TENTATIVE LESSON PLAN

Section : N	IBA	Date: 13-03-2023	Page No : 0	01 of 02
Revision No	:00	Prepared ByPRAVEEN GOLLA	Approved	SATURNING SET AND ASSAULT SET ASSAULT SET ASSAULT SET ASSAULT SET ASSAULT SET ASSAULT ASSAULT SET ASSAULT SET ASSAULT SET ASSAULT ASSAULT SET ASSAULT ASSAULT SET ASSAULT SET ASSAULT ASSAULT SET ASSAULT ASSAULT SET ASSAULT
Tools : Black	board			
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT -I CO1: The s IB :: The 7	tudents Habits o	ATIONAL SKILLS learn about the definition, types and benefits of Highly Effective People – Stephen R. Covey -I. OPERATIONAL SKILLS:	f Communica	ition
2.	_		F	1
3.	Different ways of communicating		From: 13-	10. 10.10
4.		cy, accuracy, and formulation	03-2023	323
5.		nunication for influencing		
6.		se of Oral communication		
0.	Organ	izing a meeting	To	Lecture
7.	The in	terview with Media	10	interspersed with
8.		itations	28-03-2023	discussions
9.	Writin	g Formal letters and Business letters	20-03-2023	discussions
10.	Prepar	ation of Material: Selecting material, planning,		
	arrana	ement		
	arrang	emem .		
11.	Resear	THE REAL PROPERTY OF THE PROPE		
INIT -II O2: They	Resear papers MANAG gain awa	rch , Dissertation writing. GEMENT SKILLS: treness about Time Management and Business	Etiquettes	
ONIT -II OO2: They	Resear papers MANAG gain awa	rch , Dissertation writing. GEMENT SKILLS: treness about Time Management and Business iends and Influence People—Dale Carnegie	Etiquettes	
ONIT -II OO2: They : IB :: How to 12.	Resear papers MANA gain awa Win Fr	ch , Dissertation writing. GEMENT SKILLS: areness about Time Management and Business iends and Influence People- Dale Carnegie AGEMENT SKILLS:		
NIT -II O2: They	Resear papers MANAG gain awa Win Fr MANAG Time I	rch , Dissertation writing. GEMENT SKILLS: treness about Time Management and Business iends and Influence People—Dale Carnegie	From : 29-	
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DNIT -II CO2: They : IB :: How to 12. 13. 14.	Resear papers MANA gain awa Win Fr MANA Time) Motive Motive Import	rch , Dissertation writing. GEMENT SKILLS: areness about Time Management and Business iends and Influence People – Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ance of commitment - Showing self confidence ring Success - Fashion,	From: 29- 03-2023	Lecture interspersed with
DNIT -II CO2: They : 12. 13. 14.	Resear papers MANA gain awa Win Fr MANA Time) Motive Motive Import Achiev Strateg	rch , Dissertation writing. GEMENT SKILLS: areness about Time Management and Business iends and Influence People – Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ance of commitment - Showing self confidence ring Success - Fashion,	From: 29- 03-2023 To 18-04-	interspersed
INIT -II CO2: They to 12. 13. 14.	Resear papers MANAG gain awa Win Fr MANA Time I Motive Motive Import Achiev Strateg Interna Multi C	CEMENT SKILLS: Ireness about Time Management and Business iends and Influence People - Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ition ance of commitment - Showing self confidence ring Success - Fashion, ities tional Business Protocol - Cultural Changes -	From: 29- 03-2023	interspersed with
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INIT -II CO2: They: 12. 13. 14. 15. 16.	Resear papers MANAG gain awa Win Fr MANA Time) Motive Motive Motive Strateg Interna Multi C Culture Learnin	reh , Dissertation writing. GEMENT SKILLS: treness about Time Management and Business tiends and Influence People—Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ation ance of commitment - Showing self confidence ring Success - Fashion, ties tional Business Protocol - Cultural Changes - ti awareness ag about the Communication styles of various clients	From: 29- 03-2023 To 18-04-	interspersed with discussions
INIT -II CO2: They : 12. 13. 14. 15. 16.	Resear papers MANA gain awa Win Fr MANA Time) Motive Motive Motive Strateg Interna Multi C Cultura Learnin Dos"&	CEMENT SKILLS: Ireness about Time Management and Business iends and Influence People—Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ation ance of commitment - Showing self confidence ring Success - Fashion, ies tional Business Protocol - Cultural Changes - Il awareness ing about the Communication styles of various clients Don"ts on the	From: 29- 03-2023 To 18-04-	interspersed with discussions Lecture interspersed
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INIT -II CO2: They: 12. 13. 14. 15. 16. 17. 18. 19. 20. 21.	Resear papers MANAG gain awa Win Fr MANAG Time I Motive Motive Motive Strateg Interna Multi C Cultura Learnin Dos"& telepho Ground "functic Persona	reh , Dissertation writing. GEMENT SKILLS: areness about Time Management and Business iends and Influence People—Dale Carnegie AGEMENT SKILLS: Management -Mind& Memory Management ational Skills ance of commitment - Showing self confidence ring Success - Fashion, ries tional Business Protocol - Cultural Changes - all awareness ag about the Communication styles of various clients Don'ts on the are - Taking the leave message a rules for a conference calls - Using the "mute	From: 29- 03-2023 To 18-04-	interspersed with discussions Lecture interspersed

