Book	FROM 24-12-2022	Lecture
11. UNIT - III Sub CO3; Able to kno TB :: Basic Finar 12 13 14 15	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival	f ledger posting for Management by Prasanna Chandra boks ok urns Book Book ble Book Book	FROM 24-12-2022 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to kno TB :: Basic Finar 12 13 14 15 16 17 18	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Proportion	f ledger posting for Management by Prasanna Chandra boks ok urns Book Book ble Book Book	FROM 24-12-2022 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to know TB :: Basic Finar 12 13 14 15 16 17 18 19 20 UNIT - IV Finar CO4; Able to know CO4; Able to know the control of the con	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Prope Cash Book Accounts w about basic of	f ledger posting for Management by Prasanna Chandra boks ok  urns Book Book ble Book Book er Book	FROM 24-12-2022 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to know TB :: Basic Finar 12 13 14 15 16 17 18 19 20 UNIT - IV Finar CO4; Able to know CO4; Able to know the control of the con	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Prope Cash Book Accounts w about basic of	f ledger posting for Management by Prasanna Chandra boks ok  urns Book Book ble Book Book er Book fledger posting for Management by Prasanna Chandra	FROM 24-12-2022 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to know TB :: Basic Finan 12 13 14 15 16 17 18 19 20 UNIT - IV Finan CO4; Able to know TB :: Basic Finan TB :: Basic Finan 17 18 19 19 10 10 10 10 10 10 10 10 10 10 10 10 10	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Proportion Cash Book Accounts w about basic of ial Accounting	f ledger posting for Management by Prasanna Chandra boks ok  urns Book Book ble Book Book er Book fledger posting for Management by Prasanna Chandra	FROM 24-12-2022 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to knot CO3; Able to knot TB :: Basic Finar 12 13 14 15 16 17 18 19 20 UNIT - IV Finar CO4; Able to knot TB :: Basic Finan 21	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Proport Cash Book Accounts w about basic of ial Accounting Final Account	f ledger posting for Management by Prasanna Chandra books ok  urns Book Book ble Book er Book f ledger posting for Management by Prasanna Chandra s	FROM 24-12-2022 TO 12-01-2023	Lecture intersperse with
11. UNIT - III Sub CO3; Able to know TB :: Basic Finan 12 13 14 15 16 17 18 19 20 UNIT - IV Finan CO4; Able to know TB :: Basic Finan 21 22 23	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Proport Cash Book Accounts w about basic of ial Accounting Final Account Trail Balance Trading Account	f ledger posting for Management by Prasanna Chandra boks ok  urns Book Book ble Book er Book fledger posting for Management by Prasanna Chandra s	FROM 24-12-2022 TO 12-01-2023 FROM 13-1-2023	Lecture intersperse with
11. UNIT - III Sub CO3; Able to knot CO3; Able to knot TB :: Basic Finar 12 13 14 15 16 17 18 19 20 UNIT - IV Finar CO4; Able to knot TB :: Basic Finan 21 22 23 24	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Book Purchade Ret Sales Returns Bills Receival Bills Payable General Propo Cash Book Accounts w about basic of cial Accounting Final Account Trail Balance Trading Account Profit and Los	f ledger posting for Management by Prasanna Chandra books ok  urns Book Book ble Book er Book for Management by Prasanna Chandra s ant s Account	FROM 24-12-2022 TO 12-01-2023 FROM 13-1-2023 TO	Lecture intersperse with
11. UNIT - III Sub CO3; Able to know TB :: Basic Finan 12 13 14 15 16 17 18 19 20 UNIT - IV Finan CO4; Able to know TB :: Basic Finan 21 22 23	BRS sidiary Books w about basic of cial Accounting Subsidiary Book Purchases Book Purchade Ret Sales Returns Bills Receival Bills Payable General Proport Cash Book Accounts w about basic of ial Accounting Final Account Trail Balance Trading Account	f ledger posting for Management by Prasanna Chandra boks ok  urns Book Book ble Book Book er Book for Management by Prasanna Chandra s ant s Account	FROM 24-12-2022 TO 12-01-2023 FROM 13-1-2023	Lecture intersperse with

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		
26	Current Ratios	FROM	
27	Fixed Asset Turnover Ratios	1-2-2023	Lecture
28	Stock Turnover Ratios		interspersd with
29	Capital Gearing Ratios	TO 11-2-2023	discussions

Signature of the Faculty 2/1/2

Signature of the HOD 11/22

## TENTATIVE LESSON PLAN FUNDAMENTALS OF COMPUTERS

Section: I MBA I YEAR I SEM		Date: 21-11-2022	Page No: 01	of 02
Revision No	COT has T. A. Commission of the Commission of th	Prepared By: N.SAFALYA	Approved By: HOD	
Tools: Black b	board, PPT			
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT -I		DUCTION TO COMPUTERS se students with computers and its fundament	ale.	/
		hinston B., —Frontiers of E-Commercel, Pearson Educati		iew Delhi
1.		of Computers		
2.	The second second	re devices & Hardware devices		
3.		devices & Memory		
4.		ection to Software		
5.		Software	581000000000000000000000000000000000000	100000000
6.		tion Software	21-11-2022	PPTs
7.		lers, Interpreter, Assemblers.	To	
8.		ter Languages	06-12-2022	
9.		tion of languages		
10.	Decima	al Conversions		
11.	Types o	of Internet Connections		
12.	Hardwa	are & Software Requirements		
13. UNIT –II	Tutori: OPERA	al TING SYSTEMS		
13. UNIT –II CO2: To Un FB: Ravi Kalı	OPERA derstand	TING SYSTEMS about present day Advancements in Operati	ng Systems. on,Reprint 2009 N	ew Delhi
13. UNIT -II CO2: To Un FB: Ravi Kalı 14.	OPERA derstand akotta & Wi	TING SYSTEMS about present day Advancements in Operation B., —Frontiers of E-Commercel, Pearson Education To OS	ng Systems. on,Reprint 2009 N	ew Delhi
13. UNIT -II CO2: To Un IB: Ravi Kalı 14. 15.	OPERA derstand akotta & Wi Introdu OS Mas	TING SYSTEMS about present day Advancements in Operation about present day Advancements in Operation and Education To OS magement Tasks	on,Reprint 2009 N	ew Delhi
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16.	OPERA derstand akotta & Wi Introdu OS Mar Function	TING SYSTEMS about present day Advancements in Operation B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks	on,Reprint 2009 N 09-12-2022	50000000
13. UNIT -II CO2: To Un TB: Ravi Kalı 14. 15. 16.	OPERA  derstand  kotta & Wi  Introdu  OS Mai  Function  Unix fe	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS nagement Tasks of OS atures, basic	on,Reprint 2009 N 09-12-2022 To	ew Delhi PPTs
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16.	OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic	on,Reprint 2009 N 09-12-2022	60000045
13. UNIT -II CO2: To Un TB: Ravi Kalı 14. 15. 16.	OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s, Commands, Practice Session	on,Reprint 2009 N 09-12-2022 To	50000000
13. UNIT -II CO2: To Un TB: Ravi Kalı 14. 15. 16. 17.	OPERA  akotta & Wi  Introdu  OS Mas  Function  Unix fe  Basic Co  Tutorial  Tutoria	TING SYSTEMS about present day Advancements in Operation and Toology and Toolo	on,Reprint 2009 N 09-12-2022 To	60000045
13. UNIT -II CO2: To Un TB: Ravi Kalı 14. 15. 16. 17. 18. UNIT - III CO3: To Un	OPERA derstand akotta & Wi Introdu OS Mai Function Unix fe Basic Co Tutorial Tutorial	TING SYSTEMS about present day Advancements in Operation about present day Advancements in Operation about present day Advancements in Operation and Toology and T	09-12-2022 To 16-12-2022	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala	Tutoria OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutorial	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s, Commands, Practice Session al APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education	09-12-2022 To 16-12-2022	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period	OPERA derstand akotta & Wi Introdu OS Mai Function Unix fe Basic Co Tutorial Tutorial aderstand	TING SYSTEMS about present day Advancements in Operation about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s., Commands, Practice Session of APPLICATION SOFTWARE and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC	09-12-2022 To 16-12-2022	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period	Tutoria OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutoria  derstand kotta & Wh ds Form	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic commands s, Commands, Practice Session al APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC atting Text and Documents	09-12-2022 To 16-12-2022 S-WORD, MS-	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period	Tutoria OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutoria  derstand kotta & Wh ds Form	TING SYSTEMS about present day Advancements in Operation about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s., Commands, Practice Session of APPLICATION SOFTWARE and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC	09-12-2022 To 16-12-2022 S-WORD, MS-	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period	Tutoris OPERA nderstand nkotta & Wi Introdu OS Mas Function Unix fe Basic Co Tutorial Tutoria  derstand kotta & Wh ds Form	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic commands s, Commands, Practice Session al APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC atting Text and Documents	09-12-2022 To 16-12-2022 S-WORD, MS-	PPTs POWERPO w Delhi Mode of Delivery
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period	Tutoria OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutoria  derstand kotta & Wh ds Form Introd MS-E	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s, Commands, Practice Session of APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC atting Text and Documents function to mail merge& macros	on,Reprint 2009 N 09-12-2022 To 16-12-2022 S-WORD, MS- on,Reprint 2009 No	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18.  UNIT - III CO3: To Un TB: Ravi Kala No. of Period 19. 20. 21.	Tutoria OPERA nderstand nkotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutoria Tutoria  Introdu Kotta & Wh ds Form Introd MS-E Rearn	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS attures, basic ommands s, Commands, Practice Session of APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC atting Text and Documents function to mail merge& macros EXCEL — Introduction to basics anging Worksheets	09-12-2022 To 16-12-2022 S-WORD, MS- on,Reprint 2009 No DATE	PPTs POWERPO
13. UNIT -II CO2: To Un TB: Ravi Kala 14. 15. 16. 17. 18. UNIT - III CO3: To Un TB: Ravi Kala No. of Period 19. 20. 21. 22.	Tutoria OPERA derstand akotta & Wi Introdu OS Mar Function Unix fe Basic Co Tutorial Tutoria  Tutoria  Aderstand kotta & Wh ds  Form Introd MS-E Rearr Work	TING SYSTEMS about present day Advancements in Operation inston B., —Frontiers of E-Commercel, Pearson Education To OS magement Tasks of OS atures, basic ommands s, Commands, Practice Session al APPLICATION SOFTWARE I and practice MS-OFFICE: MS-EXCEL, MS inston B., —Frontiers of E-Commercel, Pearson Education TOPIC atting Text and Documents fluction to mail merge& macros EXCEL – Introduction to basics	09-12-2022 To 16-12-2022 S-WORD, MS- on,Reprint 2009 No DATE	PPTs POWERPO w Delhi Mode of Delivery

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

#### 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.4thEd 2009 Pearson New Delhi.

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

#### 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	10043.74	DATE	Mode of Delivery
38.	Mobile and Wireless Computing fundamentals		
39.	Mobile Computing fundamentals		
40.	Mobile Computing Frameworks	01-02-2023	
41.	Wireless Technology	То	PPTs
42.	Switching methods	13-02-2023	IFIS
43.	Mobile Information access device		
44.	Mobile Computing Applications		
45.	Tutorials		

Signature of the faculty

8 Gent 21/11/22 Signature of the HOD

### TENTATIVE LESSON PLAN:19IM301

THE RESERVE OF THE PARTY OF THE	AND DESCRIPTION OF THE PERSON NAMED IN	LES OF MANAGEMENT		404
Section: IM	Secretary Control Color Section Control Color Section Color	Date: 12-09-2022	Page No: 01 of 02	
Revision No	o: 00	Prepared By:SRINIVAS, V	Approved By:	HOD
Tools: PPTs S.No		TOPIC	Date	Mode of
			1	Delivery
UNIT -I		HISTORY OF MANAGEMENT		
of managen TB: K.Asw	nent.	concepts of Management. To und Organisational Behaviour-Text, Ca Delhi.2008		esterni addini dalikari
1,2	Classical Ti	- Control of the Cont		7
3,4	Scientific N		100	1 - 3
5,6,7	Administrat	The state of the s	From:	Lecture
8,9,10	Behavioral	to the transfer of the transfe	12-09-2022	intersperse
11	Managemen	The state of the s		with
12	Integrative	CONTRACTOR	To:	discussion
13,14	Systems Th		30-09-2022	-partition Cape Ca
15,16	Socio techn	The state of the s	- Company Control	
17	Contingenc	nia manifesta de la companya del companya de la companya del companya de la compa		PAGE TEL
18	Comparing	and the same of th	-	
control the TB:K.Aswa	iderstand the line and staf thappa —	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text,	cur in organization	n in order to
CO2: To un control the TB:K.Aswa Publishing	derstand the line and staf thappa — House, New	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi, 2008.	cur in organization	n in order to
CO2: To un control the TB:K.Aswa Publishing	derstand the line and staff thappa — House, New Creative Pro	REATIVE PROBLEM SOLVING concept of organizing that can occur f structure.  Organisational Behaviour-Text, Delhi, 2008.	cur in organization	n in order to
CO2: To un control the TB:K.Aswa Publishing 19 20	derstand the line and staf thappa — House, New Creative Pro Problem So	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making	cur in organization	n in order to
CO2: To un control the TB:K.Aswa Publishing 19 20 21	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and	REATIVE PROBLEM SOLVING concept of organizing that can occur for structure.  Organisational Behaviour-Text, Delhi,2008.  Oblem Solving Iving and Decision Making I Define the Problem or Opportunity	Cases and Game	n in order to
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and	REATIVE PROBLEM SOLVING concept of organizing that can occ structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity wes and Criteria	cur in organization	esl, Himalay
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cr	REATIVE PROBLEM SOLVING c concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives	Cases and Game	esl, Himalay
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr	REATIVE PROBLEM SOLVING concept of organizing that can occ structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives cernatives and Select Most Feasible	Cases and Game From: 01-10-2022 To:	Lecture intersperses
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples	REATIVE PROBLEM SOLVING c concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. blem Solving lving and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives ternatives and Select Most Feasible ment the Decision and Control	Cases and Game	Lecture interspersed with
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives ernatives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model	From: 01-10-2022 To: 27-10-2022	Lecture interspersed with
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples Vroom's Pa	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION	From: 01-10-2022 To: 27-10-2022	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the ba	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model RISTRATEGIC AND OPERATION sic differences between Individual	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the ba	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text,	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the ba	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model RISTRATEGIC AND OPERATION sic differences between Individual	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the ba	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model RISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the bases wathappa Strategic a Developin Analyzing	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objectiv Generate Cr Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the basswathappa Strategic a Developin	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A	derstand the line and staff thappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the bases wathappa Strategic a Developin Analyzing	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment jectives	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions Himalaya
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A	derstand the line and staff othappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the bases and Developin Analyzing Setting Ob Corporate Business S	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model RISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment opectives Strategies Strategies	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions Himalaya
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A 27 28 29 30 31,31 32 33	derstand the line and staff othappa — House, New Creative Pro Problem So Classify and Set Objective Generate Cre Analyze Alt Plan, Imples Vroom's Pa UNIT - II study the bases and Setting Objecting Objecting Objecting Objecting Objecting Objections Corporate Business S Operations	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model ISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment spectives Strategies strategies I Planning	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games	Lecture interspersed with discussions Himalaya
CO2: To un control the TB:K.Aswa Publishing 19 20 21 22 23 24 25 26 CO3: To TB: K.A 27 28 29 30 31,31 32	derstand the line and staff thappa — House, New   Creative Pro   Problem So   Classify and   Set Objective Generate Creative Analyze Alt   Plan, Implem Vroom's Pa   UNIT - II   Study the base   Strategic a   Developin   Analyzing   Setting Ob   Corporate   Business S   Operations   Strategic a   Strategic a   Corporate   Business S   Operations   Strategic a   Strategic a   Corporate   Corporate   Business S   Operations   Strategic a   Corporate   Corporate   Corporate   Corporate   Corporate   Corporate   Corporate   Corporate   Corporate   Corporations   Corporate   Corporations   Corporate   Corporate   Corporate   Corporations   Corporations   Corporate   Corporate	REATIVE PROBLEM SOLVING concept of organizing that can oct structure. Organisational Behaviour-Text, Delhi,2008. Oblem Solving living and Decision Making Define the Problem or Opportunity res and Criteria reative and Innovative Alternatives rematives and Select Most Feasible ment the Decision and Control rticipative Decision Making Model RISTRATEGIC AND OPERATION sic differences between Individual — Organisational Behaviour-Text, Publishing House, New Delhi,2 and operational planning g the Mission the Environment opectives Strategies Strategies	From: 01-10-2022 To: 27-10-2022 NAL PLANNING roles and organiza Cases and Games 2008  From: 28-10-2022	Lecture interspersed with discussions Himalaya  Lecture interspersed with discussions Himalaya

39	Time Management		A Francis
CO4: To stu Processes in TB: K.Aswa	ORGANIZING AND DELEGATING WORK ody the motivation and job performance. To under Work Groups in Management. othappa — OrganisationalBehaviour-Text, Cases House, New Delhi, 2008		
40	Organizing and delegating work	150 mm	
41	Principles of Organizing		TOTAL STREET
42	Authority		133395
43	Organizational Design	From:	A STATE OF
44	Job Design, Organizing Yourself and Delegating	23-11-2022	1 P. E. E. E. S. F. F. F. S. F.
45	Relation between Authority, Power, and Influence	23-11-2022	Lecture
46	Leadership and Trait Theory	To:	interspersed
47	Behavioral Leadership Theories	13-12-2022	with
48	Situational Approaches to Leadership	13-12-2022	discussions
49,50	Handling Complaints.		

## UNIT-V COMMUNICATION AND CONTROLLING

CO5: To study the organisational conflict and Conflict Resolution problem solving Techniques as well as Creating an Ethical Organization

TB: K.Aswathappa — OrganisationalBehaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi, 2008

51	Communication and controlling		
52	Organizational Communication and Information Technology		
53	Interpersonal Communication Process		1200
54	Communication Barriers	From:	Lecture
55	Message Transmission Channels	14-12-2022	interspersed
56	Organizational and Functional Area Control Systems	CONTRACTOR OF THE	with
57	Establishing Control Systems.	To: 01-01-2023	discussions
58	Interpersonal Communication Process	01-01-2023	

Signature of Faculty

Signature of HOD 19/2022

#### TENTATIVE LESSON PLAN (IMB1932)

Course Title: COST A	CCOUNTING (IMB1932)	
Section : 2Y IMBA	Date: 01/11/2 -	Page No : 01 of 02
Revision No: 00	Prepared By : Dr.M.VEERA BADRA RAO	Approved By : HOD

Tools	1	Black	board.	PPT	
			treate the		

No. of Per	TOPIC	Date	Mode of
UNIT-I	Introduction to Cost accounting		Delivery

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		Lecture interspersed with discussions
2.	Role of accounting	-	
3.	information in planning and control	From:	
4.	cost concepts and managerial use of classification of costs	To:15/11/25	
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		
7.	allocation and apportionment of overheads,		
8.	calculation of machine hour rate and labour hour rate		Lecture interspersed with discussions
9.	Unit costing, job costing	From:	
10.	Cost sheet and tender and process costing and their variants	16/11/22	
11.	treatment of normal losses and abnormal losses	To:8//12/2Ł	
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		Lecture interspersed with discussions
14	Income determinants under marginal cost	From: 9/12/21 To:31/12/21	
	Absorption Cost Vo Mania 10		
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,

17	concept of cost-volume-profit relationship-Profit Planning		
18	make or buy decision- Selection of suitable product mix- desired level of Profits	From: 3/1/2 <b>2</b>	Lecture interspersed with discussions
19	Determination of Break even point, Break-even-graph and assumptions of BEP	To:21/1/23	
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: 24/1/2 <b>2</b> To:10/2/2 <b>3</b>	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		

Signature of the Faculty 1/1/22

B. Crew 1/11/24 Signature of the HOD

## TENTATIVE LESSON PLAN

Course Title: Bank	ing Theory and Practice	
Section : IMBAII/I	Date: 15/09/2022	Page Vo - 01 - 602
Revision No: 00	Prepared By : A. Althaf	Page No: 01 of 02
Tools : Black board, PP	Ts	Approved By : HOD

Tools : Black board, PPTs		Approved By : HOD	
No. of	TOPIC	Date	No.
Periods UNIT -I	COMMERCIAL BANKING - FUNCTIONS O	ECCEMAN S	Mode of Delivery
	oncept of commercial banking and primary and seconekhar, Lakshmy Shekhar, "Banking Theory and	Practice," Vikas P	ommercial band ublishing, 201.
1.	Primary functions of commercial banks		Lecture interspersed with discussions
2.	Secondary functions of commercial banks	16-09-2022	
3.	Creation of credit	to	
4.	Limitations on the credit	23-09-2022	
5.	Investment policy of commercial banks	23-09-2022	
UNIT -II N	IONEY 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		Lecture
7	Components of money market		
8	Importance of money market	24-09-2022	
9	Features of money market	То	
10	The Indian money market		
11	Indian banking system	27-10-2022	
12	Reserve bank of India		
NIT - III	RANKING DECLIL ATTON A CONT		

## 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		
13	Banking regulation act 1949	Date	Mode of Delivery Lecture interspersed with discussions
14	Provisions on capital liquidity	-	
15	Powers assigned to reserve bank of India	28-10-2022	
16	Nationalization of banks in India		
17	Nationalization of banks in India and its objectives	то	
18	Banking sector reforms	19-11-2022	
19	Nonperforming Assets		
20	Banking ombudsman		
UNIT-IV IN	NOVATIONS IN RANKING SERVICES		

## UNIT - IV INNOVATIONS IN BANKING SERVICES

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

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

TOPIC	, Vikas Publishi	ng, 2013.
TOPIC	Date	Mode of
Innovative banking and social banking		Delivery
Lead bank scheme and village adoption sehama	21-11-2022	• 0000000000
Differential interest rate scheme	TO 20-12-2022	Lecture interspersed
	Innovative banking and social banking Lead bank scheme and village adoption scheme	Innovative banking and social banking Lead bank scheme and village adoption scheme

Hi-tech banking and financial services	with
Venture capital financing	discussions
Housing financing	
Hire purchase	
	Housing financing

## UNIT - V FOREIGN EXCHANGE

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

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

No. of Periods	The state of the s	VIKAS PUDIISD	ing, 2013.
	Toric	Date	Mode of
28	Foreign exchange market		Delivery
29	Rate of exchange		Lecture
30	Exchange rate mechanisms	21-12-2022	interspersed
31	General relationship between banker and customer		with
32	Special features of the banker	то	discussions
33	Customer relationship	31-12-2022	
34	Rights of a customer to charge a bank under the consumer protection act.		

Signature of the Faculty

ture of the Faculty
Signature of the HOI

## TENTATIVE LESSON PLAN:IMB1934 BUSINESS LAW

Section:	IMBA II/I	Date: 19/09/2022	Page No: 01 o	of 02
Revision	No: 00	Prepared By: T. SOWJANYA	Approved By	
Tools: B	lack board, l	PPTs		
No. of Periods	W.	TOPIC	Date	Mode of Delivery
UNIT -I CO1: De		ANCE OF COMMERCIAL LAW: different relationship that could be created to	under the law of	agency.
1.	The India	n Contracts Act 1872, Nature of the Act		
2.	Classifica	ation of Contracts		
3.		s of a Valid Contract		
4.	Offer			190,000
5.	Acceptan	ce	From:	Lecture
6.	Capacity		19/09/2022	interspersed
7.	Considera	ntion	To:	
8.	Free cons			discussions
9.	Legality o	of Object		200
10.		nce of a Contract		
11.	Control of the last of the las	of a Contract		
12.		a Contract		
13.	Remedies	of Breach of a Contract	Street Se	
14.	Tutorial	sure from a result of the second		
UNIT -	II SALI	OF GOODS ACT:		
CO2: E	Explain abo	ut Sale of Goods Act.		
15.	Introducti		7-17-17-1	
16.	Distinctio	n between Sales and Agreement to Sell		Lecture
17.	Condition	s and Warranties	From:	interspersed
18.		ice of Contract of Sale	19/10/2022	with
19.		f Ownership	To:	discussions
20.	Rights of	an Unpaid Seller	09/11/2022	discussions
21.	Tutorial		03/11/2022	
JNIT – CO3: D	III FORN	IS OF BUSINESS ORGANIZATION: Forms of Business Organization		
22.		of Sole Trader		19/2011
23.	Meaning a	and Features of Partnership		
24.	Registratio			

25.	Types of Partners		1 1 1 1 1 1 1 1
26.	Partnership Deed	From:	
27.	Duties and Rights of Partners	10/11/2022	2 Lecture
28.	Nature and Types of Companies	To:	interspersed
29.	Formation of a Company	29/11/2022	
30.	Memorandum of Association		discussions
31.	Articles of Association and their Dissolution.	7 1 1 1 1 1 1	
32.	Tutorial		
CO4:	- IV A) CONSUMER PROTECTION ACT, 19 B) CONTRACT OF AGENCY: Compare Consumer Protection Act,1986 and C		ency.
33.	Introduction to Act		1
34.	Consumer Right	-	
35.	Machinery for Redressal of Consumer Grievances		
36.	Information Technology Act 2000.	1 17 15	Lecture
37.	Meaning and Nature of Agency	From:	
38.	Kinds of Agents	30/11/2022	
39.	Creation of Agency	To:	interspersed with
40.	Duties and Rights of Principal	15/12/2022	
41.	Duties and Rights of Agents Principal's Liability for the Acts of the Agent	THE PERSON NAMED IN COLUMN TWO IS NOT THE OWNER.	discussions
42.	Personal Liability of Agent		
43.	Termination of Agency		
44.	Tutorial		or Silver
oc. K	NEGOTIABLE INSTRUMENTS ACT, 1881: esearch Negotiable Instruments Act, 1881		
	Characteristics of Negotiable Instruments		
45.	- Settable first unlents		70000
	Kinds of a Negotiable Instrument		
45. 46. 47.	Kinds of a Negotiable Instrument Endorsement	From:	Lecture
46.	Kinds of a Negotiable Instrument	From: 16/12/2022 To:	Lecture interspersed with

M. Sosjanya 19/09/22

Signature of the Faculty

B. Geerf 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
	ENTREPRENUERSHIP describe the meaning and concepts of entreprenamental amachandran :"Entreprenuership Developme		
1	Importance and growth, characteristics and qualities	1	1 2 6 7 6 7
2	Role of entrepreneurship, ethics and social responsibilities	From:	Lecture
3	Women entrepreneurship, role, importance, problems	16/09/2022 To:	interspersed with discussions in online
4	Corporate entrepreneurship	12/10/2022	Viiiii
5	Mobility of entrepreneur		Service N
6	Entrepreneurial motivation		

#### UNIT-II TRAINING

11

CO2: To explain the importance of training in Entreprenuership development.