1	43.	LEADERSHIT SKILLS.	FIOH . 17-	1
	24.	Quick Learning	04-2023	
100	25.	Pro- Activeness		
	26.	Decision making		
	27.	Situational leadership	То	
	28.	Motivating Employees		Lecture
	29.	Paerto Analysis	13-05-2023	interspersed with discussions
3	30.	Force field Analysis		with discussions
3	31.	PMI – plus, minus, Interest		1.1152 1.03
3	32.	Stress - Conflict Management	-80	

UNIT-IV THINKING SKILLS

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

The 360 Degree Leader- John C. Maxwell

46	THINKING SKILLS:	100000000000000000000000000000000000000	Lecture
47	Positive Thinking		interspersed
48	Logical Thinking - Lateral Thinking	From : 15-	with discussions
49	Avoiding traditional ways of looking for solutions	05-2023	
50	Using imagination to look at a problem differently - Recognize dominant Ideas	То	
51	How to improve self confidence	- 10	Control of the second
52	To look failures as stepping stones	05-06-2023	
53	To Strengthen self esteem		
54	Creative Thinking	- 67	
55	Intellectual Property privileges	1839	

UNIT -V SOCIAL SKILLS

CO5: Honesty, Positive attitude, Courtesy and other soft skills are learnt by the students. The 360 Degree Leader- John C. Maxwell

56	SOCIAL SKILLS		
57	Courtesy- Honesty- Flexibility		Lecture
58	Adaptability Co - Operation		interspersed
59	Positive attitude	From: 06-	with discussions
60	Dependability - Ability to measure	06-2023	104-441-424-441-532
61	willingness to learn- Commonsense	-	THE COUNTY
62	Personal Integrity-positive work ethic Motivational Skills		
63	Critical thinking skills	То	
64	Personal Chemistry	24-06-2023	
65	good personal appearance	- 2002025	2005
66	Ability to follow regulations	11-1	
67	willingness to be accountable		
68	Awareness of how Business works and staying on the job until it is finished		
69	Ability to listen and document what you have - heard		

Signature of the Faculty 13/3/23

B. Ceery 13/3/23

Course Tit	le:	BUSINESS ENVIRONMENT	THE RESIDENCE	
Section IN	BA I\II	Date: 13-03-2023	Page No : 01 of @ Approved By : HOD	
Revision N	0:0	Prepared By : Ms. Pratyusha Anne		
	k board, Pl	Ts		DJ . HOD
Serial Number		TOPIC	Date	Mode of Delivery
1D. SHAIKII	quaint the st Saleem: "Bi	ess Environment: udents with the knowledge of internal & ex usiness Environment", Pearsons, New Delh	xternal factors of	Business
1.	Introduct	ion		1 1
2.	Importan	ce at national and international level	1000	
3.	problems	and challenges		Lecture interspersed with discussions
4.	factors be business	oth internal and external influencing environment.	From:13-	
5.	significar		03-2023	
6.	regulator	and promotional framework	To:28-03-	
7.	NITI AY	OG and its importance.	2023	
CO2: To acc	uaint the stu	re of Indian economy: idents with knowledge of different economisiness Environment", Pearsons, New Delhi TOPIC		
Serial		TOPIC	Date	Mode of
Serial Number				Delivery
Serial	Nature an	d significance		
Number	Nature an Economic	d significance systems	1000	Same 1
Number 8.	Economic	systems		122
Number 8. 9.	Economic structure of	systems of Indian industry		
8. 9. 10. 11.	Structure of Economic	systems of Indian industry reforms in various sectors	From: 20	Lautur
8. 9. 10. 11. 12. 13.	Economic structure of Economic nature – co social just	systems of Indian industry reforms in various sectors hallenges	From: 29- 03-2023	Lecture
8. 9. 10. 11. 12. 13. 14.	Economic structure of Economic nature – co social just	systems of Indian industry reforms in various sectors hallenges	From: 29- 03-2023	interspersed
8. 9. 10. 11. 12. 13. 14.	Economic structure of Economic nature – c social just Disinvestr	reforms in various sectors hallenges ice nent mechanism	03-2023	interspersed with
8. 9. 10. 11. 12. 13.	Economic structure of Economic nature – c social just Disinvestr problems of Sickness in	systems of Indian industry reforms in various sectors hallenges	The second secon	interspersed

CO3: To gain knowledge about the fiscal policy.
TB: Shaikh Saleem: "Business Environment", Pears

Serial Number	TOPIC TOPIC	Date	Mode of
18.	Nature and significance		Delivery
19.	public revenues expenditure debt	-	
20.	development activities allocation of funds	- Sec. 30	F-9-35

21.	Critical analysis of the recent fiscal policy of Government of India		
22.	Balance of Payments	From: 19- 04-2023	Lecture interspersed with discussions
23.	Nature		
24.	Structure		
25.	major components	To: 13-05-	
26.	Causes for disequilibrium in Balance of Payments	2023	
27.	Correction measures		
	LINIUM AND A SECOND		

UNIT - IV India"s Trade Policy:

- CO4: To understand the concepts of trade, TRIPS, TRIMS & WHO
- · TB: Shaikh Salcern: "Business Environment", Pearsons, New Delhi

Serial Number	TOPIC	Date	Mode of
28.	Nature		Delivery
29.	Magnitude and direction of Indian international trade		Lecture interspersed with discussions
30.	problems	The second	
31.	bilateral and multilateral trade agreements		
32,	International business environment	From: 15-	
33.	Nature – significance	05-2023	
34.	challenges and mechanisms	T- of or	
35.	WTO: Agreements in the Uruguay round including TRIPS, TRIMS and GATS	To: 05-06- 2023	
36.	disputes settlement mechanism dumping and antidumping measures		

UNIT-V Legal Frame:

CO5: To know and understand the features of SICA, BIFR & Essential Commodities Act

TB: Shaikh Saleem: "Business Environment". Pearsons, New Delhi

Serial Number	TOPIC TOPIC	Date	Mode of
37.	special features of the SICA (special provisions) 1985, BIFR	12233	Delivery
38.	Consumer protection act 1986	From: 06-06-2023 -To: 24-06- 2023	Lecture interspersed with discussions
39.	Environmental laws (pertaining to the control and prevention of Air and Water pollution)		
40.	the Essential Commodities Act 1955		