TB:: K.Ramachandran: "Entreprenuership Development", TMH, New Delhi, 2012

7	Designing appropriate training program to inculcate entrepreneurial spirit		
8	Training for new and existing entrepreneurs	From: 13/10/2022	
9	Feedback and performance of trainees, creativity and entrepreneurship	To: 01/11/2022	Lecture interspersed with
10	Sources and methods of ideas and planning and development program E-business ventures	01/11/2022	discussions in online

# UNIT - HI PLANNING AND EVALUATION OF PROJECTS CO3:: To distinguish between planning and evaluation of projects.

New venture management, emerging trends

TB:: K.Ran	nachandran :"Entreprenuership Development"	TMH, New Del	hi,2012
12	Growth of the firm, project identification and selection		Lecture
13	Factors inducing growth, project feasibility study	From: 02/11/2022	interspersed with
14	Post planning of project	Decision and the	online
15	Project planning and control	To: 03/12/2022	
16	MSME importance, definitions policies and their support to MSME	035,127,732,6	m,2012
CO4 :: To c	ompare and contrast Small and Micro Enterpri	ses.	
16	MSME importance, definitions policies and		
	their support to MSME	From:	
17	Growth and growth strategies	06/12/2022	Lecture
18	Sickness in small business and remedies	To:	interspersed with
19	Small entrepreneurs in international business	13/12/2022	discussions in online
TB:: K.Ran	INSTITUTIONAL SUPPORT TO ENTREPRE search on Institutional Support to Entrepreneur achandran: "Entreprenuership Development",	and MSMEs.	AND DESCRIPTION OF THE PARTY OF
20	Role of government, role of IDBI, NIESBUD, SISI, DIC	DEFE	19707
21	Role of financial institutions, commercial banks	From: 14/12/2022	Lecture interspersed with
22	Role of entrepreneurial development institutes,	To: 30/12/2022	discussions in online
23	Role of universities and other educational institutions in offering entrepreneurial development program		

Signature of the Faculty

Signature of the HoD

## TENTATIVE LESSON PLAN: (191M501)

		CIAL MANAGEMENT - 19IM501		
	MBA III/I	Date : 25-07-2022	Page No: 0	
Revision No Tools : Black		Prepared By : B.CHINNI	Approved I	By : HOD
No. of	board	TOPIC	Date	Mode of
Periods	Land	Torre	Date	Delivery
UNIT-I	FINANCI	AL MANAGEMENT		- Leavery
CO1: To ac	quaint the st	udent with basic knowledge of finance, fi	inancial manageme	nt and its natu
		MADANA MOHAN FIANCIAL MANAGEME		
1.	UNIT -I		NI HPH, NEW DELH	1, 2013.
2.	manufacture and the second sec	FINANCIAL MANAGEMENT on to financial management		
3.	Nature an	d scope of financial management	From: 25-07-2022	
4.	Functions	of financial management	25-07-2022	Lecture
5.	Goals of F		To:	intersperse
6.		isions of financial manager	16-08-2022	with
			10.00-2022	discussion
7. UNIT -II	New role o	of FM in contemporary scenario		01364331011
ΓΒ: Ρ.ΥΙΙΑΥ	leverage. KUMAR, M.N	MADANA MOHAN FIANCIAL MANAGEMEN		
	leverage.  KUMAR, M.N  UNIT -II	MADANA MOHAN FIANCIAL MANAGEMEN FINANCING DECISION		
<b>TB:</b> P.VIJAY 8. 9. 10.	KUMAR, M.M. UNIT -II Introduction	FINANCING DECISION on to financing decision finance		
8. 9. 10.	KUMAR, M.N UNIT -II Introductio	MADANA MOHAN FIANCIAL MANAGEMEN FINANCING DECISION on to financing decision f finance n to cost of capital	NT HPH, NEW DELH	
8. 9. 10. 11. 12.	KUMAR, M.N UNIT -II Introductio	FINANCING DECISION on to financing decision finance	From: 17-08-2022	1,2013 Lecture
8. 9. 10.	KUMAR, M.N UNIT -II Introductio Sources of Introductio Problems	MADANA MOHAN FIANCIAL MANAGEMEN FINANCING DECISION on to financing decision f finance n to cost of capital	From: 17-08-2022	Lecture intersperse with
8. 9. 10. 11. 12.	KUMAR, M.N UNIT -II Introductio Sources of Introductio Problems	MADANA MOHAN FIANCIAL MANAGEMEN FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings	From: 17-08-2022	Lecture intersperse with
8. 9. 10. 11. 12.	KUMAR, M.N UNIT -II Introductio Sources of Introductio Problems of Problems of	MADANA MOHAN FIANCIAL MANAGEMEN FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings	From: 17-08-2022	Lecture intersperse with
8. 9. 10. 11. 12. 13. 14.	KUMAR, M.N  UNIT -II  Introduction  Sources of Introduction  Problems of Probl	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC	From: 17-08-2022	Lecture intersperse with
8. 9. 10. 11. 12. 13. 14. 15.	KUMAR, M.N  UNIT -II  Introductio  Sources of Introductio  Problems of Problems of Problems of Problems of Problems of	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages	From: 17-08-2022	Lecture
8. 9. 10. 11. 12. 13. 14. 15. 16. 17.	KUMAR, M.N.  UNIT -II  Introductio  Sources of Introductio  Problems of	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC	From: 17-08-2022	Lecture intersperse with
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT – III	KUMAR, M.N  UNIT -II  Introductio Sources of Introductio Problems of	MADANA MOHAN FIANCIAL MANAGEMEN  FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION	From: 17-08-2022 To: 07-09-2022	Lecture intersperse with discussion
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT – III	KUMAR, M.N  UNIT -II  Introductio Sources of Introductio Problems of Roblems of	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC	From: 17-08-2022 To: 07-09-2022	Lecture intersperse with discussion
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT – III	RUMAR, M.M.  UNIT -II  Introduction Sources of Introduction Problems of INVESTM knowledge appraisal.	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION e about Time value of money calcul	From: 17-08-2022 To: 07-09-2022	Lecture intersperse with discussions
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT - III	RUMAR, M.M.  UNIT -II  Introduction  Sources of Introduction  Problems of INVESTM in knowledge appraisal.  KUMAR, M.M.	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC TENT DECISION e about Time value of money calcul	From: 17-08-2022 To: 07-09-2022	Lecture intersperse with discussion
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT – III	RUMAR, M.M.  UNIT -II Introduction Sources of Introduction Problems of INVESTM knowledge appraisal.  KUMAR, M.M.  UNIT I' CONCE	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST	From: 17-08-2022 To: 07-09-2022	Lecture intersperse with discussion
8. 9. 10. 11. 12. 13. 14. 15. 16. 17.  INIT – III CO3: Gain nvestment B: P.VIJAY 18.	RUMAR, M.M.  UNIT -II  Introduction  Sources of Introduction  Problems of INVESTM in knowledge appraisal.  KUMAR, M.M.  UNIT I'  CONCE	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost	From: 17-08-2022 To: 07-09-2022 ation methods and T HPH, NEW DELHI From:	Lecture intersperse with discussion
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. JNIT – III 203: Gain nvestment "B: P.VIJAY 18.	RUMAR, M.M.  UNIT -II Introduction Sources of Introduction Problems of INVESTM in knowledge appraisal.  KUMAR, M.M.  UNIT I' CONCE	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC TENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost tion of costs	From: 17-08-2022 To: 07-09-2022 ation methods and	Lecture intersperse with discussion discussion Lecture
8. 9. 10. 11. 12. 13. 14. 15. 16. 17.  JNIT – III CO3: Gain nvestment B: P.VIJAY 18.  19. 20. 21.	RUMAR, M.M.  UNIT -II  Introduction  Sources of Introduction  Problems of INVESTM of Knowledge appraisal.  KUMAR, M.M.  UNIT I'  CONCE Meaning Classificate Element	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost tion of costs s of costs	From: 17-08-2022 To: 07-09-2022 ation methods and T HPH, NEW DELHI From: 08-09-2022	Lecture intersperse with discussion discussion Lecture interspersed
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. JNIT – III CO3: Gain nvestment TB: P.VIJAY 18.  19. 20. 21. 22.	RUMAR, M.M.  UNIT -II Introduction Sources of Introduction Problems of INVESTM in knowledge appraisal.  KUMAR, M.M.  UNIT I' CONCE Meaning Classificat Element Financial	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC TENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost tion of costs s of costs accounting vs management accounting	From: 17-08-2022 To: 07-09-2022 ation methods and T HPH, NEW DELHI  From: 08-09-2022 To:	Lecture intersperse with discussion discussion Lecture interspersed with
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT – III CO3: Gain restment (B: P.VIJAY) 18. 19. 20. 21.	RUMAR, M.M.  UNIT -II Introduction Sources of Introduction Problems of INVESTM in knowledge appraisal.  KUMAR, M.M.  UNIT I' CONCE Meaning Classificat Element Financial	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC IENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost tion of costs s of costs	From: 17-08-2022 To: 07-09-2022 ation methods and T HPH, NEW DELHI From: 08-09-2022	Lecture intersperse with discussion discussion.
8. 9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT - III CO3: Gain nvestment IB: P.VUAY 18.  19. 20. 21. 22.	RUMAR, M.M.  UNIT -II  Introduction  Sources of Introduction  Problems of INVESTM knowledge appraisal.  KUMAR, M.M.  UNIT I'  CONCE  Meaning  Classificat  Element  Financial  Determine	FINANCING DECISION on to financing decision f finance n to cost of capital on cost of debt n cost of retained earnings n WACC n EBIT-EPS analysis n leverages n WACC TENT DECISION e about Time value of money calcul MADANA MOHAN FIANCIAL MANAGEMEN V: INTRODUCTION COST EPTS: g and definition of cost tion of costs s of costs accounting vs management accounting	From: 17-08-2022 To: 07-09-2022 ation methods and T HPH, NEW DELHI  From: 08-09-2022 To:	Lecture intersperse with discussion discussion Lecture interspersed with

UNIT – IV CO4: TO g TB :: P.VIJA	DIVIDEND DECISION: ain knowledge about forms of dividend and theo Y KUMAR, M.MADANA MOHAN FIANCIAL MANA	ories of dividend	III 2012
26	Introduction to dividend decision	OLMENT HEN, NEW DEL	H1,2013
27	Forms and types of dividend		
28	Determinants of dividend	From:	Lecture
29	Theories of dividend	01-10-2022	interspersed
30	Problems on Walter model	70	with
31	problems on Gardens model	To: 25-10-2022	discussions
32	Problems on MM Approach	23-10-2022	
33	Dividend policies of Indian corporate		

34	Y KUMAR, M.MADANA MOHAN FIANCIAL MANA Introduction to Liquidity Decision	GEMENT HPH, NEW DEL	HI,2013
35	Classification		100
36	Significance of Working Capital	From:	Lecture
37	Components of Working Capital	26-10-2022	interspersed
38	Factors determining the Working Capital	_	with
39	Estimating Working Capital requirement	To: 19-11-2022	discussions
40	Cash Management Models	17-11-2022	
41	Accounts Receivables	Alter Coll	
42	Credit Policies		100
43	Inventory Management		

Signature of the Fire Live

Bleunt 25/3/2002 Signature of the HOD

## TENTATIVE LESSON PLAN: (19IM502)

	IMBA 111/I	NG MANAGEMENT (19IM502)	1.0	200
Revision N		Date: 03/08/2022	Page No: 01	
		Prepared By :SK SHAFIULLAH	Approved B	y: HOD
Sr no	ack board PPT			
SF 110		TOPIC	Date	Mode of Delivery
and Marke	ain knowledge ting Concept, : Kotler:"Marke	TIONTOMARKETING MANAGEMEN on Marketing and Marketing Mix, Produ Societal Marketing Concept, Indian MarketingManagement", Pearson Publishers, New	ect and Production Co keting Environment	
1		to Marketing:- Demands		
2	Needs - War		LET BE	100
3	Products - E	the state of the s		1 1 1 h m
4	Transactions			1 3
5	Concept of N	Market Parties and Committee a		1 3 4
6	Selling conc			1 500
7	Marketing co		FY NEW Y	1
8		rketing Concept	03-08-2022	Lecture
9	Marketing N		To	intersperse
10	Product Cor		17-08-2022	with discussion
12	Production C			discussion
13	4 ps of mark	Trining to the second s		11215
	7 ps of mark			13.3
14	Marketing er	nvironment features		
10	Lastina Maria	A Production of the Control of the C		
15	Indian Marke	eting Environment		136 3
16	Case study			
16 17 JNIT - II	Case study Tutorial class MARKET SI	s EGMENTATION AND TARGETING		
16 17 JNIT -II CO2: To Consumer nd Common B:: Phillip	Indian Market Case study Tutorial class MARKET St impart know Markets, Segn unicating a Pos Kotler, Market	s EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectio sitioning Strategy. tingManagement",PearsonPublishers,Newl	n of Target Markets	Segmenting s, Developing
16 17 NIT -II O2: To Consumer nd Commo B:: Phillip	Indian Market Case study Tutorial class MARKET Statement knowledge Markets, Segnunicating a Post Kotler; "Market Segnunication of the Market S	s EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectio sitioning Strategy. tingManagement*,PearsonPublishers,Newl	n of Target Markets	Segmentings, Developing
16 17 NIT -II O2: To consumer nd Common B:: Phillip 18	Indian Market Case study Tutorial class MARKET Statement know Markets, Segnunicating a Post Kotler; "Market Market Segnunication	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. tingManagement*,PearsonPublishers,Newledgentation of Market Segments	n of Target Markets	Segmentings, Developing
16 17 NIT -II O2: To Consumer nd Commi B:: Phillip 18 19 20	Indian Market Case study Tutorial class MARKET SI impart know Markets, Segn unicating a Pos Kotler; "Market Market Segn Identification Basis of market	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. stingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation	n of Target Markets	Segmentin s, Developin
16 17 NIT -II O2: To consumer nd Common B:: Phillip 18 19 20 21	Indian Market Case study Tutorial class MARKET Statement know Markets, Segnunicating a Post Kotler; "Market Market Segnunication Basis of market Advantages of	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy, tingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation	n of Target Markets	Segmentings, Developing
16 17 NIT -II O2: To consumer and Common B:: Phillip 18 19 20 21 22	Indian Market Case study Tutorial class MARKET Sl impart know Markets, Segnunicating a Pos Kotler; "Market Market Segnunication Basis of market Advantages of Disadvantage	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy, tingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation	n of Target Markets	Segmentin s, Developin
16 17 NIT -II O2: To consumer nd Commi B:: Phillip 18 19 20 21 22 23	Indian Market Case study Tutorial class MARKET Statement known Markets, Segnunicating a Post Kotler: "Market Market Segnunication Basis of market Advantages of Disadvantage Consumer market	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy, stingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation arket segmentation arket segmentation	n of Target Markets	s, Developin
16 17 NIT -II O2: To consumer nd Commo B:: Phillip 18 19 20 21 22 23 24	Indian Market Case study Tutorial class MARKET State impart know Markets, Segnunicating a Post Kotler: "Market Market Segnunication Basis of market Advantages of Disadvantage Consumer market Institutional of	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy, tingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation arket segmentation corporate Clientele	n of Target Markets	Lecture
16 17 NIT -II O2: To Consumer and Common B:: Phillip 18 19 20 21 22 23 24 25	Indian Market Case study Tutorial class MARKET Sl impart know Markets, Segn unicating a Pos Kotler: "Market Market Segn Identification Basis of mari Advantages of Disadvantage Consumer market Institutional of Segmentation	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. stingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele in basis	Delhi,2013.	Lecture interspersed
16 17 INIT -II CO2: To Consumer nd Comme B:: Phillip 18 19 20 21 22 23 24 25 26	Indian Market Case study Tutorial class MARKET Statement know Markets, Segnunicating a Post Kotler: "Market Market Segnunication Basis of market Advantages of Disadvantages Consumer market Institutional of Segmentation Evaluation of	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy, stingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele in basis f Target Markets	Delhi,2013.	Lecture interspersed with
16 17 NIT -II O2: To consumer nd Commo B:: Phillip 18 19 20 21 22 23 24 25 26 27	Indian Market Case study Tutorial class MARKET Sl impart know Markets, Segnunicating a Post Kotler; "Market Market Segnunication Basis of mark Advantages of Disadvantages Consumer market Institutional of Segmentation Evaluation of	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. tingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele in basis f Target Markets Farget Markets	Delhi,2013.	Lecture interspersed with
16 17 NIT -II O2: To consumer nd Commi B:: Phillip 18 19 20 21 22 23 24 25 26 27 28	Indian Market Case study Tutorial class MARKET Sl impart know Markets, Segn unicating a Pos Kotler: "Market Market Segn Identification Basis of mari Advantages of Disadvantages Consumer market Institutional of Segmentation Evaluation of Selection of Toeveloping a	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. stingManagement",PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele to basis f Target Markets Farget Markets Positioning Strategy	Delhi,2013.	Lecture interspersed with
16 17 NIT -II O2: To Consumer and Common B:: Phillip 18 19 20 21 22 23 24 25 26 27 28 29	Indian Market Case study Tutorial class MARKET State impart know Markets, Segnunicating a Post Kotler; "Market Market Segnunication Basis of market Advantages of Disadvantages Consumer market Institutional of Segmentation Evaluation of Developing a Communicati	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. tingManagement*,PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele in basis f Target Markets Farget Markets	Delhi,2013.	Lecture interspersed
16 17 INIT -II OO2: To Consumer nd Commi B:: Phillip 18 19 20 21 22 23 24 25 26 27 28	Indian Market Case study Tutorial class MARKET Sl impart know Markets, Segn unicating a Pos Kotler: "Market Market Segn Identification Basis of mari Advantages of Disadvantages Consumer market Institutional of Segmentation Evaluation of Selection of Toeveloping a	EGMENTATION AND TARGETING ledge on Consumer and Institutional/ mentation Basis, Evaluation and Selectionsitioning Strategy. stingManagement",PearsonPublishers,Newledgentation of Market Segments ket segmentation of market segmentation es of market segmentation arket segmentation corporate Clientele to basis f Target Markets Farget Markets Positioning Strategy	Delhi,2013.	Lecture interspersed with

#### 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", Pearson Publishers, New Delhi, 2013.

33	Pricing Strategy		
34	Objectives of Pricing	T1852 11 11 11 11 11 11 11 11 11 11 11 11 11	W State
35	Methods of Pricing		11000
36	Setting the Final price		K 7350
37	Selecting the final price	Constitution of the second	Lecture
38	Adopting price	05-09-2022	interspersed
38	Initiating the price cuts	То	with
39	initiating the price increase	01-10-2022	discussions
40	Responding to Competitor's price		195 195
41	Case study		3573
42	Case study		1000
43	Tutorial class		
TINITE TAT	A LANGE CONTRACTOR OF THE PROPERTY OF THE CONTRACTOR OF THE CONTRA		-

#### 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", Pearson Publishers, New Delhi, 2013.

44	Introduction to Marketing Communication & its Process		
45	Marketing Communication Mix		
46	Managing Advertising		P
47	Sales Promotion		
48	Public relations	11-10-2022	Lecture
49	Direct Marketing	To	interspersed
50	Sales force - Objectives	28-10-2022	with
51	Sales force Structure		discussions
52	Sales force Size		37.2
53	Case study	-	
54	Tutorial class	-	3.65

## 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

The Phillip Control

55	Evolution of Marketing Department		
56	Organizing the Marketing Department		
57	Marketing Implementation		1
58	Control of Marketing Performance	29-10-2022 To 19-10-202	Lecture interspersed with
59	Annual Plan Control		
60	Profitability Control		
61	Efficiency Control		discussions
62	Strategic Control methods,		122
63	Tutorial class		

Signature of the Faculty

Signature of the HOB 8 2022

## TENTATIVE LESSON PLAN: IMB1952 HUMAN RESOURCE MANAGEMENT

Course title: HUMAN	RESOURCE MANAGEMENT	et example.		
Section : IMBA-III/I	Date: 25-07-2022	Page No	: 01 of 03	
Revision No: 00	Prepared By :G.KIRAN	The second secon	Approved By : HOI	
Tools: Black board, PP		террес	ed by . Hot	
S.No.	TOPIC	Date	Mode of Delivery	

#### UNIT-I HRM

CO1: The students gained knowledge on fundamentals of HRM, functions, policies, strategies & position of HR department, ethics &HR at international level and challenges.

TB: K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013

1	HRM: Significance - Definition		
2	Functions	75-26	NEW S
3	evolution of HRM- Principles	32	Class room discussion with Black Board
4	Ethical Aspects of HRM-	- 18 340	
5	HR policies, Strategies to increase firm performance	From: 25-07-2022 To: 16-08-2022	
6	Role and position of HR department		
7	Aligning HR strategy with organizational strategy		
8	HRM -changing	10-03-2022	
9	global perspective challenges		
10	environment - cross- cultural problems		
- 11	emerging trends in HRM		
NIT-II Invi	ortment name of trans-		

## UNIT-II Investment perspectives of HRM

Co2: It emphasizing on handling the human resource planning, demand and supply management, recruitment and selection, T&D, Job analysis, HRD concept & counseling

TB: K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013

- 11	HR Planning		
12	Demand and Supply forecasting	From:	196
14	Recruitment and Selection	17-08-2022	THE S
15	Sources of recruitment		Class room
16	Tests and Interview Techniques	To:	discussion
17	Training and Development	07-09-2022	with Black Board

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

#### 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.Aswathappa - Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi, 2008

24	Performance Appraisal: Importance		
25	Methods - Traditional methods	- 35	
26	Modern methods	From:	ETHORN TO
27	Latest trends in performance appraisal	08-09-2022	
28	Career Development and Counseling	00-07-2022	Class room
29	Compensation - Concepts	To:	discussion
30	Compensation Principles	30-09-2022	with Black
31	Influencing Factors- in Compensation	-	Board
32	Current Trends in Compensation	-	
33	Methods of Payments in detail -	-	ET PR
34	Incentiverewards compensation mechanisms.		
UNIT-IV V	Vage 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.Aswathappa - Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi, 2008

35	Wage and Salary Administration: Concept		
36	Wage Structure	From:	
37	Wage and Salary Policies	01-10-2022	1
38	Legal Frame Work	Total	1
39	Determinants of Payment of Wages	To:	
40	Wage Differentials	25-10-2022	Class room
41	Incentive Payment Systems	20-10-2022	discussion
42	Welfare management: Nature and concepts		with Black
43	statutory and non-statutory welfare measures		Board

#### 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 studens withsafety at work place, work hazards, managing ork place stress.

TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya

Publishing House, New Delhi, 2008

44	Trade Unions		
45	Employee Participation Schemes	THE RESERVE	Class room
46	Collective Bargaining		
47	Grievances		
48	Employee grievance and types	F	
49	disputes resolution mechanisms	From: 26-10-2022	
50	Safety at work - nature	20-10-2022	with Black
51	Safety at work importance	To:	Board
52	work hazards	19-11-2022	
53	safety importance		
54	work place stress	ress	
55	safety mechanisms		
56	Managing work place stress		

Signature of Faculty

B. Kunf 25 7/22 Signature of HOD

## TENTATIVE LESSON PLAN: 191M504

Course Title: OPER	RATIONS MANAGEMENT (191M504	0
Section : IMBAIII/I	Date: 25/07/22	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
UNIT -I	INTRODUCTION TO OPERATIONS MAN	ACEMAT.	- Startery

## INTRODUCTION TO OPERATIONS MANAGEMNT:

CO1 The Concept of operations management, Relation with other functional areas, Recent trend in Operation Management

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

Introduction to Operations Management		
The second of th		
The state of the same of the s	25-07-2022 to 13-08-2022	Lecture interspersed with discussions
	Tale to	uiscussions
Just in Time (JIT) & Jean system.		
	Nature & Scope of Operation/ Production Management  Relationship with other functional areas,  Recent trend in Operation Management  Manufacturing & Theory of Constraint  Types of Production System  Just in Time (JIT) & lean system.	Relationship with other functional areas,  Recent trend in Operation Management  Manufacturing & Theory of Constraint  Types of Production System  Just in Time (JIT) & Jean system.

UNIT -II Product Design & Process Selection

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

Periods	TOPIC	Date	Mode of
8.	Stages in Product Design process		Discussions
9.	Value Analysis	3.235.00	
10.	Plant location	- 312	
11.	Plant Layout Types	- 3	
12.	Types of Plant Layout	-	
13.	Characteristics, Advantages and Disadvantages	15-08-2022	
14.	Work measurement	15-00-2022	
15.	Job design	to	
16.	Work study	30-08-2022	
17.	Method study		
18.	Industrial safety	_	
19.	Maintenance management		
20.	Capacity recruitment planning		
21.	Material requirement planning	- Synce	

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 Period	TOPIC	1	Mode of
22.	Methods of Forecasting, Overview of Operation Planning,	01-09-2022 TO 17-09-2022	Delivery
23.	Aggregate Production Planning, Production strategies		Lecture
24.	Capacity Requirement Planning,		interspersed with discussions
25.	Material Requirement Planning		
26.	Concept of Scheduling		
27.	Supply Chain Management		
28.	Purchase Management: Concept		Larry Same
29.	Purchase Management: Importance, Functions		
30.	Inventory Management		52
UNIT IV	PRODUCTOURN		

#### 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		Denvery
32.	Factors, Affecting Productivity	26-09-2022 TO 26-10-2022	
33.	Job Design: Concept & Importance		
34.	Process Flow Charts		
35.	Methods Study		
36.	Work Measurement		
37.	Engineering and Behavioral Approaches		Lecture interspersed with discussions

## UNIT - V QUALITY MANAGEMENT

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

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

Signature of the HOD For

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

Course Title:	Business Research Methodology	
Section IMBATDE	Date: 25-07-2022	Page No : 01 of 02
Revision No : 0	Prepared By : P. Naga Srinivasa Rao	Approved By : HOD

Tools: Black !	board, PPTs		
Serial No.	TOPIC	Date	Mode of Deliver
• CO1:	troduction. To acquaint the students with the basic knowledge of Bu Research Methodology- C.R. Kothari.	usiness Research.	
1.	Nature and importance of research.		
2.	The role of business research.		The second
3.	Aims of social research.		
4.	Pure research	From:	
5.	Applied research		Lecture interspersed
6.	Qualitative research	25/07/2022	
7.	Quantitative research	To:	
8,	Descriptive research	20/08/2022	
9.	Experimental research		with
10.	Exploratory research		discussions
11.	Ethical issues in business research		discussions

#### 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
13.	Discussion on primary data		Delivery
14.	Secondary data		
15.	Tools and techniques of data collection		19-713
16.	Methods of collecting data		discussions
17.	Sampling design		
18.	Sampling procedures		
19.	Random sampling	From:	
20.	Non random sampling		
21,	Determination of sample size	22/08/2022	
22.	Appropriate sampling design	To:	
23.	Designing of questionnaire	15/09/2022	
24.	Measurement techniques	- TO 1	
25.	Scaling techniques		315
26.	Comparison of measurement and scaling.		1.72
NIT . III C	and a December of the second o		

## 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		
27.	Nature of field work	Date	Mode of
28.	Field work management	From: 16/09/2022	Delivery Lecture interspersed with discussions
29.	Interviews		
30.	Interviews types and significance	30/09/2022	

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		
41.	Tests of hypothesis		
42.	Null and alternative hypothesis		
43.	Types of errors		
44.	Procedure of hypothesis testing		
45.	Parametric vs. non parametric tests	From:	
46.	Tests of significance for large samples	03/10/2022	
47.	Z test for single proportion	To:	
48.	Z test for two proportions	31/10/2022	
49.	t test		
50.	t test for single mean		
51.	t test for two means	- 45	
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
54.	Nature of multivariate analysis		Delivery
55.	Classifying multivariate techniques		
56.	Analysis of dependence	10000	Lecture interspersed with discussions
57.	Analysis of interdependence		
58.	Yule's coefficient of association	100	
59.	Co efficient of colligation	From:	
60.	ANOVA technique	01/11/2022 To:	
61,	One way ANOVA	19/11/2022	
62.	Two way ANOVA		
63.	Previous question discussion		
64.	Problems on previous papers		
65.	Problems on previous papers.		

P. wasolawalona Signature of the Faculty. 25/07/2022

Signature of the HOD. 7/22

## TENTATIVE LESSON PLAN: IMB1971

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

Tools: Black board

S.No.	TOPIC	Date	Mode of Delivery	
UNIT -I CO1:Descr TB: B.Rath	INTRODUCTIONTOKNOWLEDGEMANAGE ibe the major roles and responsibilities in knowledge manReddy:KnowledgeManagement,HimalayaPublicatio	nanagement imple		
1.	Definition- ScopeandSignificanceKnowledgeManagement	From:	Lecture	
2.	Techniques and difficulties in Knowledge Management	20-06-2022	interspersed with	
3.	Implementation ofKnowledgeManagement	To:	discussions	
4.	KnowledgeManagementandKnowledgeSharing	10-07-2022		
5.	KnowledgeDynamics			
6.	PrinciplesofKnowledgeManagement			
UNIT-II	ESSENTIALSOFKNOWLEDGEMANAGEMEN	T		
CO2: Desc throughout t FB:B.Ratha	ESSENTIALSOFKNOWLEDGEMANAGEMEN ribe how valuable individual, group and organiza he knowledge management cycle. nReddy:KnowledgeManagement,HimalayaPublication	tional knowledge	is managed	
CO2: Desc hroughout t FB:B.Ratha 7.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  the knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information	tional knowledge	is managed	
CO2: Desc throughout t FB:B.Ratha 7. 8.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  he knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information  knowledge-BasictypesofKnowledge	,2007. From:		
CO2: Desc hroughout t FB:B.Ratha 7. 8. 9.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  the knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information  knowledge-BasictypesofKnowledge  Knowledge Capital	tional knowledge	Lecture	
CO2: Desc throughout to FB:B.Ratha 7. 8. 9.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  the knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information  knowledge-BasictypesofKnowledge  Knowledge Capital  classification of organizational Knowledge	,2007. From: 20-06-2022	Lecture	
CO2: Desc throughout t FB:B.Ratha 7. 8. 9. 10.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  the knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information  knowledge-BasictypesofKnowledge  Knowledge Capital  classification of organizational Knowledge  Knowledgelifecycle	,2007. From: 20-06-2022 To:	Lecture interspersed with	
CO2: Desc throughout to FB:B.Ratha 7. 8. 9.	ESSENTIALSOFKNOWLEDGEMANAGEMEN  ribe how valuable individual, group and organiza  the knowledge management cycle.  nReddy:KnowledgeManagement,HimalayaPublication  Data-information  knowledge-BasictypesofKnowledge  Knowledge Capital  classification of organizational Knowledge	,2007. From: 20-06-2022	Lecture	

## UNIT - III DRIVERS OF KNOWLEDGE MANAGEMENT

CO3:Understand and apply various success factors of knowledge management implementations.

TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007.

14,	Pillars of Knowledge Management		
		From:	
15.	Knowledge basedproducts	03-08-2022	Lecture
16.	Inventory Management		intersperse
17.	Supply ChainPlanning	To:	d with discussions
18.	SevenlayersofKnowledgeManagement	28-08-2022	
19.	SuccessfactorsofKnowledgeManagementImplement ation		

	KNOWLEDGE MANAGEMENT SYSTEMS AND appropriate systems and tools for Knowledge Mapping T Reddy:KnowledgeManagement,HimalayaPublication,20	echniques.		
20,	Knowledge Mapping Techniques			Г
21.	Core issuesofimplementation	From:	Lecture	
22.	MethodologyofimplementationandAcquisitionTools	29-08-2022	intersperse	
23.	KnowledgeIndexingandProcessing	To:	d with discussions	
24.	Knowledgeanalysison-lineAnalyticalProcessing.	25-09-2022	discussions	

Benchmarkin	TECHNOLOGIESANDKNOWLEDGEMANAGE and and apply various concepts like information techno g in knowledge Reddy:KnowledgeManagement,HimalayaPublication,2	logy, E- Comme	rce, TQM, &
25.	InformationTechnologyandKnowledgeMana gement	From:	
26.	E-Commerce and KM	26-09-2022	Lecture
27.	Total Quality Management and KM	1	intersperse
28.	Benchmarking	To:	d with
29.	CustomerRelationshipandKnowledgeManagement	15-10-2022	discussion
30.	MeasuringKnowledgeManagement	-	8

Signature of the Faculty

B- Kerent 20/6/2022 Signature of the HOD

#### TENTATIVE LESSON PLAN:

Section : IN		Date: Le 06/1021	Page No : 01	of 02
Revision No		The companies of the contract	THE R. P. LEWIS CO., LANSING, MICH. 49-14039.	Contract to the Contract of th
Tools : Black	The state of the s	Prepared By : B.V.S.S. SUBBA RAO	Approved B	y: HOD
No. of Periods	Janu,	TOPIC	Date	Mode of Delivery
		agement t management and International Issues in Cost Mar Ianagement by Dr.Pradip Kumar Sinha.	nagement.	
1 0				
1		inctional perspective of Cost Management	From:	Lecture
- 1	Internati	onal issues in Cost Management- f Involvement in International Trade	20-06-2022	interspersed with
1	The second secon	ng Transaction nomic Risk, Translation risk	To: 10-07-2022	discussions
1	TO COMPANY DO NOT COMPANY	dization-Creation of Divisions-Role of Cost agement Accountant.		
	ribe the Pr	Cost Audit ocess of Strategic Cost Audit Ianagement by Dr.Pradip Kumar Sinha.		
No. of Periods		TOPIC	Date	Mode of Delivery
2	Strategic	Cost Audit: Management Audit		Lecture interspersed with Discussions
1	Structure	- Objectives of management audit	From:	
2	Generall	y accepted Cost ing Principles	20-06-2022	
1	Cost Rep	porting	To:	
2	Cost rep	orting influence on various companies	10-07-2022	
	p the Strat gic Cost M	Cost Management egic Cost Management & its framework fanagement by Dr.Pradip Kumar Sinha. TOPIC	Date	Mode of
4	Strates	gic Cost Management: Concepts-Strategic		Delivery
4	key to	Creating and Sustaining a etitive Advantage	1 1 1 1 1 1 1	Lecture
1		Chain Framework, linkages and Activities	1 1 1 1	interspersed with discussions
2	activit Manag	zational ies and Cost Drivers-Life Cycle Cost gement	From: 03-08-2022	
1	Produc life cy	et life Costing-Activities-Project cle.	To: 28-08-2022	
	100			

UNIT - IV Balanced Score-Card

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	2000	LITS OF
2	Activity-Based V/s Strategic Based Responsibility Accounting	From:	Lecture
3	Assigning Responsibility-Balanced Score Card	29-08-2022	interspersed with discussions
1	Basic Concepts-Strategy Translation	To: 25-09-2022	uncussions
4	Linking measures to strategy-Strategic Alignment	25-09-2022	

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	
1	Quality Cost Management: Meaning, Definition, Quality Cost Measurement		Lecture	
3	reporting Quality Costs-Quality cost information and Decision Making	From: 26-09-2022	interspersed with discussions	
2	Controlling Quality Costs-Environmental costs	To:		
3	Measuring and Controlling environmental costs	15-10-2022		
1	Relevant cases in all units			

This Lil Faggler Signature of the Faculty

B. Greent 20/6/12

#### 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.

Section: IM IV YEAR V	Carlo Colonia de Carlo Car	Date: 01 07 2022	Page No: 01 of 02		
Revision No	: 00	Prepared By: N.SAFALYA	Approved By: HOD		
Tools: Black b	oard, PPTs	The Conference of the Conferen			
No. of Periods		TOPIC	Date	Mode of Deliver	
	olution and	emerging trends of HRP.			
1.	History o	nning by Dipak Kumar Bhattacharyya – Ecel Books.			
2.	HRM as		-		
3.	-	chniques			
4.	-	bilities of HR Managers	01/07/2022	OFFLINE	
5.	HR Orga	nizational Structure	20/07/2022		
6.	HR Polic	ries and Strategies			
7.	Tutoria	al			
	lly analyze	esource Planning HRP concepts. nning by Dipak Kumar Bhattacharyya – Ecel Books.			
8.		n of HRP			
9.		bilities of HR Department	100000000000000000000000000000000000000	100000000000000000000000000000000000000	
10.	_	es of HRP	21/07/2022	OFFLINE	
11.		ver Demand Forecasting		Mary =	
12.	Micro an	d Macro Human Resource Planning	29/07/2022	200	
13.	Macro L	evel Manpower Planning Models and Techniques	1 50 S		
14.	Learning	Curves			
15.	Labor Ec	onomics and Labor Markets.			
	Tutori			1	

No. of Periods	TOPIC	DATE	Mode of Delivery
16.	Introduction		-
17.	List of Quantitative Tools for Manpower forecasts		
18.	HRP Process outline		
19.	Quantitative Tools for Manpower forecasts	30/07/2022	
20.	Manpower Planning Models		OFFLINE
21.	Simulation	30/08/2022	
22.	Replacement Theory		
23.	Productive Statistics in Micro Level HRP		
	Tutorials		

UNII - IV Recruitment Selection and Induction

CO4: Evaluate Recruitment, Selection and Induction Process.

TB: Human Resource Planning by Dipak Kumar Bhattacharyya - Ecel Books.

No. of Periods	TOPIC	DATE	Mode of Delivery
24.	Recruitment Function		
25.	Selection Process		
26.	Interviews	1/09/2022	
27.	Recruitment Matrics		
28.	Induction	26/09/2022	
29.	Employee Socialization		
30.	Placement	State of the later of	
31.	Career Planning and Development		
32.	Objectives of Career Development		
33.	Integration of Career Development		
34.	Steps in the Career Planning Process		
	Tutorials.		

UNIT - V Training and Performance Appraisal

CO5: Interpret Training and Performance Appraisals.

TB: Human Resource Planning by Dipak Kumar Bhattacharyya - Ecel Books.

No. of Periods	TOPIC	DATE	Mode of Delivery	
35.	Classification of Training Programmes	27/09/2022		
36.	Need for Manpower Training		OFFLINE	
37.	Sequence of Training Programme			
38.	Performance Appraisal			
39.	Performance Counseling	16/10/2022		
40.	Management			
41.	Mentoring and Performance Metrics	477-		
42.	Introduction to Human Resource Accounting and Audit			
74.000	Tutorials			

Signature of the faculty

Signature of the HOD

#### TENTATIVE LESSON PLAN

Course Title:	SECURITY	ANALYSIS			
Section : IMBA/VII	D	ate: 20/6/22	P	age No: 01 o	f 02
Revision No :		repared By : Dr.M.VEERA BADHR AO	A A	pproved By	: HOD
Tools : B	lack board	, PPTs,		111111111	
No. of Periods	192	TOPIC		Date	Mode of Delivery
UNIT-I Con	cept of Inv	estment Decisions:,			Denvery
COI. Able to	understan	d about Investment Vs Speculation, Is	nvestment	alternatives -	
TB :: Security	Analysis a	rces of Investment Information and band Portfolio Management Punithavati	ssics of sec hy Pandian	condary marke	ets,
1.	Investme	nt Vs Speculation			
2.	Sources	of Investment Information		From:	13000
3.	Investme	nt Process		20/06/2022	2
4.	Trading 6	Calculation of SENSEX and NIFTY S	System in		The same
5.	Stock Ex Meaning	and Measurement of Security Return	s	To: 2/07/2022	Lecture interspers d with
6. 7.	Cas Com	e Shares and Equity Shares			Lecture
8.	Cas flow			From:	intersperse
9.	Asset Val			4/07/2022	d with
10.	Bond Pate	ing Theorems convexity		To:	discussion
		irnsand Risks		21/07/2022	The section of the se
echnical Analy fficient Market B:: Security A	as got awar rsis , Dow T t Theory Analysis and	Theory, Elliot Wave Theory, Trends	and Trend	astry and Com Reversals,	ipany
- 11		ental Analysis			
12	Economy	, Industry and Company Analysis		From:	Lecture
13	Technica	ıl Analysis	243	23/07/2022	interspersed
14	Dow The	ory - Elliot Wave Theory		To:	with
15	Trends ar	nd Trend Reversals		24/08/2022	discussions
curity Analysis	has under	irns Security Analysis stood about Risk and Returns Secu Portfolio Management Punithavathy	rity Analy	rsis, Economi	
16		Analysis	· undian	tu zi	
				From:	

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

# 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
21	Importance of Industry Analysis	Enomo	Delivery
22	Classification of Industries	To: 10/10/2022	1
	Key Indicators in Analysis		Lecture
24	Analytical Frame Works		intersperse
25	Forecasting Methods		d with discussions

Signature of the lather

Signature of the HOD

# TENTATIVE LESSON PLAN: IMB197B1

Course Title: LEAI	DERSHIP MANAGEMENT (IMB1971	81)
Section : IMBAIV/I	Date : 20/06/22	Page No : 01 of 02
Revision No: 00	Prepared By : A. Althaf	
Tools : Black board	Trepared by : A. Annat	Approved By : HOD

Tools : Black board		Approved B	y : HOD
No. of Periods	TOPIC	Date	Mode of Delivery
- Leasurers 148	SITUATIONAL LEADERSHIP: oncept of Situational Leadership, Relation with other anagement V S Veluri (2009), Organisational Behaviour.	functional areas, Rec	cent trend in
1.	Situational leadership meaning & definition		
2.	Fiedler contingency model		The second
3.	Path goal and normative model	-	
4.	Emerging leadership behavior	20-06-2022	
5.	Transformational & transactional visionary leadership	to 13-07-2022	Torre
6.	Leadership effectiveness	13-07-2022	Lecture
7.	Blanchard situational model		interspersed
0	Date to the second		with

discussions

## Driving leadership effectiveness UNIT -II MOTIVATIOANAL THEORIES FOR LEADERSHIP

CO2:: The concepts of Motivational Theories For Leadership are gained

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

No. of Periods	d V Pathak, Rabi S Bhagat, International Management, TOPIC	Date	Mode of
9.	Maslow's, Herzberg theories		Delivery
10.	X,Y and Z theories of motivation		Lecture interspersed with Discussions
11.	Need hierarchy theory		
12.	Two factors theory		
13.	ERG theory		
14.	McClelland theory		
15.	Expectancy theory	14-07-2022	
16.	Porter and Lawler theory	14-07-2022	
17.	Emerging challenges in motivations	to	
18.	Managing organizational culture	31-07-2022	
19.	Changing organizational culture	31-07-2022	
20.	Organizational building		
21.	Quality of work life		
22.	Cross cultural values		
23.	Value orientation in behavior for change		
T-III	LEADERSHIP DEVELOPMENT		

CO3: Methods of Leadership Development and overview of Leadership Development.

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

No. of Periods	TOPIC	, Tata McGraw	Hill.
24.	Leadership development significance		Mode of
25.		01-08-2022 TO	Delivery
	Principles of learning to develop effective leadership		
27.	Vision and Goals for Organization	L4U+U8+ZUZZ	Lecture interspersed with

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		Denvery	
34.	Interpersonal leadership skills			
35.	Leadership assertiveness	21-08-2022 TO 15-09-2022		
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 Delbi, Tata McGraw Uill

No. of Periods	TOPIC	Date	Mode of
41.	Leadership across the globe		Delivery
42.	Functions of leadership	- 1975	Lecture interspersed with discussions
43.	GLOBE research problems	_	
44.	Challenges of leadership		
45.	Globe perspectives of leadership	16-09-2021	
46.	Leadership in USA	TO	
47.	Leadership in Japan	15-10-2022	Lecture
48.	Leadership in Arab countries		
49.	Implications of globe leadership		interspersed with discussions
50.	Corporate social responsibility across the globe		discussions

TENTATIVE LESSON PLAN: (19IM704)
Course Title: BANKING & INSURANCE MANAGEMENT (19IM704)

	IMBA IV/I	Date: 18/06/2022	Page No: 01 of 02	
Revision !	No:00	Prepared By : SK SHAFIULLAH	Approved By : HOD	
Tools : Blac	k board, PPTs		Tripproved by	THOD
No. of		TOPIC	Date	Mode of Delivery
Periods			10000000	Andrew State of British State of State
UNIT -I	INTRODUC	CTION TO BANKING	OCCUPANT.	SEV MISSE
CO1 The	Concept of Indi	ian Financial System, Role of Commerci	al Banks & Fina	ncial
Stat	ement analysis	of Banks is understood.		
TB :: Dr. N	d.V. Sreenivasa Ra	no & Dr. P.S. Ravindra : " Banking & Insurance	". Thakur Publicat	ion, Hyderabad.
1.	Introduction to	Banking		
2,		Financial System		
3.	Meaning of Bar			1 1 1 2 2 2 3 3 3 3
4,		ner Relationship		
5.	Role of Comme	Control of the property of the control of the contr	- 5	
6.	Role of Comme	rcial Banks in Indian Economy		
7.	Evolution of Ba	nking in India	20-06-2022	Lecture
8.		of Banks in India	to	interspersed
9.	Origin, Reforms	s of Banks in India	10-07-2022	with discussion
10.	Financial Inclus	ion – Concept	THE SHARE	
11.	Financial Staten	nents of Banks - Introduction		
12.	CAMEL Approx	ach - Concept		
13.	Key Performance	e Indicators		
	Sources of Bank			
	concepts of Ba rming Assets ar	NK FUNDS  nk Credit, Management of Credit Proce re gained.		
CO2:: The Perfo FB:: Dr. M.	concepts of Ba rming Assets at V. Sreenivasa Rao	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra : " Banking & Insurance"		
Perfo FB:: Dr. M. 15.	concepts of Ba rming Assets an V. Sreenivasa Rao Concept of Bank	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds		
CO2:: The Perfo TB:: Dr. M. 15. 0	concepts of Ba rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra : "Banking & Insurance" Funds Credit		
CO2:: The Perfo TB:: Dr. M. 15.   16.   17.	concepts of Ba rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra : "Banking & Insurance" : Funds : Credit		
CO2:: The Perfo TB:: Dr. M. 15.   16.   17.   17.   18.   1	vencepts of Ba rming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of	nk Credit, Management of Credit Proce re gained.  & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  Credit  Credit Process		
CO2:: The Perfo IB:: Dr. M. 15.   16.   17.   18.   1	concepts of Ba rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit g Credit Process redit Worthiness of Borrower	, Thakur Publicatio	
CO2:: The Perfo IB:: Dr. M. 15.   16.   17.   18.   19.   20.   1	concepts of Ba rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types of	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  Credit  Credit Process redit Worthiness of Borrower of Loans & their Features		n, Hyderabad.
CO2:: The Perfo IB:: Dr. M. 15.   16.   1 17.   18.   1 19.   20.   1 21.   (	v. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types of Concept of Loan	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  Credit  Credit Process redit Worthiness of Borrower of Loans & their Features Pricing	Thakur Publicatio	Lecture
CO2:: The Perfo of B:: Dr. M. 15. 16. 17. 18. 19. 20. 1 21. (C) 22. 1	concepts of Ba rming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types of Concept of Loan Basic Model, Pri	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  g Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating	, Thakur Publicatio	Lecture interspersed
CO2:: The Perfo IB:: Dr. M. 15.   16.   1 17.   18.   1 19.   20.   1 21.   ( 22.   I 23.   (	concepts of Barrming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Loan Cost Benefit Loan	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance"  Funds  Credit  Credit  Credit Process  redit Worthiness of Borrower  of Loans & their Features  Pricing  cing Fixed & Floating  n Pricing	Thakur Publicatio	Lecture interspersed
CO2:: The Performance Performa	concepts of Ba rming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types of Concept of Loan Basic Model, Pri Cost Benefit Loan Customer Profita	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  Credit  Credit Process Fredit Worthiness of Borrower  of Loans & their Features  Pricing Cing Fixed & Floating In Pricing Bility Analysis	Thakur Publicatio	Lecture interspersed
CO2:: The Perfo of B:: Dr. M. 15.   6.   17.   18.   19.   20.   1   21.   (0   22.   1   23.   (0   24.   (0   25.   (0	concepts of Barring Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Load Customer Profita Concept of NPA Concept of NPA	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance"  Funds  Credit  g  Credit Process  redit Worthiness of Borrower  of Loans & their Features  Pricing  cing Fixed & Floating  n Pricing  bility Analysis  s - Definition	Thakur Publicatio	Lecture interspersed
CO2:: The Performance Performa	concepts of Barrming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Loan Cost Benefi	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit g Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's	Thakur Publicatio	Lecture interspersed
CO2:: The Performance Performa	concepts of Barrming Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Loan Cost Benefi	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit g Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's	Thakur Publicatio	Lecture
CO2:: The Perform 15.   16.   17.   18.   19.   20.   1   21.   (22.   1   23.   (24.   (25.   (26.   (27.   (28.	concepts of Barrining Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Loan Customer Profita Concept of NPA Classification of Concept of NPA Classification of Concept of NPA Classifications & Replications & Replications & Replications & Replications of Concept of NPA Classifications & Replications & Replica	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit g Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's ecovery of NPA's	11-07-2022 to 25-07-2022	Lecture interspersed
CO2:: The Perfo IB:: Dr. M.  15.   6.   17.   18.   19	Concepts of Bank V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types Concept of Loan Basic Model, Pri Cost Benefit Loa Customer Profita Concept of NPA Classification of iross & Net NPA mplications & R Innovations i	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  GCredit Process Fedit Worthiness of Borrower  of Loans & their Features Pricing  cing Fixed & Floating  in Pricing  bility Analysis  s - Definition  Non Performing Assets  A's & Causes of NPA's  ecovery of NPA's  in Banking System  tions in Indian banking system is attain	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
CO2:: The Perfo IB:: Dr. M.  15.   6.   17.   18.   19	Concepts of Bank V. Sreenivasa Rao Concept of Bank Features of Bank Types of Lendin Management of C Assessment of C Different Types Concept of Loan Basic Model, Pri Cost Benefit Loa Customer Profita Concept of NPA Classification of iross & Net NPA mplications & R Innovations i	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  GCredit Process Fedit Worthiness of Borrower  of Loans & their Features Pricing  cing Fixed & Floating  in Pricing  bility Analysis  s - Definition  Non Performing Assets  A's & Causes of NPA's  ecovery of NPA's  in Banking System  tions in Indian banking system is attain	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
CO2:: The Perfo IB:: Dr. M.  15.   16.   1 17.   18.   1 19.   20.   1 21.   (22.   1 23.   (24.   (25.   (25.   (26.   (27.   (26.   (27.   (	concepts of Bark rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Features of Lendin Management of C Different Types Concept of Loan Basic Model, Pri Cost Benefit Loa Customer Profita Concept of NPA Classification of iross & Net NPA mplications & R Innovations i ation & Innova A. Sreenivasa Rao A. S	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit  Credit  Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's ecovery of NPA's in Banking System tions in Indian banking system is attain & Dr. P.S. Ravindra: "Banking & Insurance"	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
CO2:: The Performance Performa	concepts of Barrining Assets and V. Sreenivasa Rao Concept of Bank Features of Bank Features of Lendin Management of Concept of Loan Basic Model, Pricost Benefit Loan Customer Profita Concept of NPA Classification of Bross & Net NPA Classification of Bross & Net NPA Classifications & Removations in Lation & Innovations in Lation & Innovation & Innovati	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance"  Funds  Credit  G  Credit Process  redit Worthiness of Borrower  of Loans & their Features  Pricing  cing Fixed & Floating  n Pricing  bility Analysis  s - Definition  Non Performing Assets  A's & Causes of NPA's  ecovery of NPA's  in Banking System  tions in Indian banking system is attain  & Dr. P.S. Ravindra: "Banking & Insurance",  ons	11-07-2022 to 25-07-2022	Lecture interspersed with discussions
CO2:: The Performs of the Perf	concepts of Bark rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Features of Lendin Management of C Different Types of Concept of Loan Basic Model, Pri Cost Benefit Loa Customer Profita Concept of NPA Classification of Gross & Net NPA mplications & R Innovations i ation & Innova Canking Innovations of Core Banking Sol	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance"  Funds Credit  G Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's ecovery of NPA's in Banking System tions in Indian banking system is attained to Dr. P.S. Ravindra: "Banking & Insurance", ons utions	11-07-2022 to 25-07-2022	Lecture interspersed with discussions  Hyderabad.
CO2:: The Performs of the Perf	concepts of Bark rming Assets an V. Sreenivasa Rao Concept of Bank Features of Bank Features of Lendin Management of C Different Types Concept of Loan Basic Model, Pri Cost Benefit Loa Customer Profita Concept of NPA Classification of Pross & Net NPA Innovations is ation & Innovations is anking Innovations of Core Banking Sol etail Banking Core Cetail Banking Core	nk Credit, Management of Credit Proce re gained. & Dr. P.S. Ravindra: "Banking & Insurance" Funds Credit g Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's ecovery of NPA's in Banking System tions in Indian banking system is attain & Dr. P.S. Ravindra: "Banking & Insurance", ons utions	11-07-2022 to 25-07-2022 ed. Thakur Publication	Lecture interspersed with discussions  Hyderabad.  Lecture interspersed with
CO2:: The Performance Performa	concepts of Barrining Assets and V. Sreenivasa Rago Concept of Bank Features of Bank Features of Lendin Management of Concept of Lendin Management of Concept of Lean Basic Model, Pricost Benefit Lean Concept of NPA Classification of Basic Motel, Pricost Benefit Lean Concept of NPA Classification of Basic Motel, Pricost Benefit Lean Concept of NPA Classification of Basic Motel, Pricost Benefit Lean Concept of NPA Classification of Basic Motel NPA Classification of Basic Motel NPA Classifications & Recenivasa Rago Canking Innovations in Streenivasa Rago Canking Innovation Core Banking Innovation Core Banking Cocept & Future of Coope & F	nk Credit, Management of Credit Processe gained.  & Dr. P.S. Ravindra: "Banking & Insurance"  Funds Credit  G Credit Process redit Worthiness of Borrower of Loans & their Features Pricing cing Fixed & Floating n Pricing bility Analysis s - Definition Non Performing Assets A's & Causes of NPA's ecovery of NPA's in Banking System tions in Indian banking system is attained to Dr. P.S. Ravindra: "Banking & Insurance", ons utions	11-07-2022 to 25-07-2022	Lecture interspersed with discussions  Hyderabad.