Signature of the Faculty

Course Tit	le:	MANAGERIAL ECONOMICS (IMB1923)	
Section: I	MBA I/II	Date: 13-03-2023	Page No : 0	1 of 02
Revision N	0:0	Prepared By : Ms.B.Indira	Approved	
Tools: Black	board, PPTs	•	,pp.s.ca.	2,1102
Serial Number		TOPIC	Date	Mode of Delivery
UNIT -I CO1 : To kr TB - K L V 1.	ERSHANI	on to Managerial Economics nomy and its principles. "Managerial Economics", Tata Mc-Graw ion to Economics	Hill, 2015.	
2.	the second secon	ns of Economics	- 11	
3.			7.576	
4.		Scope of Economics	753	
5.	Manager	hip with other areas in Economics	From:	Lecture
6.	Poloses	nent definition	13-03-2023	intersperse
7.	Consoli N	fanagerial Economist		with
8.	Concept	of opportunity cost	To: 06-04-2023	discussions
9.		of Incremental cost		
10.	Time per			
11.	Discounti	ng Principle Uncertainity		
Serial Number		"Managerial Economies", Tata Mc-Graw TOPIC	Date	Mode of
12.	Concent o	f Demand – Definitions &		Delivery
13.	Need for I	Demand & its types		
14.	Concent	remaind & its types		
		Demand Analysis		
15.	Factors de	f Demand Analysis		
15. 16.	Factors de	f Demand Analysis termining Demand		
	Law of De	f Demand Analysis termining Demand mand, Exceptions		
16.	Law of De Elasticity	f Demand Analysis termining Demand mand, Exceptions of Demand		
16. 17. 18.	Law of De Elasticity of Price Elast	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand	Frame	
16. 17. 18. 19.	Factors de Law of De Elasticity of Price Elast Income, A	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand	From:	Lecture
16. 17. 18. 19.	Factors de Law of De Elasticity of Price Elast Income, A Types of P	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand	From: 10-04-2023	The second of th
16. 17. 18. 19.	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significano	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ee of Elasticity of Demand	10-04-2023	interspersed with
16. 17. 18. 19. 20. 21.	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significano Measureme	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ee of Elasticity of Demand ent of Price Elasticity of Demand	To:	interspersed
16. 17. 18. 19. 20. 21.	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significanc Measureme Need for D	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ee of Elasticity of Demand ent of Price Elasticity of Demand ent of Price Elasticity of Demand emand Forecasting	10-04-2023	interspersed with
16. 17. 18. 19. 20. 21. 22. 23. 24.	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significanc Measureme Need for D Forecasting	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ee of Elasticity of Demand ent of Price Elasticity of Demand emand Forecasting Techniques	To:	interspersed with
16, 17, 18, 19, 20, 21, 22, 23,	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significanc Measureme Need for D Forecasting Law of Sur	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ee of Elasticity of Demand ent of Price Elasticity of Demand ent of Price Elasticity of Demand emand Forecasting g Techniques oply	To:	interspersed with
16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26.	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significance Measurement Need for D Forecasting Law of Sup Elasticity of	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dvertising, Cross Elasticity of Demand rice Elasticity of Demand ent of Price Elasticity of Demand ent of Price Elasticity of Demand emand Forecasting g Techniques oply f Supply	To:	interspersed with
16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. NIT - III	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significance Measurement Need for D Forecasting Law of Sup Elasticity of PRODUCT the types of	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dicity of Demand rice Elasticity of Demand rice Elasticity of Demand ent of Price Elasticity of De	To: 25-04-2023	interspersed with
16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. NIT - III	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significance Measurement Need for D Forecasting Law of Sup Elasticity of PRODUCT the types of	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dicity of Demand rice Elasticity of Demand rice Elasticity of Demand ent of Price Elasticity of De	To: 25-04-2023	interspersed with
16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. NIT - III	Factors de Law of De Elasticity of Price Elast Income, A Types of P Significance Measurement Need for D Forecasting Law of Sup Elasticity of PRODUCT the types of	f Demand Analysis termining Demand mand, Exceptions of Demand icity of Demand dicity of Demand dicity of Demand rice Elasticity of Demand ent of Price Elasticity of Demand ent of Price Elasticity of Demand ent of Price Elasticity of Demand emand Forecasting g Techniques oply f Supply	To: 25-04-2023	interspersed with

Number	TOPIC	Date	Mode of
27.	Concept of Production		Delivery
28.	Production Function with One Variable		
29.	Production Function with 2 Variables		

30.	ISO Quants : Concept & Properties		
31.	Iso costs	From:	Lecture interspersed with discussions
32.	Least cost combination	26-04-2023	
33.	MRTS	20.01.2023	
34.	Cobb- Douglas production function	To:	
35.	Returns to scale	13-06-2023	
36.	Law of Returns		

UNIT - IV Cost Theory and Estimation

CO4: To Understand cost concepts and various theories.