• 34.	Strategies of retail banking	-	
35.	Plastic Money and its types		
36.	National Electronic Fund Transfer		E12 70 11
37.	Automated teller machine and its Types		Taleya - Isa
38.	Mobile phone Banking		10-20-2
39.	Net Banking services	1	
40.	Concept of Bancassurance	+	
41.	Changing role of Banks as Financial Intermediaries		
42.	Customer Service Quality in Banks	TENS OF	
CO4: T O TB: Dr.	IV INTRODUCTION TO INSURANCE he concepts of Insurance, Principles, Functions of Insurers, verview of IRDA is understood. M.V. Sreenivasa Rao & Dr. P.S. Ravindra: "Banking & Insurance", The		
43.	introduction to Insurance	TARESTE SE	
44.	Insurance as a Risk Management Tool	L. L. E. W. C.	1000
43.	Principles of Insurance & Characteristics of Insurance Contract		
46.	Types of Insurers	-	1 1 1 1 1 1
47.	Concept of Re-insurance : Uses & Advantages	1000	
48.	Marketing Channels of Insurance	26-08-2022	Lecture
49.	Agents & Brokers in Insurance & their Role	to	interspersed with
50.	Professionalism, Remuneration, Responsibilities of Agents & Brokers	17-09-2022	discussions
51.	Classification of Agents & Brokers	125/02	Testing 1
52.	Criteria for Appointment and Capital adequacy norms for broker	7	
53.	An Overview of IRDA	10-10-3-30	
Ins B: Dr. N 54.	V LIFE INSURANCE AND GENERAL INSURANCE oncept of Life Insurance, Tax Treatment, Actuarial Science, surance is understood.  A.V. Sreenivasa Rao & Dr. P.S. Ravindra: "Banking & Insurance", The Concept of Life Insurance & General Insurance		
55.	Types of Life Insurance Contracts		333 m
56.	Tax treatment of Life Insurance	2 100 200	ME KE
57.	Life Insurance Products, Classification	1 30 1 5	1 Table 1
58.	The Actuarial Science : Concept		
59.	Provision of Life Insurance Contracts	19-09-2022	Laster
60.	Special Life Insurance Forms	to 15-10-2022	Lecture
61.	Health & General Insurance Overview	15-10-2022	with discussions
62.	Overview of Types of General Insurance		
The State of the S			
63.	Third Party Administrators of Insurance		

Signature of the Faculty

Signature of the HOD

# TENTATIVE LESSON PLAN: IMB197C1

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

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	-	District Pro
1	Objectives and dimensions of compensation program		
2	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy	то	Lecture interspersed
2	Aligning compensation strategy with business strategy	20/6/2022	
1	Concept of reward - non-financial compensation system-Reward management process	FROM	with discussions
2	Designing a compensation system – internal and external equity	8/7/2022	
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		
1	Introduction to basic job evaluation methods		
3	Compensation Structure		195
1	History and past practices,	то	Lecture
1	elements of ,management compensation	11/7/2022	interspersed
3	Types of compensation system	FROM	with
1	Role of compensation and Reward in modern organizations	30/7/2022	Discussions
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		2 3 1 1 2 3
2	Wage surveys and examples		
2	Administration Of Wage And Salary	то	Lecture
2	Principles Of Wage And Salary	1/8/2022	intersperses
1	Components of wages	FROM	with
2	Theory of wages	29/8/2022	discussions
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, N	lumbai
------------	----------	--------

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to labour		
1	Direct and Indirect labour	1 3000	17 18
2	Role of various departments	то	-
-1	The personnel department	We waster	Lecture
2	Industrial engineering department	30/8/2022	interspersed
2	Types of worker Payroll department		with
1	Process and steps for preparation of payroll	FROM	discussions
1	Wage analysis	17/9/2022	The second
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.

		 1200	
New	D.J	 20	

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction of Pay Structure and Tax Planning		53 535
1	Compensation Structures		1415
2	Performance based and Pay based structures	то	10 mg
1	Designing pay structures		Lecture
2	comparison in evaluation of different types of pay Structures	19/9/2022	interspersed with
1	Significance of factors affecting	FROM	discussions
1	Tax Planning- Concept of Tax planning		Silver -
3	Role of tax planning in compensation benefits	10/10/2022	Special Section
1	Tax efficient compensation package		0.00
2	Fixation of tax liability salary restructuring.		

Survey 1 20/6/22 Signature of the Faculty

B. Gerry 20/6/ 22

# TENTATIVE LESSON PLAN: Behavioral Finance IMB197C2

Course Title: Behav	vioral Finance ( IMB197C2 )	
Section : Sec 1- IMBA	Date : 20/6/2022	Page No: 01 of 02
Revision No: 00	Prepared By : Dr.B.KRISHNAIAH	Approved By : HOD

No. of	TONG		
110.01	TOPIC	Date	Mode of
Periods		Date	The state of the s
INTE I INTERPORTE	TION TO REHAVIOURAL EIN		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.

	UNIT -I Introduction to behavioral finance		
1.	Nature ,scope, objectives and applications		- 3
2.	Investment decision cycle	From-	
3.	Cognitive information perception	20-6-2022	7.5 % 3.3 %
4.	Weber law	TO	
5.	Exponential discounting	10-7-2022	Lecture
6,	Human economic behavior Hyperbolic discounting		interspersed with
NIT-II	UTILITY/ PREFERENCE FUNCTIONS		discussions

# UNIT -II UTILITY/ PREFERENCE FUNCTIONS

CO2: TO acquaint the student with knowledge about EUT Theories

Handbook of Behavioural Finance - Brian R. Bruce

	UNIT -II Utility/preference functions		
7.	Expected utility theory and rational thought		1000000
8.	Decision making under risk and uncertainty	-	Lecture
9.	Theories based EUT		interspersed
10.	Allais and Ellsberg's Paradoxes	From- 11-7-2022	with
11.	Rationality from an economic and evolutionary perspective	TO	discussions
12.	Herbert and bounded rationality	2-8-2022	
13.	Investor rationality and market efficiency		17 mm 20
14.	Empirical data that questions market efficiency		W. Z.
UNIT - III	BEHAVIOURAL FACTORS AND FINANCIAL		

# 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

	UNIT 11: Behavioral factors and financial		
15.	The efficient market hypothesis	From-	
16.	Fundamental information and financial markets	3-8-2022	
17.	Information available for market participants and market efficiency	28-8-2022	Lecture interspersed with

17.	Atomage model	1 1
20.	Asset management and behavioral factors	The state of the s
21.	Active portfolio management	Diameter Contract

#### UNIT-IV BEHAVIOURAL CORPORATE FINANCE

CO4: TO gain knowledge about behavioral factors and corporate decisions TB:: Behavioral finance - Wiley Finance - Joachim Goldberg, Rüdiger von Nitzsch

	UNIT - IV Behavioral corporate finance		
22	Corporate decisions on capital structure and dividend policy		Lecture interspersed
23	Capital structure dependence on market timing	From-	with discussions
24	Mergers and Acquisitions	29-8-2022	
25	Systemic approach to using behavioral factors	то	P. T. C. T. S.
26	External factors and investor behavior	25-9-2022	1000
27	Mechanisms of the external factor influence on risk perception and attitudes		
28	Active portfolio management		28 J. X. F. S.
29	The source of systematic underperformance.		

#### UNIT-V EMOTIONS AND DECISIONS MAKING

CO4: TO gain knowledge about measuring risk-emotional mechanisms in modulating rsk taking TB ::

Behavioral finance - Wiley Finance - Joachim Goldberg, Rüdiger von Nitzsch

	UNIT - V Emotions and decision making		
30	Experimental measurement of risk related		Lecture
31	Measuring risk	From- 26-9-2022 TO 15-10-2022	interspersed with discussions
32	Emotional mechanisms in modulating risk taking attitude		
33	Neurophysiology of risk taking	13-10-2022	
34	Personality traits		
35	Risk attitudes in different domains		

B. Ceurt 20/6/2022 Signature of the Faculty

Signature of the HOD 6 22

# TENTATIVE LESSON PLAN: (16IM901)

	MBA V/I	ECTUAL PROPERTY RIGHTS (16IM90 Date: 18/06/2022		.03
Revision No : 00			Page No: 01 of	
	: Black board	Prepared By : SK SHAFIULLAH	Approved By :	HOD
No. of	- Diack Osaru	TOPIC	Date	Mode of
Periods		TION TO INTELLECTUAL PROPERTY		Delivery
CO1: To g: Use and Mi IB:: Law    1 2 3 4 5 6 7 8 9 10 11 12 13 UNIT -II CO2: To it Ownership	Introduct Concept of Internation Unternation Uniternation World In Trade Re World Trade Re IPR Tool Copyrigh Industrial Agencies Emerging Use and M COPYRIC	e on Laws Relating to IPR, Agencies for IPR Rectual Property Rights.  Intellectual Property Rights., by VK Ahuja ion to Intellectual Property Rights of Property and Instruments and IPR tellectual Property Organization dated Aspects of Intellectual Property Right rade Organization ating to IPR  Kit, Protection and Regulation ts and Neighboring Rights  Property-Patents -  for IPR Registration Areas of IPR  Misuse of Intellectual Property Rights.  GHTS AND NEIGHBORING RIGHTS and Duration - Right to Prepare Derivative World Duration - Right to Prepare Derivative World	20-06-2022 to 10-07-2022	Lecture interspersed with discussions
14	The second second second	iniciacinal Property Rights by VV Abovia		
15 16 17 18 19 20 21 22 23 24 25 26 NIT - III	Copyright Right to P Rights of Copyright	repare Derivative Works Performers Registration Limitations	11-07-2022 to 25-07-2022	Lecture interspersed with discussions

33	Exclusive Rights and Limitations	Carrie de Couerve-Sul
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	
71T 137	TRADENTARIO	

#### 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 Ahuia

41	Introduction to Trademarks		
42	Laws Relating to Trademarks		1 2 2
43	Functions of Trademark	767	
44	Distinction between Trademark and Property Mark		
45	Marks Covered under Trademark Law		Lecture
46	Trade Mark Registration	26-08-2022	interspersed
47	Trade Mark Maintenance	to	with
48	Transfer of rights	17-09-2022	discussions
49	Deceptive Similarities and Likelihood of Confusion		
50	Dilution of Ownership		10 to 1 to 2
51	Trademarks Claims and Infringement.	The second second	
52	Remedies		1 1 1 1 1 1 1 1

### 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 Pights - by VV Abovi

53	Introduction to Cyber Law	-	
54	Information Technology Act 2000		
55	Protection of Online and Computer Transactions	- 3275	
-56	E-commerce and its types		
57	Data Security and its types	- 333.3	
58	Authentication and Confidentiality	10000	
59	Privacy	19-09-2022	Lecture interspersed with
60	Digital Signatures	to	
61	Certifying Authorities	15-10-2022	discussions
62	Cyber Crimes		
63	Prevention and Punishment		ESERVED !
64	Liability of Network Providers		
65	Case Study -1		
66	Case Study -2	-	TRIE TE

Shafillal Signature of the Faculty

B Count 18602

#### TENTATIVE PLAN: IMB1692

Course Title: C	ORPORATE GOVERNANCE ( IMB	1692)
Section: IMBAV/1	Date : 20-06-2022	Page No : 01
Revision No:	Prepared By : KAVYA.P	Approved By : HOD

Tools : !	Black	beard,	PPTs
-----------	-------	--------	------

No. of	TORIC		1-14-14
Periods	TOPIC	Date	Mode of Delivery

#### UNIT -I : CORPORATE GOVERNANCE:

CO1: Describe the meaning of Corpoate Governance.

TB: N.Balasubramanyam: ACase Book on Corporate Governance and Stewardship,

#### THM, New Delhi., 2011.

1.	Introduction of CG	-	
2.	An Overview	From: 20.06.2022	Lecture
3.	Theory and Practice of Governance		
4.	Indian Model of Governance		
5.	Good Corporate Governance		
6.	Landmarks in emergence of Governance	30.06.2022	
7.	OECB Principles		
8.	Sarbances Oxley Act 2002		
9.	SEBI Initiatives	7 3 3 3	100
10.	Tutorial		4-10-21-4

## UNIT-II CORPORATE GOVERNANCE INDIAN SCENARIO:

CO2: Explain the importance of Corporate Governance in Indian Scenario.

TB: S.K.Mandal: Ethics in Business and Corporate Governance, THM, New Delhi, 2012.

11.	Role of government in ensuring corporate governance	From: 01.07.2022	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	To: 15.07.2022	
17.	Corporate governance in developing economies	15.07.2022	
18.	Corporate governance in transiting economies		
19.	Tutorial	1	

### **TENTATIVE PLAN: IMB1692**

Section	:IMBA	Date: 20-06-2022		No. (0)
V/1		Trait . 20-00-2022	Page	No: 02
Revisio 00	n No:	Prepared By:KAVYA.P	Appr	oved By : HOD
	tack board	I, PPTs		ALC: 15   15   15   15   15   15   15   15
No. of Periods		TOPIC	Date	Mode of Deliver
CO3: Io FB: N.	dentify v	MARKS IN EMERGENCE OF CO arious models of Corporate Governa ramanyam: ACase Book on Corpor i.,2011.	nce.	
20.	Corpor	rate governance committees		S. Santana
21.	_	principles		
22.		isey survey on CG	200	
23.		committees	From:	ALC: NO THE REAL PROPERTY.
24.	Indian	guidelines	16.07.2022	Lecture
25.		s of governance		interspersed wit
26.	The state of the s	erial obligations	To:	discussions
27.		tions towards employees	11.08.2022	uiscussions
28.		tion towards customers	-	
		The state of the s		
29.	Obliga	tion towards investors	100	
CO4: C	Tutori V CORP compare res.	ORATE GOVERNANCE AND OTI and contrast the practical applicat	ions of Corpora	te Governance ar
30. UNIT-I CO4: C	Tutori V CORP compare ces. Mandal	al ORATE GOVERNANCE AND OTI and contrast the practical applicat Ethics in Business and Corporate C	ions of Corpora	te Governance ar
30. UNIT-I CO4: C employe FB; S.K	Tutori V CORP compare res. .Mandal	al ORATE GOVERNANCE AND OTI and contrast the practical applicat Ethics in Business and Corporate Coate governance and employees	ions of Corpora	te Governance ar
30, UNIT-I CO4; C employe FB; S.K 31.	V CORP compare ces. Mandal Corpor	al ORATE GOVERNANCE AND OTI and contrast the practical applicat Ethics in Business and Corporate C	Governance,TH	M, New Delhi, 201
30, UNIT-I CO4: C employe IB: S.K 31. 32.	Tutori V CORP compare resMandal Corpor Corpor	al ORATE GOVERNANCE AND OTI and contrast the practical applicat Ethics in Business and Corporate C ate governance and employees ate governance and customers ional investors creditors	ions of Corpora	M, New Delhi, 201
30, UNIT-I CO4: C employe FB: S.K 31, 32, 33,	Tutori V CORP compare cesMandal Corpor Corpor Institut Comm	al ORATE GOVERNANCE AND OTT and contrast the practical applicate Ethics in Business and Corporate of ate governance and employees ate governance and customers ional investors creditors unity and government	Governance,TH	M, New Delhi, 201  Lecture interspersed with
30, UNIT-I CO4: C employe FB: S.K 31, 32, 33, 34,	Tutori V CORP compare cesMandal Corpor Corpor Institut Comme	al ORATE GOVERNANCE AND OTI and contrast the practical applicati Ethics in Business and Corporate Co ate governance and employees ate governance and customers ional investors creditors unity and government nee redressal process	From: 22.08.2022	M, New Delhi, 201
30, UNIT-I CO4: C employe TB; S.K 31. 32. 33. 34. 35. 36. 37.	Tutori V CORP Compare ces.  Mandal Corpor Institut Comme Grievar Poor tra Tutoria	al ORATE GOVERNANCE AND OTT and contrast the practical applicate and contrast the practical applicate are governance and employees ate governance and customers ional investors creditors unity and government are redressal process are record of shareholder protection al	From: 22.08.2022 To: 15.09.2022	M, New Delhi, 201  Lecture interspersed with
30, UNIT-I CO4: C employe IB: S.K 31. 32. 33. 34. 35. 36. 37. UNIT-V CO5: Ex	Tutori V CORP compare cesMandal Corpor Institut Commi Grievar Poor tra Tutoria THE R	al ORATE GOVERNANCE AND OTT and contrast the practical applicate at governance and employees at governance and customers and investors creditors anity and government acce redressal process ack record of shareholder protection at EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam:ACase Book on Corpora	From: 22.08.2022 To: 15.09.2022	Lecture interspersed with discussions
30, UNIT-I CO4; Comploye B; S.K 31, 32, 33, 34, 35, 36, 37, UNIT-V CO5; Ev B; N.E HM,Ne 38,	Tutori V CORP Compare ces.  Mandal Corpor Institut Commi Grievar Poor tra Tutoria THE R Valuate C	al ORATE GOVERNANCE AND OTT and contrast the practical applicate at governance and employees at governance and customers and investors creditors anity and government acce redressal process ack record of shareholder protection at EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam:ACase Book on Corpora	From: 22.08.2022 To: 15.09.2022	Lecture interspersed with discussions
30, UNIT-I CO4: Comploye B; S.K 31, 32, 33, 34, 35, 36, 37, UNIT-V CO5: Ex B: N.E	Tutori V CORP compare cesMandal Corpor Institut Comme Grievar Poor tra Tutoria THE R caluate C Balasubra cw Delhi Director	al ORATE GOVERNANCE AND OTT and contrast the practical applicate  Ethics in Business and Corporate of ate governance and employees ate governance and customers ional investors creditors unity and government nce redressal process ack record of shareholder protection at EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam: ACase Book on Corpora  2011. T's capabilities T's responsibilities	From: 22.08.2022 To: 15.09.2022 sustainability.	Lecture interspersed with discussions
30, UNIT-I CO4; C employe IB; S.K 31, 32, 33, 34, 35, 36, 37, UNIT-V CO5; Ev IB; N.E HM,Ne 38,	Tutori V CORP compare cesMandal Corpor Institut Comme Grievar Poor tra Tutoria THE R caluate C Balasubra cw Delhi Director	al ORATE GOVERNANCE AND OTT and contrast the practical applicati  Ethics in Business and Corporate of ate governance and employees ate governance and customers ional investors creditors unity and government nce redressal process nck record of shareholder protection at EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam: ACase Book on Corpora  "2011. T's capabilities	From: 22.08.2022 To: 15.09.2022 sustainability. te Governance	Lecture interspersed with discussions
30, UNIT-I CO4: C employe IB: S.K 31. 32. 33. 34. 35. 36. 37. UNIT-V CO5: Ev IB: N.E HM,Ne 38. 39.	Tutori V CORP Compare ces. C.Mandal Corpor Institut Commi Grievar Poor tra Tutoria THE R Valuate C Balasubra cw Delhi Director Board e	al ORATE GOVERNANCE AND OTT and contrast the practical applicati  Ethics in Business and Corporate Orate governance and employees ate governance and customers ional investors creditors unity and government nee redressal process nek record of shareholder protection al EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam: ACase Book on Corpora  "2011.  r's capabilities r's responsibilities ffectiveness nent of directors, boards and	From: 22.08.2022 To: 15.09.2022 sustainability. te Governance From: 16.09.2022	Lecture interspersed with discussions
30, UNIT-I CO4; C employe IB; S.K 31, 32, 33, 34, 35, 36, 37, UNIT-V CO5; Ev IB; N.I HM,Ne 38, 39, 40,	Tutori V CORP compare ces. Mandal Corpor Institut Commo Grievar Poor tra Tutoria THE R caluate C Balasubra cw Delhi Directo Board e Assessa compan	al ORATE GOVERNANCE AND OTT and contrast the practical applicati  Ethics in Business and Corporate Orate governance and employees ate governance and customers ional investors creditors unity and government nee redressal process nek record of shareholder protection al EALITY OF THE BOARD ROOM: Corporate Social responsibilities and amanyam: ACase Book on Corpora  "2011.  r's capabilities r's responsibilities ffectiveness nent of directors, boards and	From: 22.08.2022 To: 15.09.2022 sustainability. te Governance	Lecture interspersed with discussions

Signature of the Faculty

Signature of the HoD | 422

# TENTATIVE LESSON PLAN: IMB1693

Course Title, G	LOBAL HRM	Course code; l	IMB1693
YEAR: V SEM: IX - IMB	Date: 20/6/2022	Page No	01 to 03
Revision No: 00	Prepared By: SRINIVAS.V	Approve	d By: HOD
Tools: BLACK	BOARD / PPTs		
No. of Periods	TOPIC	Date	Mode of Delivery
CO1: Become f	DUCTION TO Global HRM amiliar with a basic concept of Global HRM "International Human Resource Management" Himalays	Publishing Hou	
	UNIT - 1 Introduction		
1	A Global HR Perspective in New Economy	то	
2	Challenges of Globalization		13. 35.
	Implications of Managing People and Leveraging Human Resource		Lecture
1	Conflicts - Strategic Role of International HRM	20/6/2022	intersperse
1	Global HR Planning	The contract of	with
1	Staffing policy-Training and development	FROM	discussions
1	Performance appraisal	8/7/2022	1000
1	International Labour relations-industrial democracy	8/1/2022	1
1	Talent crunch-Indian MNCs and Challenges		-
	Legal content of Global HRM		
UNIT-II CO2: Gain knov TB: Subba Rao:	Managing International Assignments vledge about international assignments "International Human Resource Management" Himalaya	Publishing Hou	se, Hyderabad
CO2: Gain know	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments	Publishing Hou	se, Hyderabad
CO2: Gain know	Managing International Assignments wledge about international assignments "International Human Resource Management" Himalaya UNIT – 2 Managing International Assignments	то	
CO2: Gain know	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments	TO 11/7/2022	Lecture
CO2: Gain knov FB: Subba Rao:	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international	TO 11/7/2022 FROM	Lecture interspersed
CO2: Gain knov FB: Subba Rao:	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international assignments Positioning Expatriate Repatriate	TO 11/7/2022	Lecture interspersed with
CO2: Gain knov FB: Subba Rao:	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration	TO 11/7/2022 FROM	Lecture interspersed
CO2: Gain knov FB: Subba Rao:	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international assignments Positioning Expatriate Repatriate factors of consideration Strategies	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain knov FB: Subba Rao:	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international assignments Positioning Expatriate Repatriate factors of consideration Strategies International assignments for Women	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain knov	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international assignments Positioning Expatriate Repatriate Repatriate factors of consideration Strategies International assignments for Women International assignments for Women - Problems.	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain knov IB: Subba Rao:  1 1 1 2 1 I I I I ONIT-III C	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain knov IB: Subba Rao:  1 1 1 2 1 I I I I ONIT-III C	Managing International Assignments viedge about international assignments "International Human Resource Management" Himalaya UNIT - 2 Managing International Assignments Significance of international assignments Selection methods to manage international assignments Positioning Expatriate Repatriate Repatriate factors of consideration Strategies International assignments for Women International assignments for Women - Problems.  Pross Culture Management International Human Resource Management The International Human Resource Management	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain knov IB: Subba Rao:  1 1 1 2 1 I I I I ONIT-III C	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  ""International Human Resource Management"  UNIT - 3 Cross Culture Management	TO 11/7/2022 FROM	Lecture interspersed with
CO2: Gain know IB: Subba Rao:  1 1 1 2 1 1 INIT-III CO3: Become fa IB: Subba Rao I	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  International Human Resource Management  The Thremational Human Resource Management  Cross Culture Management: Importance	TO 11/7/2022 FROM 30/7/2022	Lecture interspersed with
CO2: Gain know TB: Subba Rao:  1 1 1 1 2 1 I I I I ONIT-III CO3: Become far TB: Subba Rao I I I	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  "International Human Resource Management"  UNIT - 3 Cross Culture Management  Cross Culture Management: Importance  Concepts and issues	TO 11/7/2022 FROM 30/7/2022	Lecture interspersed with
CO2: Gain know TB: Subba Rao:  1 1 1 1 2 1 1 JNIT-III CO3: Become fa TB: Subba Rao I 1 1 1	Managing International Assignments  viedge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  ": "International Human Resource Management"  UNIT - 3 Cross Culture Management  Cross Culture Management: Importance  Concepts and issues  Theories	TO 11/7/2022 FROM 30/7/2022	Lecture interspersed with discussions
CO2: Gain know TB: Subba Rao:  1 1 1 2 1 I I I I OO3: Become fa TB: Subba Rao I 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  ""International Human Resource Management  ""International Human Resource Management  Cross Culture Management: Importance  Concepts and issues  Theories  considerations -Problems	TO 11/7/2022 FROM 30/7/2022 TO 1/8/2022 FROM	Lecture interspersed with discussions  Lecture interspersed with
CO2: Gain know TB: Subba Rao:  1 1 1 1 2 1 I I I I I I SNIT-III C O3: Become fa TB: Subba Rao I  1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  ""International Human Resource Management  ""International Human Resource Management  Cross Culture Management: Importance  Concepts and issues  Theories  considerations -Problems  Skill building methods	TO 11/7/2022 FROM 30/7/2022	Lecture interspersed with discussions  Lecture interspersed
CO2: Gain know TB: Subba Rao:  1 1 1 2 1 I I I I OO3: Become fa TB: Subba Rao I 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Managing International Assignments  vledge about international assignments  "International Human Resource Management" Himalaya  UNIT - 2 Managing International Assignments  Significance of international assignments  Selection methods to manage international assignments  Positioning Expatriate  Repatriate  factors of consideration  Strategies  International assignments for Women  International assignments for Women - Problems.  Pross Culture Management  miliar with the concepts of cross-cultural management  ""International Human Resource Management  ""International Human Resource Management  Cross Culture Management: Importance  Concepts and issues  Theories  considerations -Problems	TO 11/7/2022 FROM 30/7/2022 TO 1/8/2022 FROM	Lecture interspersed with discussions  Lecture interspersed with

	UNIT - 4 Compensation Management	то	
1	Importance - Concepts	201012022	Lecture
2	Trends - Issues - Methods	30/8/2022	interspersed
2	Factors of Consideration - Models	FROM	with
1	incentive methods	FROM	discussions
-1	global compensation implications on Indian systems	17/9/2022	
1	Performance Management	111312022	
TB; Subba Ra	OP: "International Human Resource Management" Himalay UNIT - 5 Global Strategic Advantages through	arubusningriou	se,2011
TB; Subba Ra	UNIT - 5 Global Strategic Advantages through HRD	arublishingHou	se,2011
TB: Subba Ra	UNIT - 5 Global Strategic Advantages through		se,2011
TB: Subba Ra	UNIT - 5 Global Strategic Advantages through HRD	TO	
I I	UNIT - 5 Global Strategic Advantages through HRD Global Strategic Advantages through HRD		Lecture interspersed
I I I	UNIT - 5 Global Strategic Advantages through HRD Global Strategic Advantages through HRD Measures for creating global HRD Climate	то	Lecture
I I I I I I I I I I I I I I I I I I I	UNIT – 5 Global Strategic Advantages through HRD Global Strategic Advantages through HRD Measures for creating global HRD Climate Strategic Framework of HRD and Challenges Globalization and Quality of Working Life and	TO 19/9/2022	Lecture intersperses with

Surangs V 20/6/22 Signature of Faculty

B. Kull 20/400 Signature of HOD 1/400

# TENTATIVE LESSON PLAN:

Course Title: GL	OBAL FINANCIAL MANAGEMENT	
Section : IMBA V/I	Date : 20-06-2022	Page No : 01 of 02
Revision No: 00	Prepared By : B.V.S.S SUBBA RAO	Approved By : HOD
Tools : Black board,		Approved by . Hor

No. of Periods	TOPIC	Date	Mode of Delivery
TB :: Jeff	Introduction to Global Financial Manageme knowledge on Globalization & MNC's Madura, "International Financial Management"		rning Limiter
2008		- HEW THE TOTAL OF LINES	g Limitet
2008	Introduction to Global Financial Management		g Ellinte
1 1	Introduction to Global Financial Management		The second secon
1 1 1		From: 20-06-2022	Lecture interspersed

with

discussions

To:

10-07-2022

UNIT-II Management of Exchange and Interest Rates Exposure

1

CO2::. Learner is able to understand Exchange & Interest rate exposures

Regulatory and Legal Frame Work- Global Organizational

Restructuring

International Monitory System, Exchange Rates and Par Values

International Monitory Reforms- Special Drawing Rights

SDR Allocation

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

No. of Periods	TOPIC	Date	Mode of
2	Management of Exchange and Interest Rates Exposure	From: 20-06-2022 To:	6-2022 with Discussions Γο:
100	: Determination of Exchange RatesBalance 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	10-07-2022	
NIT - III	Management of Clab 1 D 1 0		

Management of Global Business Operations and Practices CO3: Understand the Management of Global Business Operations

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

No. of Periods	TOPIC	Data	
2	Management of Global Business Operations and Practices	Date	Mode of
3	Operational Strategies of MNCs- Management of Global Business Practices	From: 03-08-2022	Lecture interspersed with discussions
1	Sources of funds for MNCs		
2	Operations in International Financial Markets-	03-03-2022	
1	Currency Options.	To:	
UNIT-IV Inte	rnational Investment Decision	28-08-2022	

CO4: Equip with International Investment Decisions

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

No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision	1000000	Denvery
2	Foreign Direct Investment-International Capital Budgeting	From:	
3	Evaluation and Management of Political Risk	29-08-2022	Lecture interspersed with
1	Global Portfolio Investment, International Global Financial Decisions	To:	discussions
2	Role of Multi Lateral Development Banks	25-09-2022	TE COLS
3	Global Financial Market Instruments		The second

# 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	From: 26-09-2022 To:	Lecture
3	Nature and Magnitudes of External Debt		
2	Factors influencing Debt Crisis		
3	Management of external Indebtedness and Challenges		
The state of	- Short -Term Financing- Internal Financing by MNCs.		
2	Case studies in the relevant units	15-10-2022	

Por Maragifez
Signature of the Faculty

B-Cent 206 2022 Signature of the HOD

### 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.

V YEAR IX	BA SEM	Date: 01 07 202	Page No: 01	of 02
Revision No	: 00	Prepared By: N.SAFALYA	Approved B	v: HOD
Tools: Black b	oard, PPT	1	i separate a	y. 1100
No. of Periods		TOPIC	Date	Mode of Deliver
	e the mean	re Legislation ing and concept of welfare legislations inciples of Labour Welfaret, Oxford University Press, An	nd New Delhi.	
1.	Introduc	tion to Welfare Legislation		
2.		Act 1948		Az milan
3.	Mines A	ct 1952	1/07/2022	
4.	Plantatio	n Labour Act 1951		OFFLINE
5.	Contract	Labour (Regulation and Abolition) Act 1970	13/07/2022	OTTENTE
6.		ps and Establishments Act.	13/0/12022	
7.	Tutori	And the second transfer of the second transfe		
9.	Trade Ur	Employment (standing orders) Act 1946 tions Act 1926	14/07/2022	
10.	Tutoria		25/07/2022	OFFLINE
UNIT - III CO3: Disting TB: Moorthy, No. of Period	uish wage a M.V: —Pri	ge and Social Security Legislation and social security legislations aciples of Labour Welfarel, Oxford University Press, New		
11.		TOPIC nt of wages Act 1936	DATE	Mode of Deliver
12.	-	um wages Act 1948		
1 600	_	nt of Bonus Act 1966	28.76	
13	_	nt of Gratuity Act 1972	-	
13.		in or Grandity Act 1972	26/07/2022	350.400000000000000000000000000000000000
14.		sen's Compensation Act 1922		Albahara an and
14. 15.	Works	nen's Compensation Act 1923		OFFLINE
14. 15. 16.	Works Emplo	yees State Insurance Act 1948	12/08/2022	OFFLINE
14. 15.	Emplo Matern		12/08/2022	OFFLINE

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 Deliver
20.	Concept of labour welfare (Introduction)		18 M
21.	Scope of Tabour welfare		F-3938
22.	Philosophy of labour welfare		100
23.	principles of labour welfare		
24.	Indian constitution on labour	13/08/2022	
25.	Agencies of labour welfare and their role		
26.	Introduction to ILO	01/09/2022	OFFLINE
27.	Impact of II.O on labour welfare in India.	10000	or rante
28,	Labour problems - Indebtedness	0.50	
29.	Labour problems - Alcoholism		
30.	Labour problems - Personal and Family Counselling.		
31.	Tutorials		

UNIT - V Labour welfare programmes

CO5: Research on labour welfare programs in India and contribution of CBWE.

TB: Malik, P.L.: -Industrial Lawl, Eastern Book Company, Laknow, 1977.

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

Signature of the faculty

B Cuescef 17 7 2022

# TENTATIVE LESSON PLAN: RM

	IMBA V/IX	ANAGEMENT -IMB1698 Date : 20-06-2022	Page No :	01 of 02
Revision N		Prepared By : B.CHINNI		By : HOD
Tools : Black	board			2,1102
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT -I	ROLE OF	FINANCIAL INSTITUTION		Denvery
ΓB: Dr. G. F	Cotreshwar: "Risk	dent with basic knowledge of Risk and Management", Himalaya Publishing House,		
1.		ancial institution	From:	
2.	Financial s	ervices provided by intermediaries	20-06-2022	
3.	Future tren	ds and global issues for financial serv	ices	1000
4.	Risk manag	gement frame work in organization	To:	
5.	Identification	on of liquidity risk	10-07-2022	
o.	Measureme	ent and managing risk		Lecture
7.	Managing f	oreign exchange risk		interspersed with
NIT -II	MEASURE	MENT OF INTEREST RATE RISK		discussions
11.	Problems on	Walue at Diek	From:	
10.	Measuremen	n measurement of interest rate risk nt of market risk	P	
	Problems on	Value at Risk	11-07-2022	
12.		nt of operational risk		
13.		nt of liquidity risk	To: 02-08-2022	Lecture
14				interspersed
14.	Measuremen	at of operational risk		interspersed with
15.	Problems on	measurement of operational risk		Lateral And Colored the 700 Colored
15. 16.	Problems on Measuremen	measurement of operational risk t of off balance sheet risk		with
15. 16. 17.	Problems on Measuremen Problems on	measurement of operational risk t of off balance sheet risk credit risk		with
15. 16. 17. NIT – III 1 D3: Gain k	Problems on Measuremen Problems on Risk Managen nowledge about	measurement of operational risk  t of off balance sheet risk  credit risk  ment tools  ut risk management tools for minimize  Management". Himalaya Publishing Users	ing risks.	with
15. 16. 17. NIT – III 1 O3: Gain k d: PDr. G. Ko 18.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk Managen Types of de	measurement of operational risk at of off balance sheet risk credit risk nent tools ut risk management tools for minimize Management", Himalaya Publishing House, Derivatives contracts	Delhi. 2012	with
15. 16. 17. NIT – III I D3: Gain k 8: PDr. G. Ko 18. 19.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk ! Types of de Manageme	measurement of operational risk  t of off balance sheet risk  credit risk  nent tools  ut risk management tools for minimize  Management", Himalaya Publishing House, for the crivatives contracts  nt of interest rate risk tools	Pelhi. 2012 From:	with
15. 16. 17. NIT – III I D3: Gain k 3: PDr. G. Ko 18. 19. 20.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk ! Types of de Manageme Approache:	measurement of operational risk at of off balance sheet risk credit risk ment tools ut risk management tools for minimize Management", Himalaya Publishing House, Derivatives contracts at of interest rate risk tools to credit risk management tools	Delhi. 2012	with
15. 16. 17. NIT – III 1 D3: Gain k 8: PDr. G. Ko 18. 19. 20. 21.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk ! Types of de Manageme Approaches Operational	measurement of operational risk at of off balance sheet risk credit risk nent tools ut risk management tools for minimize Management", Himalaya Publishing House, Derivatives contracts at of interest rate risk tools s to credit risk management tools I risk management tools	Pelhi. 2012 From: 03-08-2022 To:	with
15. 16. 17. NIT – III I D3: Gain k 3: PDr. G. Ko 18. 19. 20. 21. 22.	Problems on Measuremen Problems on Risk Managen nowledge about treshwar: "Risk! Types of de Manageme Approaches Operational Foreign exc	measurement of operational risk at of off balance sheet risk credit risk ment tools ut risk management tools for minimizi Management", Himalaya Publishing House, for erivatives contracts at of interest rate risk tools at to credit risk management tools brisk management tools change and sovereign risk tools	Pelhi. 2012 From: 03-08-2022	with discussions  Lecture interspersed
15. 16. 17. NIT – III 1 D3: Gain k 8: PDr. G. Ko 18. 19. 20. 21. 22. 23.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk! Types of de Manageme Approache: Operational Foreign exc	measurement of operational risk at of off balance sheet risk credit risk nent tools ut risk management tools for minimize Management", Himalaya Publishing House, Derivatives contracts at of interest rate risk tools at to credit risk management tools I risk management tools change and sovereign risk tools crivatives contracts	Pelhi. 2012 From: 03-08-2022 To:	Lecture interspersed with
15. 16. 17. NIT – III I D3: Gain k 8: PDr. G. Ko 18. 19. 20. 21. 22. 23. 24.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk ! Types of de Manageme Approaches Operational Foreign exc Types of de Managemer	measurement of operational risk at of off balance sheet risk credit risk ment tools ut risk management tools for minimize Management", Himalaya Publishing House, for erivatives contracts at of interest rate risk tools at to credit risk management tools at risk management tools change and sovereign risk tools crivatives contracts at of interest rate risk tools	Pelhi. 2012 From: 03-08-2022 To:	with discussions  Lecture interspersed
15. 16. 17. NIT – III 1 D3: Gain k 8: PDr. G. Ko 18. 19. 20. 21. 22. 23.	Problems on Measuremen Problems on Risk Managen nowledge about streshwar: "Risk ! Types of de Manageme Approaches Operational Foreign exc Types of de Managemer	measurement of operational risk at of off balance sheet risk credit risk ment tools ut risk management tools for minimizi Management", Himalaya Publishing House, for erivatives contracts at of interest rate risk tools at to credit risk management tools brisk management tools change and sovereign risk tools	Pelhi. 2012 From: 03-08-2022 To:	Lecture interspersed with

26	Regulatory frame work for Banks	From:	Company of
27	Revised RBI Risk management frame work to banks	29-08-2022	Lecture
28	Operational structure for credit risk	To:	interspersed
29	SEBI Norms to banks	25-09-2022	with
30	BASEL Committee on Banking supervision	10000	discussions
31	BASEL I,		100
32	BASEL II Norms		
33	BASEL III Norms	- 100	

an knowledge about new concept to minimize the rie	ve	
Time value of money calculation methods		
Fundamentals of options ,forwards and futures		1
KMV Portfolio Manager		Lecture
	To:	interspersed
Problems on black schools model	15-10-2022	with discussions
	Knowledge about new concept to minimize the risk Kotreshwar: "Risk Management", Himalaya Publishing House, D Time value of money calculation methods Fundamentals of options ,forwards and futures KMV Portfolio Manager Black schools model	Fundamentals of options ,forwards and futures  KMV Portfolio Manager  Black schools model  To:

Signature of the parales

Signature of the HOD

# TENTATIVE LESSON PLAN: (IMB169B)

	tle: MANAGEMENT OF INDUSTRIAL RE IMBA 文/2 Date: 20-06-2022	Page No: 01 of	103	
Revision N	io: 00 Prepared By: P Naga Srinivasa	Rao Approved By :		
	: Black board			
No. of Periods UNIT -I	INDUSTRIAL RELATIONS MANAGEM	Date	Mode of Delivery	
consequen partnershi	gain knowledge on Industrial relations ces of in organization. They can learn emp	, its background, influe loyment structure, labour	market and soci	
	Concept			
2	Evaluation			
3	Background of industrial Relations in India			
4	Influencing factors of IR in enterprise			
5	consequences	From:	1-271.0	
6	Economic environments	22/06/2022	Lecture interspersed wi discussions	
7	Political environments	To:		
8	Employment Structure	06/07/2022		
9	Social Partnership			
10	Wider approaches toindustrial relations	The state of the s		
11	Labor Market.			
12	Case study			
13	Tutorial class			
O2: To	impart knowledge on Trade unions, gr	rowth, Legal framework	union problem	
B:: C.S V	p and maintenance. enkataratnam: "Industrial Relations", Oxford Introduction-Definition			
B:: C.S Vo 14	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India			
B:: C.S V	enkataratnam: "Industrial Relations", Oxford Introduction-Definition			
B:: C.S Vo	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India			
B:: C.S Vo 14 15	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India			
B:: C.S Vo 14 15 16 17	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926	University Press, New Delh		
B:: C.S Vo 14 15 16 17 18	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework	University Press, New Delh	, 2011	
B:: C.S Vo 14 15 16 17 18	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework Union recognition	From: 07/07/2022	Lecture	
B:: C.S Vo 14 15 16 17 18 19 20	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework Union recognition Union Problems	From: 07/07/2022 To:	Lecture	
B:: C.S Vo 14 15 16 17 18 19 20 21	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework Union recognition Union Problems Employees Association	From: 07/07/2022 To:	Lecture interspersed with	
B:: C.S Vo 14 15 16 17 18 19 20 21 22	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework Union recognition Union Problems Employees Association Objectives of Employees Association	From: 07/07/2022 To:	Lecture interspersed with	
B:: C.S Vo 14 15 16 17 18 19 20 21 22 23	enkataratnam: "Industrial Relations", Oxford Introduction-Definition Growth of Trade Unions in India Objectives of Trade Unions in India Trade Unions Act , 1926 Legal framework Union recognition Union Problems Employees Association Objectives of Employees Association Membership	From: 07/07/2022 To:	Lecture interspersed with	

Section : I	Date : 20-06-2022	Page No : 02 of 0:	3
Revision No	- Topin to the strain of the state	Approved By : H	OD
the state of the s	Black board		
UNIT - III	QUALITY OF WORK LIFE		
romoting	cus on nurturing the students in the area of Workers peace. If also emphasizes on wage and salary admini	participation, collecti	ve bargainin
ringe bene	its and issues and constraints in wage fixing in India.	stration, types of wag	es, incentive
ГВ:: C.S Ve	nkataratnam: "Industrial Relations", Oxford University	Press, New Delhi, 201	1
27	Workers' Participation in Management		Director.
28	Worker's Participation in India		
29	shop floor, Plant Level, Board Level		
30	Collective bargaining concepts		
31	Workers' Welfare in Indian scenario		Lecture interspersed with discussions
32	Characteristics	From: 25/07/2022	
33	Promoting peace	To:	
34	Wage and Salary administration: Nature	30/08/2022	
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		
39	India.  Case study		
40	Tutorial class	15 10 - 10	
NIT - IV	SOCIAL SECURITY		
	erstand different social security measures in India, H	lealth and occupations	l cofee
vorkmen C	ompensation Act, Employee State Insurance Act wor	kers' education and re	mandin.
B:: C.S Ve	nkataratnam: "Industrial Relations", Oxford University	Press, New Delhi, 201	l
41	Introduction and types	1	CLIVA'L
42	Social Security in India	1 3 3 3 3	
43	accounty in mana		
	Health and Occupational safety programs		
44			
The second	Health and Occupational safety programs		
44	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social	From:	Lecture
44 45 46	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security	From: 01/09/2022 To:	interspersed
44 45 46 47	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security  Workers' education objectives	01/09/2022	
44 45 46 47 48	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security  Workers' education objectives  Rewarding	01/09/2022 To:	interspersed with
44 45 46 47 48 49	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security  Workers' education objectives  Rewarding  Monetary rewarding	01/09/2022 To:	interspersed with
44 45 46 47 48 49 50	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security  Workers' education objectives  Rewarding  Monetary rewarding  Non monitoring rewarding	01/09/2022 To:	interspersed with
44 45 46 47 48 49	Health and Occupational safety programs  Salient features of Workmen  Compensation Act  Employees' State Insurance Act relating to social security  Workers' education objectives  Rewarding  Monetary rewarding	01/09/2022 To:	interspersed with

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

Tools: Black board

orders, code of	cuses on training students in the area of employee grievances and discipline, industrial disputes and prevention and settlement mac akataratnam: "Industrial Relations", Oxford University P	hinery.	
53	Causes of Grievances		100
54	Conciliation, Arbitration	120153	Lecture interspersed with discussions
55	Adjudication procedural aspects for Settlement of Grievances	From: 21/09/2022	
56	Standing Orders		
57	Code Discipline		
58	Industrial Disputes	To:	
59	Meaning, nature and scope of industrial disputes	15/10/2022	
60	Cases and Consequences of Industrial Disputes		
61	Prevention and Settlement of industrial disputes in India		
62	Case study		
63	Tutorial class		

P. Dajolivalen w Signature of the Faculty

B. Ceruf 20/6/22 Signature of the HOD

# TENTATIVE LESSON PLAN:IMB169C

Section : IMB	A V/I	ANAGEMENT (IMB169C) Date: 20-06-2022	Page No + Ot a	602	
Revision No : 0	the second second second	Prepared By : Dr. M VEERA BHADRA		Page No : 01 of 02 Approved By : HOD	
D. Seessa and J. Branch		RAO	Approved By :	HOD	
Tools : Blac	k board,	PPTs,			
No. of		TOPIC	Date	Mode of	
Periods				Delivery	
CO1: Able to kr	low abo	I Indirect Taxes ut the basics of tax, tax on agriculture income, about ROJKUMAR, VIPIN SINGH	t the income tax ac		
1.	Incom	ne Tax Act 1961			
2.		ne from House Property -	From:		
-	Comn	outation of Salary Income	20/06/2022		
3.	Incom	ne from Business and Profession	20/00/2022	The State of the S	
4.		et Taxes - Excise Duty	-		
5.	Types	and Taxable Event for Excise Duty	To:	Lecture	
	.,,,,,,	and Taxable Event for Excise Duty	2/07/2022	d with discussion	
.7.	Capita	l Goods for CENVAT	From		
6.					
	Capita	Goods and Services for CENVAT		Lecture	
8.	Scope		From:	intersperse	
		rge of Customs Duty	4/07/2022	d with	
9.	Nature	of Customs Duty - Classification for Customs	To:	discussions	
10.	Exemp	otions from Customs Duty	21/07/2022		
O3; Able to kno	W about	ion to Tax Planning t the tax planning and legal principles of tax planning DUKUMAR, VIPIN SINGH TE of Tax			
12		7 - 7 - 7 - 10 - 10 - 10 - 10 - 10 - 10		Cartesian 1	
		iples of taxation laws	From:	Lecture	
13	Five	basic Rules of interpretation of statues	23/07/2022	interspersed	
14	Law	Lexicon and	To:	with	
		Maxims	24/08/2022	discussions	
15		epts of Tax Avoidance, Tax Evasion			
NIT - IV : Ta	Mana	gement Decisions			
CO4; learner und	derstand	the elements of tax considerations, tax managements UKUMAR, VIPIN SINGH	nt, tax decisions		
- II HONTION BY					
16	Tax e	onsiderations - Management Decisions	From: 25/08/2022		
16	Tax e	onsiderations - Management Decisions	25/08/2022		
16	Tax e	onsiderations - Management Decisions  lines to Tax planning  fs - Concessions - Rebates -	25/08/2022 To:	Lecture	
16	Tax e	onsiderations - Management Decisions  lines to Tax planning  fs - Concessions - Rebates -	25/08/2022	Lecture	

20 Penalties for discussions non-compliance.

# 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		DATE	Mode of Delivery	
21	Bilateral Tax Treaties- Transfer Pricing for Tax Planning	From: 13/09/2022		
22	Tax Intensives Organizational Setup of MNCs	-		
23	Investment Decision on Tax Planning	To: 10/10/2022	Lecture	
	Transfer Pricing Methods		intersperse	
	Measures to Plug Tax Loopholes		d with discussion	

Signature of the Faculty

Signature of the HOD

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

00 Prepared By : R CHI	Page No	: 01 of 02			
on No : 00 Prepared By : B.CHINNI Approved B		d By : HOD			
What is					
TOPIC	Date	Mode of Delivery			
Introduction to Management	7				
rstand the meaning, definitions, importance ment And Organizational Behavior by					
Meaning and definition of managemen	nt	.			
Functions of management	FROM				
Levels of management	01-11-203	22			
Importance of management	то				
Skills of management	21-11-20				
Evaluation of management thought		interspersed			
Behavioral theory		discussions			
Introduction and definition of planning	g	discussions			
Management by objectives					
CSR of business					
Techniques and process of decision ma		interspersed with			
TB :: Management And Organizational Behavior by Stephen P. Robbins.					
Techniques and process of decision ma		with			
Techniques and process of decision ma Principles of organizing	aking FROM	with			
Techniques and process of decision ma Principles of organizing Organization structure and design	aking FROM	with			
Techniques and process of decision ma Principles of organizing Organization structure and design Types of power	aking FROM 23-11-202 To	with discussions			
Techniques and process of decision ma Principles of organizing Organization structure and design Types of power Delegation of authority and factor	aking FROM 23-11-202 To	with discussions			
Techniques and process of decision ma Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization	aking FROM 23-11-202 To	with discussions			
Techniques and process of decision management of organizing organization structure and design organization structure and design organization of authority and factor of Decentralization organizational behavior organizational behavior of the concepts of value, attitudes, belint And Organizational Behavior by Stephen organizational by Stephen organizational behavior by Stephen organizational by Stephen organizational behavior by Stephen organizational by Stephen organizational by Stephen organizational b	aking FROM 23-11-202 To 10-12-202 liefs and perceptions.	with discussions			
Techniques and process of decision management of organizing organization structure and design organization structure and design organization of authority and factor organization organizational behavior organizational behavior organizational behavior by Steep of Controlling techniques	aking FROM 23-11-202 To 10-12-202 siefs and perceptions. ephen P. Robbins. FROM	with discussions			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell Int And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior	aking FROM 23-11-202 To 10-12-202 liefs and perceptions. ephen P. Robbins. FROM 11-12-20	with discussions			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell It And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior Scope of organizational behavior	aking FROM 23-11-202 To 10-12-202  liefs and perceptions. ephen P. Robbins. FROM 11-12-20 TO	with discussions 2.			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell Int And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior Scope of organizational behavior Linkage with other social sciences	aking FROM 23-11-202 To 10-12-202  liefs and perceptions. ephen P. Robbins. FROM 11-12-20 TO 07-01-20	with discussions 2.			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell nt And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior Scope of organizational behavior Linkage with other social sciences Individual roles and organizational	aking FROM 23-11-202 To 10-12-202  liefs and perceptions. ephen P. Robbins. FROM 11-12-20 TO 07-01-20	with discussions  2 Lecture interspersed with			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell int And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior Scope of organizational behavior Linkage with other social sciences Individual roles and organizational Perspectives of human behavior	aking FROM 23-11-202 To 10-12-202  liefs and perceptions. ephen P. Robbins. FROM 11-12-20 TO 07-01-20	with discussions  2. Lecture interspersed			
Principles of organizing Organization structure and design Types of power Delegation of authority and factor Decentralization Organizational behavior stand the concepts of value, attitudes, bell nt And Organizational Behavior by Ste Controlling techniques Nature of organizational behavior Scope of organizational behavior Linkage with other social sciences Individual roles and organizational	aking FROM 23-11-202 To 10-12-202  liefs and perceptions. ephen P. Robbins. FROM 11-12-20 TO 07-01-20	with discussions  2 Lecture interspersed with			
Principles of orgonization strand pelegation of au Decentralization Organizational bestand the concepts of And Organization Controlling technology of Organizational Examples of Organi	process of decision maganizing ucture and design thority and factor thority and factor ochavior of value, attitudes, belienal Behavior by Steiniques nizational behavior ther social sciences and organizational human behavior	process of decision making 23-11-202 acture and design To 10-12-202 thority and factor sof value, attitudes, beliefs and perceptions. It is in all Behavior by Stephen P. Robbins. FROM 11-12-20 acture and behavior izational behavior ther social sciences and organizational goals human behavior			

25.	Motivation and job performance	FROM	
26.	Process theories of motivation	08-01-2023	
27.	Leadership styles	То	
28.	Challenges of Leaders in global era	29-01-2023	
29.	Approaches of leaders		
30.	Introduction of groups		with
31.	Stage formation of groups		discussions
32.	Group dynamics		
	rganizational control		
CO5: To unde	erstand the cause of conflicts and resolution.	P. Robbins	
CO5: To unde		P. Robbins.	
CO5: To unde TB :: Manage	erstand the cause of conflicts and resolution. ement And Organizational Behavior by Stephen	10347002	
CO5: To unde TB :: Manage 33	erstand the cause of conflicts and resolution. ement And Organizational Behavior by Stephen Causes of conflict Meaning and definition of negotiation	FROM	Lecture
CO5: To unde TB :: Manage 33 34	erstand the cause of conflicts and resolution. ement And Organizational Behavior by Stephen Causes of conflict Meaning and definition of negotiation Team building meaning	FROM 30-01-2023	Lecture
CO5: To unde TB :: Manag 33 34 35	erstand the cause of conflicts and resolution. ement And Organizational Behavior by Stephen Causes of conflict Meaning and definition of negotiation Team building meaning Conflict resolution in groups	FROM 30-01-2023 TO	Lecture interspersed with
CO5: To unde TB :: Manage 33 34 35 36	erstand the cause of conflicts and resolution. ement And Organizational Behavior by Stephen Causes of conflict Meaning and definition of negotiation Team building meaning	FROM 30-01-2023	interspersed
CO5: To unde TB :: Manage 33 34 35 36 37	created the cause of conflicts and resolution.  cement And Organizational Behavior by Stephen Causes of conflict Meaning and definition of negotiation Team building meaning Conflict resolution in groups Problem solving techniques	FROM 30-01-2023 TO	interspersed with

Faculto

B. Geecenf 31/10/22

# TETATIVE LESSON PLAN MANAGERIAL ECONOMICS (MB1912)

COL addresses a service and a	: MBA I/I	Date: 31-10-2022	Page No:	01 of 02
Revision		Prepared By : G.KIRAN	Approved	Telephone Committee Commit
ools : Bla	ck board			
No. of Periods		TOPIC	Date	Mode of Delivery
гв - к	o know the L VERSH	uction to Managerial Economics e economy and its principles. ANI: "Managerial Economics", 7		Hill, 2015.
1.	Control of the Contro	on to Economics		
2.	Concept &	Framework of Economics	1000000	
3.	Concept o	f Management : Functions	FROM	
4.	Introduction	on & Need of Managerial Economics	01-11-2022 TO	122
5.	Nature of	Managerial Economics	21-11-2022	Lecture
6.		danagerial Economics		interspersed
7.		ns of Managerial Economics		with
8.	Concept &	Framework of Economics		discussions
9.	Concept of	f Management : Functions	-	
O2: To B - K	understar L VERSH	ND ANALYSIS and the relationship between the de ANI : "Managerial Economics", T	mand supply ata Mc-Graw I	fill, 2015.
CO2: To FB - K 10.	L VERSH. Concept of Demand &	ANI: "Managerial Economics", T Demand – Definitions & Need for its types	emand supply ata Mc-Graw I	till, 2015.
CO2: To FB - K 10.	L VERSH Concept of Demand & Concept of	ANI: "Managerial Economics", T Demand – Definitions & Need for its types Demand Analysis	ata Mc-Graw I	fill, 2015.
TB - K 10.	L VERSHA Concept of Demand & Concept of Elasticity of	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis  Demand	ata Mc-Graw I	
TB - K 10. 11. 12. 13.	L VERSH. Concept of Demand & Concept of Elasticity of Price Elast	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis of Demand icity of Demand	FROM 23-11-2022	Lecture
TB - K 10. 11. 12. 13. 14.	L VERSH. Concept of Demand & Concept of Elasticity of Price Elast	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis  Demand	ata Mc-Graw I	Lecture interspersed with
TB - K 10. 11. 12. 13.	Concept of Demand & Concept of Elasticity of Price Elast Income, Ad	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis of Demand icity of Demand	FROM 23-11-2022	Lecture interspersed
TB - K 10. 11. 12. 13. 14.	Concept of Demand & Concept of Elasticity of Price Elast Income, Ad	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis of Demand icity of Demand dvertising, Cross Elasticity of Demand	FROM 23-11-2022	Lecture interspersed with
TO2: To TB - K 10.  11. 12. 13. 14.	Concept of Demand & Concept of Elasticity of Price Elast Income, Ad Types of Price Significance	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis of Demand dicity of Demand  divertising, Cross Elasticity of Demand  rice Elasticity of Demand	FROM 23-11-2022	Lecture interspersed with
11. 12. 13. 14. 15. 16. 17. 18. 18.	L VERSHA Concept of Demand & Concept of Elasticity of Price Elast Income, Ad Types of Pr Significance Measurement II PROD Iearn the for VERSHA	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis  Demand Analysis  Demand Demand  Demand Demand  Demand Demand  Dema	FROM 23-11-2022 To 10-12-2022	Lecture interspersed with discussions
10. 11. 12. 13. 14. 15. 16. 17. INIT - I	Concept of Demand & Concept of Elasticity of Price Elast Income, Ad Types of Price Elast Income, Ad Types of Price Elast Income Measurement II PROD Learn the Concept of Produ	ANI: "Managerial Economics", To Demand – Definitions & Need for its types  Demand Analysis  Demand Analysis  Demand Demand  Demand Demand  Demand Demand  Demand Demand  Deman	FROM 23-11-2022 To 10-12-2022	Lecture interspersed with discussions

21.	ISO Quants : Concept & Properties	FROM with	
22.	Iso costs	11-12-2022	discussions
23.	Least cost combination	то	
24.	Mrts	07-01-2023	
25.	Cobb- Douglas production function		
26.	BEP graph		
27.	BEP problems	1	1
28.	BEP problems	-	100
CO5: To 1 FB - K L V	know the market Structure and pricing pra VERSHANI: "Managerial Economics", Ta Classification of markets	ta Mc-Graw H	lill, 2015
30.	Price determination under Perfect Competition	FROM	Lecture interspersed with discussions
31.	Price determination under Perfect Competition	08-01-2023	
32.	Monopoly	То	
33.	Monopoly long run	29-01-2023	
34.	Monopolistic Competitions		
35.	Oligopoly	1	
36.	Methods of Pricing	1	
37.	Nash Equilibrium	1	
CO5:To kn	Macro Economics and Business: ow the national income and employment ERSHANI: "Managerial Economics", Tai Macro Economics and Business:	ta Mc-Graw H	ill, 2015
39.	Nature and Measurement of National Income		
40.	Inflation - Meaning and Kinds of Inflation	FROM	Lecture
41.	Causes and measurement of inflation	30-01-2023	interspersed
42.	Measures to Control Inflation	то	with
43.	Deflation	11-02-2023	discussions
44.	Philips curve- Stagflation		The state of the s
45.	Theory of Employment		
46.	Business cycles		

Signature of the HOD

# TENTATIVE LESSON PLAN: (MB1913)

Section :	which was problem to be a property of the second	Date: 31-10-2022	Page No: 0	1 of 02
Revision N		Prepared By : B.KRISHNAIAH	Approved l	
Tools : Black	board		- i-pprocea	oy . HOD
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT -I	INTRO	DUCTION TO ACCOUNTING		
accounts a	different jaya Kuma UNIT-J Meanin Function	e student with basic knowledge of Principle entry and double entry system, introduct roles of modern organization.  r, "Accounting for Managers", Himalaya Introduction TO ACCOUNTING. g and definition accounting as of accounting es of accounting	Publications	of accounts, fin
- 1	Introdu	es of accounting		
1		tion to GAAP	FROM	2011 3
,	Account	ing concepts and conventions	01-11-2022	Lecture
1	Accoun	ting process and cycle	ТО	interspersed
2	Classific	cation of accounts	21-11-2022	with
2	Problem	s on journal entries	21-11-2022	discussions
1	Problem	s on Journal entries		
1	Problem	s on reight at		
DATES II	1 tobici	as on trial balance and Final Accounts		
CO2: Gain unds flow	INTROI knowledge and cash fl aya Kumar	DUCTION TO FINANCIAL ANALYSIS: about financial statement analysis, compow statements. The continue of the cont	putation of ratio	s, preparation o
CO2: Gain unds flow	INTROI knowledge and cash fl aya Kumar	DUCTION TO FINANCIAL ANALYSIS: c about financial statement analysis, compow statements. c, "Accounting for Managers", Himalaya 1 :INTRODUCTION TO FINANCIAL	putation of ratio	s, preparation o
CO2: Gain unds flow fB :: P.Vij:	knowledge and cash fl aya Kumar UNIT-II ANALY	DUCTION TO FINANCIAL ANALYSIS: about financial statement analysis, compow statements. , "Accounting for Managers", Himalaya 1 :INTRODUCTION TO FINANCIAL SIS:	putation of ratio	s, preparation o
CO2: Gain unds flow : FB :: P.Vij:	knowledge and cash fl aya Kumar UNIT-II ANALY Meaning	DUCTION TO FINANCIAL ANALYSIS: about financial statement analysis, compow statements. The counting for Managers, Himalaya 1 INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis	putation of ratio	s, preparation o
CO2: Gain unds flow B :: P.Vij:	knowledge and cash flaya Kumar UNIT-II ANALY Meaning Problems	DUCTION TO FINANCIAL ANALYSIS: about financial statement analysis, compow statements.  ", "Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios	Publications.	s, preparation o
CO2: Gain unds flow : TB :: P.Vij:	knowledge and cash fl aya Kumar UNIT-II ANALY Meaning Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements. The accounting for Managers, Himalaya I IIII SIS: and definition of financial analysis on liquidity ratios on profitability ratios	Publications. FROM	
CO2: Gain unds flow : TB :: P.Vij:	knowledge and cash fl aya Kumar UNIT-II ANALY Meaning Problems Problems	DUCTION TO FINANCIAL ANALYSIS: about financial statement analysis, compow statements.  ", "Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios	Publications.	Lecture
CO2: Gain unds flow B :: P.Vija	knowledge and cash flaya Kumar UNIT-II ANALY Meaning Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements. The accounting for Managers, Himalaya I IIII SIS: and definition of financial analysis on liquidity ratios on profitability ratios	Publications.  FROM 23-11-2022	Lecture interspersed
CO2: Gain unds flow : B :: P.Vij:	INTROI knowledge and cash fl aya Kumar UNIT-II ANALY Meaning Problems Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements.  ", "Accounting for Managers", Himalaya le:INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on solvency ratios on activity ratios	Publications.  FROM 23-11-2022	Lecture interspersed with
CO2: Gain unds flow B :: P.Vija	knowledge and cash flaya Kumar UNIT-II ANALY Meaning Problems Problems Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements.  "Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement	Publications.  FROM 23-11-2022	Lecture interspersed
CO2: Gain unds flow :  TB :: P.Vij:	knowledge and cash flaya Kumar UNIT-II ANALY Meaning Problems Problems Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements.  ", "Accounting for Managers", Himalaya le:INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on solvency ratios on activity ratios	Publications.  FROM 23-11-2022	Lecture interspersed with
2 2 2 1 1 2 NIT – III	INTROD  knowledge and cash flaya Kumar  UNIT-II ANALY Meaning Problems Problems Problems Problems Problems Problems	DUCTION TO FINANCIAL ANALYSIS: a about financial statement analysis, compow statements.  ""Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement  UCTION COST CONCERNS	Publications.  FROM 23-11-2022  To 10-12-2022	Lecture interspersed with discussions
CO2: Gain unds flow :  B :: P.Vij:  2 2 2 1 1 2 NIT - III O3: TO unsting, differ	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems Problems Problems Problems	c about financial statement analysis, compow statements.  ""Accounting for Managers", Himalaya I IINTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement  UCTION COST CONCEPTS about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers". Himalaya I	Publications.  FROM 23-11-2022  To 10-12-2022	Lecture interspersed with discussions
CO2: Gain unds flow :  B :: P.Vij:  2 2 1 1 2 NIT - III O3: TO unsting, differ B :: P.Vijay	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems UNIT-II ANALY Meaning Problems Problems Problems Problems UNIT I	c about financial statement analysis, compow statements.  "Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS:  and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios  on activity ratios  on funds flow statement  On cash flow statement  UCTION COST CONCEPTS  about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers", Himalaya Poly: INTRODUCTION COST CONCEPTS	Publications.  FROM 23-11-2022  To 10-12-2022	Lecture interspersed with discussions
CO2: Gain unds flow :  B :: P.Vij:  2 2 2 1 1 2 1 NIT - III O3: TO unsting, diffe B :: P.Vijay	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems  INTROD INT	c about financial statement analysis, compow statements.  ""Accounting for Managers", Himalaya I IINTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement on cash flow statement  UCTION COST CONCEPTS about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers", Himalaya Poly: INTRODUCTION COST CONCEPTS g and definition of cost	Publications.  FROM 23-11-2022  To 10-12-2022  d various analysis	Lecture interspersed with discussions
CO2: Gain unds flow :  B:: P.Vij:  2 2 1 1 2 1 NIT - III O3: TO unsting, diffe B:: P.Vijay	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems  INTROD INT	c about financial statement analysis, compow statements.  "Accounting for Managers", Himalaya I INTRODUCTION TO FINANCIAL SIS:  and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios  on activity ratios  on funds flow statement  On cash flow statement  UCTION COST CONCEPTS  about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers", Himalaya Poly: INTRODUCTION COST CONCEPTS	Publications.  FROM 23-11-2022  To 10-12-2022  d various analysis ublications.  FROM	Lecture interspersed with discussions
CO2: Gain unds flow ands flow ands flow and	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems Problems  Problems  INTROD Inderstand a Frent types	c about financial statement analysis, compow statements.  ""Accounting for Managers", Himalaya I IINTRODUCTION TO FINANCIAL SIS: and definition of financial analysis on liquidity ratios on profitability ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement on cash flow statement  UCTION COST CONCEPTS about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers", Himalaya Poly: INTRODUCTION COST CONCEPTS g and definition of cost	Publications.  FROM 23-11-2022  To 10-12-2022  d various analysis ablications.  FROM 11-12-2022	Lecture interspersed with discussions is on standard
CO2: Gain funds flow :  TB :: P.Vij:  2 2 1 1 2 1 NIT - III O3: TO un esting, diffe B :: P.Vijay	INTROD ANALY Meaning Problems Problems Problems Problems Problems Problems  Problems  INTROD Iderstand a rent types INTROD Iderstand a INTROD Iderst	c about financial statement analysis, compow statements.  "Accounting for Managers", Himalaya I I:INTRODUCTION TO FINANCIAL SIS:  and definition of financial analysis on liquidity ratios on profitability ratios on solvency ratios on activity ratios on funds flow statement on cash flow statement  UCTION COST CONCEPTS about. Nature, scope and computation and of budgets prevailing in the accounting "Accounting for Managers", Himalaya Province of the statement of the scounting of the scote of the scounting of the scounting of the scounting of the scote of the scounting of the scounting of the scounting of the scote of the scounting of the scounting of the scounting of the scote of the scounting of the scounting of the scounting of the scote of the scounting of the scounting of the scounting of the scote of the scounting of the scounting of the scounting of the scot	Publications.  FROM 23-11-2022  To 10-12-2022  d various analysis ublications.  FROM	Lecture interspersed with discussions

2	Determinants of product cost		
1	Problems on cost sheet		
1 2	Problems on final accounts of joint stock company		
			the state of the s
various func	derstand about. Nature , scope of management acco ional budgets. a Kumar, "Accounting for Managers". Himalaya P.	the regionity	ration of
various func	a Kumar, "Accounting for Managers", Himalaya Pu UNIT IV: INTRODUCTION TO	iblications.	ration of
various func	ional budgets. a Kumar, "Accounting for Managers", Himalaya Pt	the regionity	Lecture

ı	UNIT - V INTRODUCTION TO STANDARD COSTING:
ı	CO5: To understand about standard costing and variance analysis, types of variances and
ı	computation of material and labour variances

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

Preparation of various functional budgets

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

Signature of the Faculty

2

Signature of the HOD

29-01-2023

interspersed with discussions

# TENTATIVE LESSON PLAN: MB1914 (2022-23)

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

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
• COI • TB:	Basic Mathematical and Statistical Techniques.  To acquaint the knowledge of mathematical and December 1) Quantitative Techniques in ManagementN.D.Vo	statistical techniq	
1.	Linear functions.	21-11-2022	
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	Lecture
7.	Elementary operations on matrices.	20 11 2022	interspersed
8.	Matrix multiplication.	30-11-2022	with discussions
9.	Inverse of a matrix.	01-12-2022	discussions
10.	Cramer's method	02-12-2022	
11.	Matrix inverse method.	03-12-2022	
UNIT -II	Measures of central tendency, Dispersion Correla	05-12-2022	

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

CO3: To gain knowledge about statistical decision theory.

TB :: Operations Research---S.D. Sharma

Serial	TOPIC		
Number	TOTAL	Date	Mode o
26.	Steps involved in decision making.		Deliver
	in decision making.	02-01-2023	20000000000

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	Denitry
32.	Testing of hypothesis.	11-01-2023	Lecture interspersed with discussions
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.		
44.	Paired t test problems.	01-02-2023	
NIT-V	Two Samula Tests	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
45.	Chi square test		Delivery
46.	Goodness of fit	04-02-2023	
47.		06-02-2023	
	Independence of attributes.	08-02-2023	
48.	ANOVA Technique.		
49.	One way ANOVA	08-02-2023	
50,	Two way ANOVA	23-02-2023	
		23-02-2023	

P. Najesinivale A co Signature of the Faculty 21/10/2022

Signature of the HOB 1/10/22

# TENTATIVE LESSON PLAN: (MB1915)

Course Im	:: LEGAL AND BUSI	NESS ENVIRONMENT (MB	11915)		
Section : N	IBA I/I Date: 31-1	0-2022	Page No: 01	of 02	
Revision No		Prepared By : B.V.S.S. SUBBA RAO		Approved By : HOD	
Tools : Black	oard				
No. of Periods UNIT -I		TOPIC		Mode of Delivery	
CO1: To ac significance	quaint the student with e. vathappa, Essentials of B	DE BUSINESS ENVIRONME: h basic knowledge of Business business Environment, Himalaya I CTION: CONCEPT OF	s Environment	and its	
2		stics-Environmental factors,		1	
3	Importance at nationa	l and international level	-		
2	problems and challens	es	-		
2	Environmental Scanni		EPOM	T was a summ	
1	Environmental Scannin	ng process	FROM 01-11-2022 TO	Lecture	
1	NITI Aayog:		21-11-2022	with	
1	India	in Economic Development of	21-11-2022	discussions	
2	Technological Environ	nment: Features	-		
1	Its impact on Business	, Restraints on Technological	1		
	Growth	restraints on reemiological			
CO2: Gain l	Case studies in Unit ECONOMIC AND P nowledge about Politic	OLITICAL ENVIRONMENT	i i		
CO2: Gain l	Case studies in Unit ECONOMIC AND P nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their	t. Publishers	Lecture interspersed with	
1 2 2 2 2 3	Case studies in Unit ECONOMIC AND F nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti Indian Economy- Nature	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their onal framework . Structure of	FROM 23-11-2022	interspersed	
CO2: Gain I B :: :: K.As 1 2 2 2 3 4 2 2 NIT – III O3: TO un B :: :: K.Asv	Case studies in Unit ECONOMIC AND P nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti Indian Economy- Nature Economic Planning- Of Concept and Meaning of INTRODUCTION TO Interstand about Legal I sathappa, Essentials of B	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their onal framework . Structure of e and significance. ojectives, Merits, Limitations- f Political Environment. O LEGAL ENVIRONMENT Environment specially to Indi- usiness Environment Himalaya I	To 10-12-2022	interspersed with	
2 2 2 3 4 2 2 1 2 2 2 3 4 2 2 2 3 4 2 2 2 2 3 4 2 2 2 2	Case studies in Unit ECONOMIC AND P nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti Indian Economy- Natura Economic Planning- Of Concept and Meaning of INTRODUCTION TO lerstand about Legal I athappa, Essentials of B UNIT III: INTRO ENVIRONMENT:	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their onal framework. Structure of e and significance. Diectives, Merits, Limitations- of Political Environment. D LEGAL ENVIRONMENT Environment specially to Indi- usiness Environment, Himalaya F DUCTION TO LEGAL	To 10-12-2022 an Context.	interspersed with	
CO2: Gain I B :: :: K.As 1 2 2 2 3 4 2 NIT - III O3: TO un B :: :: K.Asv 2	Case studies in Unit ECONOMIC AND P nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti Indian Economy- Nature Economic Planning- Ot Concept and Meaning of INTRODUCTION TO lerstand about Legal I athappa, Essentials of B UNIT III: INTRO ENVIRONMENT: Business Law: Meani Law	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their onal framework . Structure of e and significance. Diectives, Merits, Limitations- of Political Environment. D LEGAL ENVIRONMENT Environment specially to Indi- usiness Environment, Himalaya F DUCTION TO LEGAL ng, scope and need for Business	To FROM 23-11-2022 To 10-12-2022 an Context. Publishers. FROM 11-12-2022	interspersed with discussions	
CO2: Gain I B :: :: K.As 1 2 2 2 3 4 2 NIT – III O3: TO un B :: :: K.Asv 2	Case studies in Unit ECONOMIC AND P nowledge about Politic wathappa, Essentials of I ECONOMIC AND P Concept-Definition of Economic Systems Relative merits and der Economic Policies-Mo Industrial policies since significance Regulatory and promoti Indian Economy- Nature Economic Planning- Ot Concept and Meaning of INTRODUCTION TO Interstand about Legal I Statistical Systems  UNIT III: INTRO ENVIRONMENT: Business Law: Meaning Business Law:	POLITICAL ENVIRONMENT cal & Economic Environment Business Environment, Himalaya OLITICAL ENVIRONMENT Economic Environment merits of each systems netary-Fiscal e independence and their onal framework . Structure of e and significance. Ojectives, Merits, Limitations- f Political Environment. O LEGAL ENVIRONMENT Environment specially to Indi- usiness Environment, Himalaya F DUCTION TO LEGAL ng, scope and need for Business	To T	interspersed with discussions	

2	Its Essentials, Breach of Contract		
2	Intellectual Property Rights		
2	Negotiable Instruments Act 1881.		
1	Relevant case studies in the unit		
	COMPANY ACT 2013: inderstand about Indian Partnership Act 1962 swathappa, Essentials of Business Environment, Himala	ya Publishers.	
3	UNIT IV: COMPANY ACT 2013		100
2	Memorandum and Articles of Association	FROM	Lecture

Partnership Act 1932: Duties of Partners-

		-	44.14.6.44
3	Dissolution of Partnership-Information Technology Act 2000: Digital signature-Cyber Frauds.	29-01-2023	discussions
	MISCELLANEOUS ACTS: iderstand about miscellaneous acts of Indian Context swathappa, Essentials of Business Environment, Himalaya P		
2	UNIT V: INTRODUCTION TO MISCELLANEOUS ACTS		
2	Sales of Goods Act 1930-Sale- agreement to Sale	FROM 30-01-2023	Lecture interspersed with
2	Implied Conditions and Warranties	TO	
2	Consumer Protection Act 1986	11-02-2023	
2	Competition Act- Environment (Protection) Act 1986		discussions
2	Foreign Exchange Management Act (FEMA).	1	

The Markon Signature of the Faculty

2

08-01-2023

To

interspersed

with

#### TENTETIVE LESSON PLAN – MCA11021 BUSINESS COMMUNICATION

Course Title: BU	SINESS COMMUNICATION		10000000000	
Section : MBAT	/T Date: 31-10-2022		Page No: 01 of 03	
Revision No: 00			Approved By : HOD	
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 managerial effectiveness.

1.	Introduction	31-10-2022 01-11-2022	
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	Lecture interspersed with
6.	listening skills	11-11-2022 14-11-2022	discussions
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	

# NIT- 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 managerial effectiveness.

9.	Introduction	21-11-2022 22-11-2022	
10.	Organizational Communication	23-11-2022 24-11-2022	
11.	Formal Communication	25-11-2022 26-11-2022	
12,	Informal Communication	28-11-2022	Lecture interspersed with
13.	Interpersonal Communication	29-11-2022	discussions
14.	Inrarpersonal 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	
21.	Haptics, handshakes	14-12-2022 15-12-2022 16-12-2022	Lecture interspersed with discussions
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 managerial effectiveness.

25.	mechanics of writing	06-01-2023 07-01-2023	
26.	report writing	09-01-2023	
27.	report writing	10-01-2023	
51030012		11-01-2023 12-01-2023	4
28.	business correspondence	13-01-2023	
29.	business correspondence	17-01-2023 18-01-2023	Lecture interspersed with
30.	business letter format	19-01-2023	discussions
31.	business letter format	20-01-2023	
32.	Meetings and managing meetings	21-01-2023	1
33.	Resume writing	23-01-2023	1
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 managerial effectiveness.

35	prerequisites of effective	25-01-2023 27-01-2023	一层质视点
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	Lecture interspersed with discussions
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	

Surveys. V

Signature of the Faculty

Signature of the HOD 10/22

TENTATIVE LESSON PLAN: (MB191A)

occu	on : MBA I/I	Date: 21-11-2022	D 31	0.1 0.1
	ion No : 00	Prepared By :SK SHAFIULLAH		o:01 of 03
Tools	: Black board	property by lot offer follown	Approved By : HOD	
SR		TOPIC	Date Mode of Del	
TB::	l: To acquaint the ent Organizations. Cash by Franklin,	Revitalize your corporate culture: PHI,		The state of the s
1	Introduction			
2	Concept of c	ulture for a business context		
3	Understandi	ng corporate culture		
4		orporate culture		
_ 5	Contemporar	y corporate cultures	7	,
- 6	Characteristi	cs of successful corporate cultures	7	2500000
7	Organization	al culture	21-11-2022 To	Lecture
8	Five major di	mensions of organizational culture	02-12-2022	interspersed with discussions
9	Cultural back	ground of business stakeholders	1	discussions
10	Internal Stake			
11	External stake	eholders		
12	Case study			
_				
eligior	to acquaint the	Global Management student with basic knowledge of glob	bal operations I	ike communication,
UNIT	To acquaint the t, trading ash by Franklin, R	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, Do culture and global management	bal operations I	ike communication,
EO2: eligior B:: C	To acquaint the t, trading ash by Franklin, R	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, Do culture and global management	bal operations I	ike communication,
UNIT - EO2; eligior B:: C	To acquaint the n, trading ash by Franklin, R Introduction to Global business Role of culture	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario	bal operations I	ike communication,
EO2; eligior B:: C	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario e r analysis communication across	bal operations I	ike communication,
UNIT- CEO2; eligior B:: C 14 15 16 17	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario e r analysis communication across of Cross Cultural Communication into	bal operations I	ike communication,
JNIT- CEO2; eligior B:: C 14 15 16 17 18	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario er analysis communication across of Cross Cultural Communication into ams:	bal operations I	ike communication,
UNIT- CEO2; eligior B:: C 14 15 16 17	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario er analysis communication across of Cross Cultural Communication into ams: ss Cultural Communication mmunication across cultures	elhI	ike communication,
JNIT - CEO2; eligior B:: C 14 15 16 17 18 19 20 21	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario er analysis communication across of Cross Cultural Communication into ams: ss Cultural Communication mmunication across cultures mmunication across cultures	03-12-2022 To	Lecture
JNIT - CEO2; eligior B:: C 14 15 16 17 18 19 20	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario er analysis communication across of Cross Cultural Communication into ams: ss Cultural Communication mmunication across cultures mmunication across cultures	03-12-2022	Lecture interspersed with
JNIT - CEO2; eligior B:: C 14 15 16 17 18 19 20 21	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management ss scenario er analysis communication across of Cross Cultural Communication into ams: ss Cultural Communication mmunication across cultures mmunication across cultures of strategy for/ of an Indian Mnc of strategy of an Foreign Mnc	03-12-2022 To	Lecture
JNIT - CEO2; eligior B:: C 14 15 16 17 18 19 20 21 22 23 24	To acquaint the processes of conmunication the Communication the Communication the Communication that the Communication the Communication the Communication the Communication that the	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario er analysis communication across of Cross Cultural Communication into ams: as Cultural Communication mmunication across cultures a strategy for/ of an Indian Mnc a strategy of an Foreign Mnc acce winning teams and cultures	03-12-2022 To	Lecture interspersed with
JNIT - EO2; eligior B:: C 14 15 16 17 18 19 20 21 22 23 24 25	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario or analysis communication across of Cross Cultural Communication into ams: as Cultural Communication mmunication across cultures a strategy for/ of an Indian Mnc a strategy of an Foreign Mnc a ce winning teams and cultures of high performance work teams	03-12-2022 To	Lecture interspersed with
JNIT - EO2; eligior B:: C 14 15 16 17 18 19 20 21 22 23 24 25 26	To acquaint the part of the pa	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario er analysis communication across of Cross Cultural Communication into ams: as Cultural Communication mmunication across cultures a strategy for/ of an Indian Mnc a strategy of an Foreign Mnc acce winning teams and cultures	03-12-2022 To	Lecture interspersed with
JNIT - EO2; eligior B:: C 14 15 16 17 18 19 20 21 22 23 24	To acquaint the ac	Global Management student with basic knowledge of glob devitalize your corporate culture: PHI, D o culture and global management as scenario or analysis communication across of Cross Cultural Communication into ams: as Cultural Communication mmunication across cultures a strategy for/ of an Indian Mnc a strategy of an Foreign Mnc a ce winning teams and cultures of high performance work teams	03-12-2022 To	Lecture interspersed with

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

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,RehildressJohn,TheSecretofaWinningCulture:PHI,Delhi

29	Cross culture – negotiation		L'ALTERNATION OF THE PARTY OF T
30	Decision making		
31	Negotiation and needed skills		1 3 3 3 3
32	Knowledge base of a negotiator	1	
33	Overview with two illustrations from multicultural contexts		
34	Profile of an Indian Negotiator		
35	Profile of an European negotiator		
36	Strategy formulation	13-12-2022	Lecture
37	Steps of strategy formulation	To: 12-01-2023	interspersed with discussions
38	Strategy implementation	12-01-2025	with discussions
39	Process of Strategy Implementation	1	
40	Aligning strategy	1	
41	Structure & culture in an organizational context	1	
42	The Structural Characteristics of the Hierarchy	1	
43	Case Study	1	
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		1
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	13-01-2023	Lecture
50	How to create a high-performance culture	То	interspersed
51	How to create a feedback culture	28-01-2023	with discussions
52	Retention strategies	-	
53	Case study	-	
54	Tutorial class	-	

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

culture o	V Corporate Culture To know and understand about nature, various application change phase, sh by Franklin, Revitalize your corporate culture: PHI, D		implementation of
55	Corporate culture	T	
56	Nature of organizational cultures		
57	Characteristics of organizational culture	29-01-2023 Lectu	
58	Designing the strategy for a culture change building		
59	Successful implementation of culture change phase		Lecture
60	Measurement of ongoing improvement	11-02-2023	interspersed with discussions
61	Choice of Metrics for Measurement	-	1 North 2000 Co. 1000
62	Case study		
63	Tutorial Class	1	

Signature of the Faculty

Signature of the HOD

#### TENTATIVE LESSON PLAN: MR1931

Course Title: STR/	VTEGIC MANAGEMENT (MB1931)	
Section : MBA II/I	Date: 07-11-2022	Page No : 01 of 03
Revision No: 00	Prepared By : Mr.V.Srinivas	Approved By : HOD

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	100	
1	concept in strategic management	1	
1	strategic management as a process	100	150
1	Developing a strategic vision		
1	Strategic Mission		
1	Strategic Objectives	From: 07-11-2022	Lecture
1	Developing a Strategic Policies		intersperse
1	Factors that shape a company's strategy	1 100	with
1	Crafting a strategy	To:	discussion
1	Industry Analysis	24-11-2022	uiscussion
1	Competitive Analysis		
1	Steps in competitive analysis	1	
1	Analytical Models of Competitive Analysis		
1	Sources of Information for Competitive Analysis	1 1 1 1 1 1 1	

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,

No. of Periods	TOPIC	Date	Mode of
1	Introduction to Environmental scanning		Delivery
1	Industry and competitive analysis	1	
1	Evaluating company resources and competitive capabilities		
2	SWOT analysis	Page Care	
1	Strategies and competitive advantages in diversified companies and its evaluation	From: 25-11-2022	Lecture interspersed
2	Porters five force model, BCG matrix, GE matrix	70	with Discussions
1	Strategic Leadership	To: 14-12-2022	
1	Goals of strategic Leadership	14-12-2022	
1	Themes of Strategic Leadership		
1	Developing Human Capital And social capital		
1	The Balanced Scorecard		
INIT - III	strategic formulation		

strategic formulation

CO3; To understand about framing of Strategy at various levels.

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to strategic formulation		Denvery
1	Strategy framework for analyzing competition	4	
1	Porters value chain analysis	-	_ Lo _
2	Competitive advantage of a firm	-	1
2	Exit and entry barriers	-	Lecture interspersed with discussions
1	Formulation of strategy at corporate, business and functional levels	From:	
1	Corporate Strategies Types	-	
	Business Level strategies	1 16 12 2022	
1	Functional Level Strategies	-	
2	Types of strategies	To:	
1	Tailoring Strategy to fit specific Industry	11-01-2023	
1	Restructuring strategies	DESCRIBE STATE	
1	Diversification Strategies	1	
1	Turnaround strategy	1	

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,

No. of Periods	TOPIC	Date	Mode of
2	Introduction to strategic implementation,	-	Delivery
2	Strategy and structure,	-	
1	Strategy and leadership	r.	with discussions
2	Strategy and culture connection	From:	
2	Types of Organisational Strucutres	19-01-2023	
1	Operationalizing and institutionalizing strategy,	To:	
2	Organizational values and their impact on strategy	04-02-2023	
1	Strategies for competing in Globalising Markets	04-02-2023	
2	Resource allocation	-	
2	Planning systems for implementation	-	
UNIT - V	Strategy evaluation and control		7

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,

No. of Periods	TOPIC	Date	Mode of
2	Introduction to Strategy evaluation and control,		Delivery
2	Establishing strategic controls		Lecture interspersed with discussions
1	Measuring performance	From:	
1	Appropriate measures	06-02-2023	
2	Role of strategist	7	
1	Using quantitative and qualitative benchmarking to evaluate performance	To: 17-02-2023	
2	Strategic information systems,		

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

Survey Signature of the Faculty

7/11/22.

B. Cecut Hill 22 Signature of the HOD

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

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

0	monto		
Serial	TOPIC	Date	Mode of
Number		1-21-376	Delivery

## UNIT -I Overview of Operations Research

- CO1: To acquaint the students with the basic knowledge of the Operations Research.
- TB: Operations Research—R.Paneerselvan.

1.	Introduction to OR	07-11-2022	
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	Lecture
7.	Initial Basic feasible solution.	17-11-2022	interspersed
8.	Scope of OR	19-11-2022	with
9.	Simplex method	21-11-2022	discussions
10.	Big M method	22-11-2022	SOUTH STATES OF THE STATES OF
11.	Two Phase Simplex Method	23-11-2022	

## UNIT-II Transportation and Assignment Models

- CO2: To acquaint the students with knowledge Of Transportation and Assignment Models.
- TB: Operations Research—S.D. Sarma.

The second second	The state of the s		
Serial Number	TOPIC	Date	Mode of Delivery
12.	Introduction and Definition of Transportation Problem	26-11-2022	Dentery
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	Lecture
17.	Least Cost Method or Matrix Minima Method	02-12-2022	interspersed
18.	Problems on LCM	03-12-2022	with
19.	Vogel's Approximation Method	12-12-2022	discussions
20.	Problems on VAM	13-12-2022	discussions
- 21.	Assignment Models	19-12-2022	3
22.	Hungarian Algorithm	20-12-2022	
23.	Problems on Assignment Models		
24.	Travelling sales men problem	20-12-2022	
INTE III	D	21-12-2022	

## UNIT - III Dynamic Programming.

- CO3: To gain knowledge about Dynamic Programming Problem.
- TB: Operations Research—S.D.Sarma.

TOPIC	Date	Mode of
Introduction to Dynamic Programming	21-12-2022	Delivery Lecture
Bellman's principle of optimality		interspersed with
Decision tree analysis		discussions
	Introduction to Dynamic Programming Bellman's principle of optimality	Introduction to Dynamic Programming 21-12-2022  Bellman's principle of optimality 22-12-2022

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	
34.	Branch and Bound method	19-01-2023
	The state of the s	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
35.	Introduction to Game theory	01.02.2022	Delivery
36.	Types of games	01-02-2023	
37.		03-02-2023	and the second
	Games with saddle point	04-02-2023 Lectu	Lecture
38.	Games without saddle point	06-02-2023	interspersed with
39.	Rules of dominance		discussions
40.	Problems of dominance property	06-02-2023	J. S. Williams
41.		07-02-2023	
- A 2 1 2 1 1 1	Algebraic method	13-02-2023	
42.	Arithmetic method	14-02-2023	-
43.	Matrix oddments method		
T-V PI	RT&CPM and B	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
44.	Introduction	15-02-2023	Delivery
45.	Rules of drawing networks		
46.	P.E.R.T	16-02-2023	Lecture
47.	Construction of drawing networks	16-02-2023	interspersed with
48.	C.P.M introduction	17-02-2023	discussions
49.	Problems	17-02-2023	
50.	Cost consideration in PERT/CPM	18-02-2023	
a telsus		18-02-2023	

O. Najekvalia and Signature of the Faculty 7/11/2022

Signature of the HOD 1/22

# TENTATIVE LESSON PLAN: MB193B1

Course Title: INV	ESTMENT ANALYSIS AND PORTFOLI	O MANAGEMENT (MB193B1)
Section :MBA 11/1	Date: 07-11-2022	Page No : 01 of 02
Revision No: 00	Prepared By : Dr. B.KRISHNAIAH	Approved By : HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
	<u> </u>		Denvery

#### 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		
2	Investment environment in India	From: 07-11-2022 To: 22-11-2022	Lecture interspersed with discussions
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		Lecture
1	Types of security risks	From:	interspersed
2	Systematic Vs non systematic risk	23-11-2022	
1	Measurement of total risk		
3	Valuation of bonds	To:	
2	Valuation equity and preference shares	13-12-2022	
A 7 8 7 8 7 8 7 8 7 8 7 8 7 8 7 8 7 8 7			

# UNIT - III FUNDAMENTAL & TECHNICAL ANALYSIS

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

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

House, NewDelhi

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

# UNIT - IV ELEMENTS OF PORTFOLIO MANAGEMENT

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Markowitz model of portfolio		Latinery
2	Efficient forniter	From:	Lecture interspersed with discussions
3	Selection of optimal portfolio	19-01-2023	
1	Sharpe single index model	To:	
4	Capital asset pricing model	04-02-2023	
3	Arbitrage pricing model		

# UNIT - V PERFORMANCE EVALUATION OF PORTFOLIO

CO5: Concept of Portfolio Evaluation, Evaluation of Mutual Funds is understood.

TB: Hirt and Block, Fundamentals of Investment Management, TataMcGrawHill, New Delhi.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Performance Evaluation of Portfolio	Erom:	Denvery
3	Evaluation of sharpe model	From:	Lecture interspersed with discussions
2	Jensens model for portfolio evaluation	06-02-2023	
3	Evaluation of mutual fund	To: 17-02-2023	
1	Types of mutual funds		

Signature of the Faculty 11/2012

Signature of the HOD 11/22

# TENTATIVE LESSON PLAN: MB193B2

Course Title: MA	NAGING BANKS AND FINANCIAL INST	TTUTIONS (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		Approved by : HOD

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT_I	INTRODUCTION TO DANIENG		Denvery

#### UNIT -I INTRODUCTION TO BANKING

CO1 The Concept of Indian Financial System, Role of Commercial Banks & Financial Statement analysis of Banks are understood.

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

1	Introduction to Banking	From:	1
1	Introduction to Financial System	07-11-2022 To:	Lecture interspersed with discussions
1	Meaning of Bank & Customer		
1	Bank & Customer Relationship		
1	Role of Commercial Banks	22-11-2022	
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		
NIT-II	USES OF BANK FUNDS		

## 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
2	Features of Bank Credit - types of lending	P.	Delivery
1	assessment of credit worthiness of a prospective horrower	From: 23-11-2022	Lecture interspersed with Discussions
2	management of credit process - different types of loans and their features		
1	Loan Pricing: The basic model	To:	
2	pricing fixed & floating rate loans	13-12-2022	
1	cost -benefit loan pricing, Customer Profitability Analysis	3-2-1	
2	Non Performing Assets: - gross and net concept of NPAs	0.03	
1	causes, implications & recovery of NPAs.		
NIT - III	Regulation and Innovations in Banking Sustain		

# 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	Thakur Publicat	ion, Hyderabac
4	Regulation and Innovations in Banking System	Date	Mode of
4	Regulation of Bank Capital: The need to regulate Bank Capital	From:	Delivery Lecture interspersed
1	Concept of Economic Model - Concept of Regulatory Capital	14-12-2022	
2	Basel Accords I,II and III Banking Innovations	To:	
1	Changing role of Banks as Financial Intermediaries	11-01-2023	with discussions

## 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		Date	Mode of Delivery
2	Insurance as a Risk Management Tool- Principles of Insurance	From:	Lecture interspersed with discussions
2	Characteristics of Insurance contract - Functions of Insurers	19-01-2023	
3	Production, Underwriting, Rate Making, Managing Claims	1	
1	Investment & Financing, Accounting & Record Keeping	To:	
4	Types of Insurers- Concept of Reinsurance	04-02-2023	
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	13.7.0	Date	Mode of Delivery
4	Life Insurance and General Insurance	From:	Denvery
3	The concept of Life Insurance - types of Life Insurance contracts	To: 17-02-2023	Lecture
2	Tax treatment of Life Insurance-Life Insurance Products		interspersed with discussions
3	The Actuarial Science- Provisions of Life Insurance contracts		
1	Health and General insurance-Overview, Types, Third Party Administrator		

Tevelle New Signature of the Faculty

Signature of the HOD 11/22

# TENTATIVE LESSON PLAN

Section : MBA II/III		Date : : 07-11-2022	Page No: 01 of 02	
Revision N	o:00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board		1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	дериона ву лиов	
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT - Str	ructure o	f Financial System		
CO1::Pro	vide av	vareness of RBI and SEBI		
		ai, Financial Markets & Financial Services, Hi	malava Mum	hai
1.	Role	of Financial System in Economic	maraya, wum	Dali
	Devel	opment	From:	
2.		cial Markets and Financial Instruments	09-11-2022	Lecture
3.		il Markets	To:	interspersed
4.		y Markets	25-11-2022	with
5.		ry Market Operations	-	discussions
6.		of SEBI		classes
7.	Secon	dary Market Operations		N. C. Company
8.	Functi	ions of Stock Exchanges		
9,	Listing			
10.	Financ	ial Services Sector Problems and Reforms		
CO2: Und TB:: Vasan	erstand thi Desa	various financial services in India. i, Financial Markets & Financial Services, Hi	malaya, Mumi	xai
CO2: Und ΓB:: Vasan	erstand thi Desa	various financial services in India. i, Financial Markets & Financial Services, Hir	malaya, Mumi	xai
CO2: Und FB:: Vasan 11.	thi Desa Nature	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services		xai
CO2: Und ΓΒ:: Vasan 11. 12.	thi Desa Nature Regula	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services	From:	
CO2: Und FB:: Vasan 11. 12. 13.	thi Desa Nature Regula Growth	various financial services in India.  i, Financial Markets & Financial Services, Hir and Scope of Financial Services ttory Frame Work of Financial Services h of Financial Services in India	From: 26-11-2022	Lecture
CO2: Und TB:: Vasan 11. 12. 13. 14.	thi Desa Nature Regula Growth	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking	From: 26-11-2022 To:	Lecture interspersed
CO2: Und ΓΒ:: Vasan 11. 12. 13. 14. 15.	hi Desa Nature Regula Growth Mercha Respon	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking assibilities of Merchant Bankers	From: 26-11-2022	Lecture interspersed with
CO2: Und ΓΒ:: Vasan 11. 12. 13. 14. 15. 16.	Nature Regula Growth Mercha Respon	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking assibilities of Merchant Bankers f Merchant Bankers in Issue Management	From: 26-11-2022 To:	Lecture interspersed with discussions
CO2: Und TB:: Vasan 11. 12. 13. 14. 15. 16.	Nature Regula Growth Mercha Respon Role of Regula	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking hsibilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India	From: 26-11-2022 To:	Lecture interspersed with
11. 12. 13. 14. 15. 16. 17.	hi Desa Nature Regula Growth Mercha Respor Role of Regula Venture	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking assibilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital:	From: 26-11-2022 To:	Lecture interspersed with discussions
11. 12. 13. 14. 15. 16. 17. VNIT - III V	Nature Regula Growth Mercha Respor Role of Regula Venture	various financial services in India.  i, Financial Markets & Financial Services, His e and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking asibilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital:	From: 26-11-2022 To: 12-11-2022	Lecture interspersed with discussions classes
11. 12. 13. 14. 15. 16. 17. VNIT - III V	Nature Regula Growth Mercha Respon Role of Regula Venture rstand v thi Desai	various financial services in India.  i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking asibilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital: various financial services in India. Financial Markets & Financial Services His	From: 26-11-2022 To: 12-11-2022	Lecture interspersed with discussions classes
11. 12. 13. 14. 15. 16. 17. VNIT - III V	Nature Regula Growth Mercha Respor Role of Regula Venture rstand v thi Desai	various financial services in India.  i, Financial Markets & Financial Services, His e and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking hisbilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital: various financial services in India. Financial Markets & Financial Services, Hin oth of Venture Capital in India	From: 26-11-2022 To: 12-11-2022	Lecture interspersed with discussions classes
11. 12. 13. 14. 15. 16. 17. VNIT - III V 18:: Vasant 18. 19.	hi Desai Regula Growth Mercha Respor Role of Regula Venture rstand venture finance	various financial services in India.  i, Financial Markets & Financial Services, Him and Scope of Financial Services story Frame Work of Financial Services of Financial Services in India ant Banking asibilities of Merchant Bankers of Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital: various financial services in India.  Financial Markets & Financial Services, Him oth of Venture Capital in India acing Pattern under Venture Capital	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb	Lecture interspersed with discussions classes
11. 12. 13. 14. 15. 16. 17. VNIT - III V O3: Unde B:: Vasant 18. 19. 20.	Nature Regula Growth Mercha Respon Role of Regula Venture rstand v thi Desai Grow Finan Legal	various financial services in India.  i, Financial Markets & Financial Services, Hinter and Scope of Financial Services atory Frame Work of Financial Services and Financial Services in India ant Banking and Bankers in Issue Management ation of Merchant Banking in India.  Capital:  various financial services in India.  Cipital:  various financial services in India.  A Financial Markets & Financial Services, Hinter and Computation of Venture Capital in India.  A Spects and Guidelines for Venture Capital in India.	From: 26-11-2022 To: 12-11-2022	Lecture interspersed with discussions classes
CO2: Und (B:: Vasan 11. 12. 13. 14. 15. 16. 17. (NIT - III V (O3: Unde (B:: Vasan 18. 19. 20. 21.	Regula Growtl Respor Role of Regula Venture rstand v thi Desai, Grow Finan Legal Leasi	various financial services in India.  i, Financial Markets & Financial Services, History Frame Work of Financial Services and Scope of Financial Services and Financial Services in India ant Banking ansibilities of Merchant Bankers of Merchant Bankers of Merchant Banking in India.  Capital:  various financial services in India.  Cipital:  various financial services in India.  Financial Markets & Financial Services, Him of Venture Capital in India  licing Pattern under Venture Capital  Aspects and Guidelines for Venture Capital	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To:	Lecture interspersed with discussions classes
CO2: Und (B:: Vasan 11. 12. 13. 14. 15. 16. 17. (NIT - III V (O3: Unde (B:: Vasant 18. 19. 20. 21. 22.	Regula Growth Mercha Respor Role of Regula Venture rstand v thi Desai Grow Finan Legal Leasi types	various financial services in India.  i, Financial Markets & Financial Services, Hir e and Scope of Financial Services story Frame Work of Financial Services h of Financial Services in India ant Banking asibilities of Merchant Bankers f Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital: various financial services in India.  Financial Markets & Financial Services, Hir oth of Venture Capital in India acing Pattern under Venture Capital I Aspects and Guidelines for Venture Capital ang of Leases	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022	Lecture interspersed with discussions classes ai
CO2: Und TB:: Vasan 11. 12. 13. 14. 15. 16. 17. UNIT - III V CO3: Unde TB:: Vasant 18. 19. 20. 21. 22. 23.	Regula Growth Mercha Respor Role of Regula Venture rstand v thi Desai Grow Finan Legal Leasi types Leasi	various financial services in India.  i, Financial Markets & Financial Services, Hinter and Scope of Financial Services story Frame Work of Financial Services in Of Financial Services in India ant Banking ant Banking ant Bankers in Issue Management tion of Merchant Bankers in Issue Management tion of Merchant Banking in India.  Capital:  various financial services in India.  , Financial Markets & Financial Services, Hinter of Venture Capital in India acing Pattern under Venture Capital I Aspects and Guidelines for Venture Capital ing of Leases ing Option Vs. Borrowing	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To:	Lecture interspersed with discussions classes  Lecture interspersed with discussions
CO2: Und TB:: Vasan 11. 12. 13. 14. 15. 16. 17. UNIT - III V CO3: Unde TB:: Vasant 18. 19. 20. 21. 22. 23.	Regula Growth Mercha Respon Role of Regula Venture rstand v thi Desai Grow Finan Legal Leasi types Leasi	various financial services in India.  i, Financial Markets & Financial Services, Hinter and Scope of Financial Services atory Frame Work of Financial Services and Financial Services in India ant Banking and Bankers in Issue Management ation of Merchant Banking in India.  Capital:  various financial services in India.  Cipital:  various financial services in India.  A Financial Markets & Financial Services, Hinter and Computer Capital in India and	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To:	Lecture interspersed with discussions classes
CO2: Und (B:: Vasan 11. 12. 13. 14. 15. 16. 17. (NIT - III V (O3: Under B:: Vasant 18. 19. 20. 21. 22. 23.	Regula Growth Respor Role of Regula Venture rstand v hi Desai, Grow Finan Legal Leasi types Leasi	various financial services in India.  i, Financial Markets & Financial Services, History Frame Work of Financial Services and Scope of Financial Services and Financial Services in India ant Banking ansibilities of Merchant Bankers of Merchant Bankers in Issue Management ation of Merchant Banking in India.  Capital:  various financial services in India.  Financial Markets & Financial Services, Him with of Venture Capital in India ancing Pattern under Venture Capital I Aspects and Guidelines for Venture Capital angual of Leases and Option Vs. Borrowing	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To: 05-01-2023	Lecture interspersed with discussions classes ai
CO2: Und  TB:: Vasan  11. 12. 13. 14. 15. 16. 17.  JNIT - III V  CO3: Unde  TB:: Vasan  18. 19. 20. 21. 22. 23.  NIT - IV C  O4: Under	Regula Growth Respor Role of Regula Venture rstand v hi Desai, Grow Finan Legal Leasi types Leasi	various financial services in India.  i, Financial Markets & Financial Services, History Frame Work of Financial Services and Scope of Financial Services and Financial Services in India ant Banking ansibilities of Merchant Bankers of Merchant Bankers in Issue Management ation of Merchant Banking in India.  Capital:  various financial services in India.  Financial Markets & Financial Services, Him with of Venture Capital in India ancing Pattern under Venture Capital I Aspects and Guidelines for Venture Capital angual of Leases and Option Vs. Borrowing	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To: 05-01-2023	Lecture interspersed with discussions classes ai
CO2: Und TB:: Vasan 11. 12. 13. 14. 15. 16. 17. UNIT - III V CO3: Unde B:: Vasan 18. 19. 20. 21. 22. 23.	Regula Growth Mercha Resport Role of Regula Venture rstand v thi Desai Legal Leasi types Leasi stand the ii Desai,	various financial services in India.  i, Financial Markets & Financial Services, Hinter and Scope of Financial Services atory Frame Work of Financial Services and Financial Services in India ant Banking and Bankers in Issue Management ation of Merchant Banking in India.  Capital:  various financial services in India.  Cipital:  various financial services in India.  A Financial Markets & Financial Services, Hinter and Computer Capital in India and	From: 26-11-2022 To: 12-11-2022 nalaya, Mumb From: 13-11-2022 To: 05-01-2023	Lecture interspersed with discussions classes ai

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

	Micro finance w the need of micro finance. hi Desai, Financial Markets & Financial Services, Hi	malaya, Mumb	ai
31	Concept and Objectives, Functions of Micro finance	From:	
32	Management, Guidelines for Micro finance	To: 20-02-2023	Lecture interspersed with discussions
33	Micro finance in India		
34	Micro finance system		
35	SHGs		
36	Role of Micro finance in economic development		classes
37	Types of Micro finance		

Signature of the Faculty

Signature of the HOD

Section : MBA	AX ATION Date: 07/11/2022	Page No: 01 of	02
Revision No : 00			
the second secon	ck board, PPTs,	Approved By :	нов
No. of Periods	TOPIC	Date	Mode of
UNIT-I Dire	ct and Indirect Taxes		Delivery
TB :: TAXATIO	now about the basics of tax, tax on agriculture income, abou ON BY Dr.SAROJKUMAR, VIPIN SINGH	t the income tax ac	·
1.	Income Tax Act 1961		
2,	Income from House Property -	-	Lecture
	Computation of Salary Income	From:	interspersed
3,	Income from Business and Profession	07/11/22	with
4.	Indirect Taxes - Excise Duty	To:19/11/22	discussions
UNIT-II CEN	Types and Taxable Event for Excise Duty		
6. 7.	Input Goods and Services for CENVAT  Capital Goods for CENVAT	From:	Lecture interspersed
8.	Scope and	20/11/22	with
0	Converge of Customs Duty	To:8//12/22	discussions
9.	Nature of Customs Duty - Classification for Customs	10.0/12/22	
10.	Exemptions from Customs Duty oduction to Tax Planning		
11	Nature of Tax		
12	Contract of the contract of th	-	Lecture
	Principles of taxation laws	From:	interspersed
13	Five basic Rules of interpretation of statues	9/12/22	with
14	Law Lexicon and	To:20/12/22	discussions
	Legal Maxims		The second
15	Tax Evasion		
NIT - IV : Tax	Management Destate		
CON; learner und	erstand the elements of tax considerations, tax management BY Dr.SAROJKUMAR, VIPIN SINGH	tax decisions	
17	Tax considerations - Management Decisions	12334	
18	Guidelines to Tax planning	P.	
	Relief's - Concessions - Rebates - Deductions	From: 21/12/22	Lecture interspersed
19	Incentives (Payment of Advance Tax)	To:4/1/23	with
	Penalties for		discussions
20			
NIT-V Mu	non-compliance.		
NIT - V Mu O5: Understand	Iti National Taxation about the international taxation system and legal aspects in BY Dr.SAROJKUMAR, VIPIN SINGH	international taxat	ion.
NIT - V Mu O5: Understand	ti National Taxation	international taxat	ion,

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

Signature of the Faculty 10/22

Signature of the HOB/11/22

# TENTATIVE LESSON PLAN: (MB1924)

Section : MBA II/III		Date: 07-11-2022	Page No: 0	l of 02	
Revision No	: 00	Prepared By : B.CHINNI		ed By : HOD	
Tools : Black b	oard	2200			
No. of Periods		TOPIC	Date	Mode of Delivery	
UNIT -I	Introduct	tion to LM			
CO1 : Dete TB:: W Jo Cengage L	hn (2008),	meaning of leadership and its impe Management – A Competency Base	ortance ed Approach	, New Delhi	
	Introduction	to LM			
		management nature			
	Scope of LN		1		
	The second secon	nd normative model	1		
		adership behavior	Marian Principles	92	
6.	Leadership	for new millennium organization	From: 09-11-2022	Lecture interspersed with discussions	
7.	Leadership		To:		
8,		Reddins* 3-D Model, Hersey and ituational Model	25-11-2022		
	Deixing Las	dership Effectiveness			
9.	Driving Lea	octonip Litecurcuess			
UNIT –II CO2: Outli FB:: Peter	Leadership Motivation ne motivat G. Northon	for Organisational Building. Theories for Leadership ional theories and cultural dimensions, Leadership, 2010, Sage		Lastra	
10 UNIT -II CO2: Outli FB:: Peter 11 12 13	Motivation ne motivat G. Northor Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler	for Organisational Building. Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation ory of motivation theories of motivation theories of motivation	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed with discussions	
10 UNIT -II CO2: Outli FB:: Peter 11 12 13	Motivation ne motivat G. Northou Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations	for Organisational Building. Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation es of motivation ory of motivation theories of motivation of culture	From: 26-11-2022 To:	interspersed with	
10 UNIT -II CO2: Outli FB:: Peter 11 12 13 14	Motivation me motivat G. Northou Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organization Quality of we	for Organisational Building.  Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation es of motivation ory of motivation theories of motivation al culture rk life	From: 26-11-2022 To:	interspersed with	
UNIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 UNIT - III CO3: Corre TB:: Peter	Motivation me motivat G. Northou Maslow's the X,Y,Z theoric Hierarchy the Porter Lawler Organizations Quality of we Leadersh elate leader G. Northou	for Organisational Building.  Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation es of motivation ory of motivation theories of motivation al culture rk life ip development ship with learning and attitude use, Leadership, 2010, Sage	From: 26-11-2022 To:	interspersed with	
UNIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 UNIT - III CO3: Corre TB:: Peter (	Motivation ne motivat G. Northou Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations Quality of wo Leadersh elate leader G. Northou Continuous	for Organisational Building.  Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation es of motivation ory of motivation theories of motivation al culture rk life ip development ship with learning and attitude use, Leadership, 2010, Sage and principles of learning	From: 26-11-2022 To:	interspersed with	
UNIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 UNIT - III CO3: Corre TB:: Peter (	Motivation me motivat G. Northou Maslow's the X.Y.Z theoric Hierarchy the Porter Lawler Organizations Quality of we Leadersh elate leader G. Northou Continuous Developme	for Organisational Building.  Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation es of motivation ory of motivation theories of motivation al culture rk life ip development ship with learning and attitude use, Leadership, 2010, Sage and principles of learning nt of effective leadership	From: 26-11-2022 To:	interspersed with	
INIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre TB:: Peter (  17 18 19	Leadership Motivation ne motivat G. Northou Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations Quality of wo Leadersh elate leader G. Northou Developme Vision and	for Organisational Building.  Theories for Leadership ional theories and cultural dimensionse, Leadership, 2010, Sage ory of motivation ory of motivation ory of motivation theories of motivation al culture rk life ip development ship with learning and attitude use, Leadership, 2010, Sage and principles of learning nt of effective leadership goals of organizational leadership	From: 26-11-2022 To: 12-11-2022.	interspersed with discussions	
INIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre TB:: Peter (  17 18 19 20	Motivation me motivat G. Northou Maslow's the X.Y.Z theoric Hierarchy the Porter Lawler Organization Quality of we Leadersh elate leader G. Northou Continuous Developme Vision and Leadership	for Organisational Building.  Theories for Leadership ional theories and cultural dimensional theories and cultural dimensional theories and cultural dimensional formulation or of motivation or theories of motivation of theories of motivation of culture or life ip development or theories of motivation and attitude of the culture of th	From: 26-11-2022 To: 12-11-2022.	interspersed with discussions	
INIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre TB:: Peter (  17 18 19 20 21	Leadership Motivation ne motivat G. Northor Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations Quality of wo Leadersh elate leader G. Northou Continuous Developme Vision and Leadership Leadership	for Organisational Building.  Theories for Leadership ional theories and cultural dimensional theories and cultural dimensional theories and cultural dimensional theories of motivation or of motivation or theories of motivation of culture or theories of motivation al culture or the company of the culture or the culture	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed	
INIT -II CO2: Outli IB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre IB:: Peter (  17 18 19 20 21 22	Leadership Motivation me motivat G. Northou Maslow's the X.Y.Z theoric Hierarchy the Porter Lawler Organization Quality of we Leadersh elate leader G. Northou Continuous Developme Vision and Leadership Leadership Leadership Leadership	for Organisational Building.  Theories for Leadership ional theories and cultural dimensional theories and cultural dimensional theories and cultural dimensional formulation or of motivation or theories of motivation of theories of motivation of culture of life ip development with the principle of learning and attitude of the see, Leadership, 2010, Sage and principles of learning of the organizational leadership goals of organizational leadership attitude with creativity with integrity	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed with	
IOUNIT -II CO2: Outli TB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre TB:: Peter (  17 18 19 20 21 22 23	Leadership  Motivation ne motivat G. Northor Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations Quality of wo Leadersh elate leader G. Northou Developme Vision and Leadership Leadership Leadership Developmer	for Organisational Building.  Theories for Leadership ional theories and cultural dimensional theories and cultural dimensional theories and cultural dimensional theories of motivation or of motivation or of motivation of culture or theories of motivation al culture or theories of motivation and culture or theories of motivation and attitude or theories of motivation or theories of motivation of culture or theories of motivation o	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed	
INIT -II CO2: Outli IB:: Peter  11 12 13 14 15 16 INIT - III CO3: Corre IB:: Peter (  17 18 19 20 21 22	Leadership  Motivation ne motivat G. Northor Maslow's the X,Y,Z theorie Hierarchy the Porter Lawler Organizations Quality of wo Leadersh elate leader G. Northou Developme Vision and Leadership Leadership Leadership Developmer	for Organisational Building.  Theories for Leadership ional theories and cultural dimensional theories and cultural dimensional theories and cultural dimensional theories of motivation or of motivation or theories of motivation of culture or theories of motivation al culture or the company of the culture or the culture	From: 26-11-2022 To: 12-11-2022.	Lecture interspersed with	

	ature and Types of Change		
27. cl			
	hange programmes	From: 06-01-2023	Laston
28, cl	hange levers	00-01-2023	Lecture
29. C	hange as transformation	To:	with
30. ct	hange as turnaround	30-01-2023	discussions
31. V	alue based change.		
32. D	Reveloping character and values		

TB:: Roger J Kashlak, International Management, New Delhi, Tata McGraw Hill.

33	The role of diagramming in system investigation		
34	A review of basic flow diagramming techniques	From:	
35	systems relationships	31-01-2023	Lecture
36	systems diagramming and mapping, influence charts, multiple cause diagrams	To:	interspersed with
37	a multidisciplinary approach -Systems approach to change: systems autonomy and behavior	20-02-2023	discussions
38	the intervention strategy model - total project management model (TPMM)		2
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		

### TENTATIVE LESSON PLAN: MB193A2

	: MBA II/III	Date: 05/11/2022	Page No : 0	1 of 02
Revision		Prepared By :T.SOWJANYA	Approved 1	By: HOD
Tools : PP7	*			•
S.No		TOPIC	Date	Mode of Delivery
factors a performa	gain knowled and consequent ance – critical ap	CTION TO PERFORMANCE Manager performance measurement ces of in organization. They operaisal-Performance Audit formance Management, Macm	t, its background can processes	for managir
1	Performance	Management introduction,	man india, New i	Jeini, 2008.
	Features, see	one		
2		evelopment of PM	-	
3		PM principles,	From:	Lecture
4	dimensions	· m principles,	07/11/2022	A STATE OF THE PARTY OF THE PAR
5	Process of P	M	07/11/2022	d with
			To:24/11/2022	
6	Importance of	of PM	1 10:24/11/20/2	discussion
7	Importance of Performance		10:24/11/2022	
7 8 UNIT -II CO2: T	Performance Linkage of P INTRODUC o imparts kn	audit M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin	IANAGEMENT I	in online
7 8 UNIT -II CO2: T	Performance Linkage of P INTRODUC o imparts kn cy mapping- C	audit M to other HR processes CTION TO PERFORMANCE M towledge on Goal Setting-Lin areer Development- Monitoring	IANAGEMENT I kages to Strate; Performance Pla	in online
7 8 UNIT -II CO2: T	Performance Linkage of P INTRODUC o imparts kn cy mapping- C Chadha: "Per	audit M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm	IANAGEMENT I kages to Strate; Performance Pla	in online
7 8 UNIT -II CO2: T Competen FB::Prem	Performance Linkage of P INTRODUCTO imparts known acy mapping- C Chadha: "Performance Importance of	audit M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management	IANAGEMENT I kages to Strate; Performance Pla	in online
7 8 UNIT -II CO2: T Competen FB::Prem 9,10	Performance Linkage of P INTRODUC o imparts kn cy mapping- C Chadha: "Per Performance Importance of	audit M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management	IANAGEMENT I kages to Strate; Performance Pla	in online
7 8 UNIT -II CO2: T Competen B::Prem 9,10 11,12	Performance Linkage of P INTRODUCTO imparts known acy mapping- C Chadha: "Performance Importance of planning pro Types of Per Methods of F	audit M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management	IANAGEMENT I kages to Strate; Performance Pla	in online
7 8 UNIT -II CO2: T Competen FB::Prem 9,10 11,12	Performance Linkage of P INTRODUC o imparts kn cy mapping- C Chadha: "Per Performance Importance of planning.pro Types of Per Methods of F planning	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Linuareer Development- Monitoring formance Management", Macm planning introduction, need of Performance management cess formance management planning Performance management	IANAGEMENT I kages to Strate; Performance Pla illan India, New D	in online PLANNING gic Planning nning Delhi, 2008.
7 8 UNIT -II CO2: Τ Competen 9,10 11,12	Performance Linkage of P INTRODUCTO imparts known acy mapping- C Chadha: "Performance Importance of planning pro Types of Per Methods of F planning Approaches of	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Line areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management cess formance management planning Performance management	IANAGEMENT I kages to Strate; Performance Pla illan India, New D	in online PLANNING gic Plannin nning Delhi, 2008.
7 8 UNIT -II CO2: T Competer 9,10 11,12 13 14 15 16 17	Performance Linkage of P INTRODUCTO imparts kn cy mapping- C Chadha: "Per Performance Importance of planning.pro Types of Per Methods of F planning Approaches of Strategic plan	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management cess formance management planning Performance management of performance management	IANAGEMENT I kages to Strate; Performance Pla illan India, New D	in online PLANNING gic Planning nning Delhi, 2008.  Lecture intersperse
7 8 UNIT -II CO2: T Competer 9,10 11,12 13 14 15 16 17 18	Performance Linkage of P INTRODUCTO In imparts known in the comparts known in the comparts known in the comparts of the compart of the compar	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lineareer Development- Monitoring formance Management", Macm planning introduction, need of Performance management cess formance management planning Performance management planning prategic planning	IANAGEMENT I kages to Strate; Performance Pla illan India, New E  From: 25/11/2022	in online PLANNING gic Planning nning Delhi, 2008.  Lecture intersperse d with
7 8 UNIT -II CO2: T Competen 9,10 11,12 13 14 15 16 17 18 19	Performance Linkage of P INTRODUCTO imparts knows in the property of the performance of the planning property of the planning	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Line areer Development- Monitoring formance Management", Macm. planning introduction, need of Performance management cess formance management planning Performance management planning process formance management process formance management planning planning process formance management planning process formance management planning planni	IANAGEMENT I kages to Strate; Performance Pla illan India, New D	in online PLANNING gic Planning nning Delhi, 2008.  Lecture intersperse d with
7 8 UNIT -II CO2: T Competer FB::Prem 9,10 11,12 13 14 15 16 17 18	Performance Linkage of P INTRODUCTO imparts know mapping- Competency Performance Importance of planning pro Types of Per Methods of F planning Approaches of Strategic plan Barriers of st Competency Need ,steps in Mapping	e audit  M to other HR processes  CTION TO PERFORMANCE Manufacture on Goal Setting-Line areer Development- Monitoring formance Management", Macmaplanning introduction, need of Performance management cess formance management planning Performance management of performance management mining rategic planning mapping mapping mapping objectives in process of Competency	IANAGEMENT I kages to Strate; Performance Pla illan India, New E  From: 25/11/2022	Lecture intersperse d with discussion
7 8 UNIT -II CO2: T Competen 9,10 11,12 13 14 15 16 17 18 19	Performance Linkage of P INTRODUC o imparts kn cy mapping- C Chadha: "Per Performance Importance of planning.pro Types of Per Methods of F planning Approaches of Strategic plan Barriers of st Competency Competency Need ,steps in Mapping Methods of c	M to other HR processes CTION TO PERFORMANCE Mowledge on Goal Setting-Lin areer Development- Monitoring formance Management", Macm planning introduction, need of Performance management cess formance management planning Performance management planning performance management ming rategic planning mapping mapping objectives	IANAGEMENT I kages to Strate; Performance Pla illan India, New E  From: 25/11/2022	in online PLANNING gic Planning nning Delhi, 2008.  Lecture intersperse d with discussion

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

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

24	Introduction to performance management system		
25,26,27	Functions, phases of PMS	-	1
28,29	Competency based mapping, its importance	-	
30	Reward based performance management	From:	17400040000
31,31	Electronic PMS, Performance monitoring	14/12/2022	Lecture intersperse
32	Periodic reviews	14/12/2022	d with
33	Problem solving steps	To:11/01/2023	
34,35	engendering trust-Role efficiency	10.11/01/2023	in online
36,37,38	Coaching- Counseling and Monitoring	-	in omine
39	Concepts and Skills	-	
UNIT-IV	COMPENSATION		
New Delhi 40	ain knowledge on the compensation program : anchan Bhatia "Compensation Management"	, Himalaya Publi	shing House,
41	Concept and definition	_	
	Objectives and dimensions of compensation program		
42	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy	From: 19/01/2023	Lecture
43,44	Aligning compensation strategy with business strategy		intersperse d with
45,46	Concept of reward - non-financial compensation system-Reward management process	To:04/02/2023	discussions in online
47,48,49	Designing a compensation system – internal and external equity, Pay determinants	1	
50	Frame work of compensation policy	-	
B:: Dewak	PAY STRUCTURE AND TAX PLANNING In knowledge on the pay structures and tax pla ar Goel: "Performance Appraisal and Compen ive Delhi, 2012  Introduction of Pay Structure and Tax	nning in Indian c sation Manageme	ontext . ent", PHI
63	Planning		
52	Compensation Structures		
54	Performance based and Pay based structures		
55	Designing pay structures	From:	Lecture
	comparison in evaluation of different types of pay Structures	06/02/2023	intersperse d with
56	Significance of factors affecting	To:17/02/2023	discussions
	Tax Planning- Concept of Tax planning		in online
57	- Concept of Tax planning		
57 58	Role of tax planning in compensation benefits	-	in online

M. Sorganya 05/11/22 Signature of the Faculty

Signature of the HOD

TENTATIVE LESSON PLAN: (MB193A4)

Section:MI		N CAPITAL MANAGEMENT(MB193A4) Date: 19-12-2022	Page No: 01 o	f 02
Revision N		Prepared By: SRINIVAS, V	Approved By	
Tools: Black	board			
Sl. No.		TOPIC	Date	Mode of Delivery
CO1: To k	now basic	nic theories of Human Capital Economic Theories in Human Capital Mana; Labor aspects of Economic Development, Ger	gement. neva	
1.		–I Introduction to Economic theories of n Capital		19.59
2.		action to Nature and Role of Human Capital	1	
3.		ıman Capital Models	From:	Lecture
4.	Socio-	economic relevance of labour problems in ng scenario	21-12-2022	interspers
5.		ion of organized labour	To:	discussion
6.	Industr Econor	ialization and Development of Labour ny	10-1-2023	5
7.	Growth	of Labour Market in India in the globalised		
Manageme	gain kno nt Social & UNIT -	ing Aspects of Human Capital whedge related to different accounting a Labor aspects of Economic Development, Ger Hintoduction to Accounting Aspects of		nan Capita
Manageme RB: LL.O.,	gain kno nt Social & UNIT - Human	wledge related to different accounting a Labor aspects of Economic Development, Ger IIIntoduction to Accounting Aspects of Capital		
Manageme RB: I.L.O., 8.	gain kno nt Social & UNIT - Human Introduc	wledge related to different accounting a  Labor aspects of Economic Development, Ger  IIIntoduction to Accounting Aspects of	neva	Lecture
Manageme RB: LL.O., 8.	gain kno nt Social & UNIT - Human Introduc Meanin HRA	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of	From:	Lecture intersperse d with
Manageme RB: LL.O., 8. 9. 10.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advants	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of	neva	Lecture intersperse d with discussion
Manageme RB: I.L.O., 8. 9. 10.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetan Acquisi	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model	From: 11-1-2023	Lecture intersperse d with
9. 10. 11. 12. 13.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetan Acquisit Opportu	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital etion to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method	From: 11-1-2023	Lecture intersperse d with discussion
Manageme RB: LL.O., 8. 9. 10. 11. 12. 13. 14.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetan Acquisi Opportu Current	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital etion to Cost Based Models g. Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.)	From: 11-1-2023	Lecture intersperse d with discussion
Manageme RB: I.L.O., 8. 9. 10. 11. 12. 13. 14.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetan Acquisi Opportu Current Compar contribu	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity	From: 11-1-2023	Lecture intersperse d with discussion
9. 10. 11. 12. 13. 14. 15. 16. INIT - IIIA	gain kno nt Social & UNIT - Human Introduce Meanin HRA Advanta Monetan Acquisin Opportu Current Compar contribu and othe accounting derstand it. Social & I	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity r aspects. Aspects of Human Capital and assess existing theories and practiced in abor aspects of Economic Development. Gen	From: 11-1-2023 To: 31-1-2023	Lecture intersperse d with discussion s
9. 10. 11. 12. 13. 14. 15. 16. VNIT - IIIA. 103: To un fanagement B: L.L.O., 17.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetar Acquisi Opportu Current Compar contribu and othe accounting derstand at. Social & I Unit-II Human	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g. Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity r aspects.  Aspects of Human Capital and assess existing theories and practiced in Labor aspects of Economic Development, Gen I: Introduction to Accounting Aspects of Capital	From: 11-1-2023 To: 31-1-2023	Lecture intersperse d with discussion s
9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 17. 18.	gain kno nt Social & UNIT - Human Introduct Meanin HRA Advanta Monetan Acquisi Opportu Current Compar contribu and othe counting derstand nt. Social & I Unit-II Human Value B	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity r aspects. Aspects of Human Capital and assess existing theories and practiced in Labor aspects of Economic Development, Gen I: Introduction to Accounting Aspects of Capital assed Models	From: 11-1-2023 To: 31-1-2023	Lecture intersperse d with discussion s
9. 10. 11. 12. 13. 14. 15. 16. INIT - IIIA O3: To un Ianagemen B: LL.O., 17. 18. 19.	gain kno nt Social & UNIT - Human Introduc Meanin HRA Advanta Monetan Acquisi Opportu Current Compar contribu and othe accounting derstand it. Social & I Unit-II Human Value B Herman	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity r aspects. Aspects of Human Capital and assess existing theories and practiced in Labor aspects of Economic Development, Gen I: Introduction Accounting Aspects of Capital assed Models son's Unpurchased Goodwill Method	From: 11-1-2023 To: 31-1-2023 the field of Hur	Lecture intersperse d with discussion s
Manageme RB: I.L.O., 8. 9. 10. 11. 12. 13. 14. 15. 16. WIT - IIIA CO3: To un fanagemen B: I.L.O., 17.	gain kno nt Social & UNIT - Human Introduct Meanin HRA Advanta Monetan Acquisi Opportu Current Compar contribu and othe counting derstand nt. Social & I Unit-II Human Value B Herman Herman	Labor aspects of Economic Development, Ger- HIntoduction to Accounting Aspects of Capital ction to Cost Based Models g, Basic Premises, Need and Significance of ages and Limitation of HRA ry and Non-Monetary Models tion Cost Method, Replacement Cost Model mity Cost Method, standard cost method Purchasing Power Method (C.P.P.M.) ison of Cost incurred on Human capital and the tions made by them in the light of productivity r aspects. Aspects of Human Capital and assess existing theories and practiced in Labor aspects of Economic Development, Gen I: Introduction to Accounting Aspects of Capital assed Models	From: 11-1-2023 To: 31-1-2023	Lecture intersperse d with discussion s

44.	Robbinson's Human Asset Multiplier Method	1
23.	Recent developments in the field of Human Asset/Capital Accounting.	

UNIT - IV Quality of Work Life

CO4To understand the concept of quality of workers work life in Human Capital Management

RB:Patterson &Schol., Economic Problems of Modern Life. Mc-Graw Hill Book Company.

24.	UNIT - IV Introduction to Quality of Work Life		
25.	Workers' Participation in Management		
26.	Worker's Participation in India, shop floor, Plant Level, Board Level- Quality Circles.	From: 27-02-2023	
27.	Workers' education objectives	2,1-02-2025	Lecture
28.	Employees Engagement and Empowerment	To: 20-3-2023	intersperse d with
29.	Nature-types-drivers-benefits measurement of Engagement	20-3-2023	discussions
30.	Empowerment.	1	

UNIT - V Industrial Accidents and safe	cidents	ustrial	V Inc	-	UNII	ı
--	---------	---------	-------	---	------	---

CO5: To learn about Industrial Accidents and safety precautions in industries

RB:Patterson & School, Economic Problems of Modern Life, Mr. Green Hill Book G.

31.	&School., Economic Problems of Modern Life. Mc-Gr UNIT V: Introduction to Industrial Accidents and safety.		
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	From: 21-3-2023	Lecture
35.	Social Security: Introduction and types	9447777	intersperse
36.	Social Security in India, Health and Occupational safety programs	To: 15-4-2023	d with discussion
37.	Workplace discipline workplace counselling- meaningdefinition		S
38.	Types-advantages-characteristics of an effective counsellor		

Signature of the Faculty

Signature of the HOD

	THE RESIDENCE AND ADDRESS OF THE PARTY OF TH	NPOWER PLANNING AND RECRUIT	the first control of the first	The State of the S
Section : MBA II/I		Date: 14-11-2022	Page No: 01 of 03	
Revision No : 00		Prepared By :SK SHAFIULLAH	Approved By : HOD	
	Black board	TORIC		1
SR No		TOPIC on to Basics of Human Resource Planning	Date	Mode of Deliver
demand TB:: Sui	To know the me and supply of I bba Rao P: —Pe tions, Mumbai,	eaning of Human Resource Planning, vario IRP. rsonnel and Human Resource Managemen 2013.	us factors and t	07
1		to Basics of Human Resource Planning	55	Lecture interspersed with discussions
2	Macro Level	Scenario of Human Resource Planning	5	
3	Factors affect	eting HRP		
4	Concepts of	Human Resource Planning		
5	Process of H	uman Resource Planning		
6	Methods of	Demand Forecasting	14 11 2022	
7	Techniques	of Demand Forecasting	14-11-2022 To	
8	Methods of S	Supply Forecasting	02-12-2022	
9	Techniques of	of Supply Forecasting	02-12-2022	
10	Micro Level	The state of the s		
11	Micro Level	Planning models		
12	Case study			
13	Tutorial Clas	ss		
CEO2: strategie TB:: Sub Publicat	To understand es. oba Rao P: —Pe ions, Mumbai, 2		mapping and u	sage of downsizin
14	Manpower P			
15		urce Planning		
	Business Env	aronmont:		
16	FA 45 1			1
16 17	Defining and	Drawing Manpower Systems		
16 17 18	Stocks and F	Drawing Manpower Systems lows	03-12-2022	
16 17 18 19	Stocks and F Human Reso	Drawing Manpower Systems lows urce Distribution Mapping	To	Lecture
16 17 18 19 20	Stocks and F Human Reso Identifying S	Drawing Manpower Systems lows urce Distribution Mapping urplus	ELIZA CONTRACTOR	interspersed with
16 17 18 19 20 21	Stocks and F Human Reso Identifying S Downsizing	Drawing Manpower Systems lows urce Distribution Mapping urplus Strategies	To	The state of the s
16 17 18 19 20 21 22	Stocks and F Human Reso Identifying S Downsizing S Legal frames	Drawing Manpower Systems lows urce Distribution Mapping urplus Strategies vork.	To	interspersed with
16 17 18 19 20 21 22 23	Stocks and F Human Reso Identifying S Downsizing S Legal framew Voluntary fra	Drawing Manpower Systems lows urce Distribution Mapping urplus Strategies vork.	To	interspersed with
16 17 18 19 20 21 22	Stocks and F Human Reso Identifying S Downsizing S Legal frames	Drawing Manpower Systems lows urce Distribution Mapping urplus Strategies vork. mework.	To	interspersed with

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

Tools: Black board

29	Analysis and evaluation of job		
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	13-12-2022	Lecture
37	Methods of Job evaluation	To:	interspersed
38	Importance of job analysis.	12-01-2023	with discussions
39	Need of job analysis		
40	Job Specification		
41	Job Description		
42	Writing Job description		
43	Case Study		
44	Tutorial class		

TB:: Sub	To know the importance, methods of recruitme	ent and selection and barrie	
45	Need of selection		
46	Selection process		Lecture interspersed
47	Recruitment process		
48	Methods of recruitment	7	
49	Alternatives for recruitment	13-01-2023	
50	Barriers of effective selection	To 28-01-2023	
51	Making the selection effective	20 01 2025	with discussions
52	Selecting the right talent	11/2	
53	Case study	1886	The state of
54	Tutorial class	333	

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

## 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 Casesl, Himalaya Publications, Mumbai, 2013.

55	Overview Of Training And Development Systems		
56	Organizing Training Department	29-01-2023 To 16-02-2023	Lecture interspersed with discussions
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 4 1 22