TB - K L VERSHANI: "Managerial Economics", Tata Mc-Graw Hill, 2015

Serial Number	TOPIC	Date	Mode of Delivery
37.	Cost concepts		Lecture interspersed with discussions
38.	Determination of cost		
39.	Cost-output Relationship in short run	P.	
40.	Cost-output Relationship in long run	From:	
41.	Modern Development in cost Theory	14-06-2023	
42.	Saucer shaped short	To:	
43.	Run average cost curves	03-07-2023	
44.	Average Total cost curve	03-07-2023	
45.	Cost-volume-Profit Analysis		

UNIT-V Market Structure and Pricing Practices:

CO5: To gain knowledge on market structure and pricing theories.

TB - K L VERSHANI: "Managerial Economics", Tata Mc-Graw Hill, 2015

Serial Number	TOPIC	Date	Mode of
46.	Features of Market		Delivery
47.	Classification of markets		
48.	Price Output determination under Perfect Competition		Lecture interspersed with discussions
49.	Monopoly	120	
50.	Monopoly long run	From:	
51.	Monopolistic Competitions	04-07-2023	
52.	Oligopoly	-	
53.	Methods of Pricing	To: 20-07-2023	
54.	Bain's limit pricing Theory		
55.	Managerial Theories of a firm		
56.	Marris & Williams Models		

Signature of the Faculty

TENTATIVE LESSON PLAN

Canting .		CIAL ACCOUNTING -II	n n n	602
Section : IME Revision No : 0			Page No: 01 o	
		Prepared By : Dr.M VEERA BHADRA RAO	Approved By	: HOD
Tools : Blac	k board,			
No. of Periods		TOPIC	Date	Mode of Delivery
CO1: To under	rstand b	corporate Profit and Loss A/C asics of accounting ating by Dhanesh K Khatri		
1.	feature sheet.	es of corporate profit and loss a/e and bala nee	les o	
2.		ration of statement of financial accounts for	FROM 13-03-2023	
3.	THE RESERVE AND ADDRESS OF THE PARTY OF THE	cial statementsnon -profit organizations	то	Transco
4.	Proble	ems prom organizations	-	Lecture
5.	Proble	ems	23-03-2023	d with discussion
7.	Lower	cost of market (LCM)	FROM	Lecture intersperse
6.	Metho	d of inventory valuation		
	Lower	cost of market (LCM)	FROM	
0		and of the Lagrange	The state of the s	
8,	Higher	cost of market(HCM)	27-03-2023	
9.	Periodic	sinvestment vs perpectual inventory system	27-03-2023 TO	d with
9. 10. UNIT - III Fir	Specifi ancial	sinvestment vs perpectual inventory system ic requirements of AS-2 issued by ACAI Analysis with Funds Flowand Code Florage	TO 13-04-2023	
9. 10. UNIT - III Fin CO3; Able to ke	Specificancial and the Account Introduction States	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow nent	TO 13-04-2023 ments atements FROM 17-04-2023	d with discussion:
9. 10. UNIT - III Fir CO3; Able to ki FB :: Financial	Periodic Specificancial and the Account Introduction Preparent and control	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow nent aration, presentation, limitations of funds flow ash flow statements	TO 13-04-2023 ments atements FROM 17-04-2023 TO	Lecture interspersed with
9. 10. UNIT - III Fin CO3; Able to ke FB :: Financial A	Periodic Specificancial and the Account Introduction Prepared and control	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow nent aration, presentation, limitations of funds flow ash flow statements flow statements	TO 13-04-2023 ments atements FROM 17-04-2023	Lecture interspersed with
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9. 10. UNIT - III Fin CO3; Able to ke IB :: Financial A 11 12 13 14 15 INIT - IV : Fin CO4; able to ge	Introcestater Prepared Cash Manag Limit t basic a	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow nent aration, presentation, limitations of funds flow ash flow statements flow statements flow statements flow statements grial uses of funds flow and cash flow statements attions of funds flow statements	TO 13-04-2023 ments atements FROM 17-04-2023 TO	Lecture interspersed with
9. 10. UNIT - III Fin CO3; Able to ke FB :: Financial A 11 12 13 14 15 INIT - IV : Fin CO4; able to ge B :: Financial A	Periodic Specific Spe	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow ment aration, presentation, limitations of funds flow ash flow statements	TO 13-04-2023 ments atements FROM 17-04-2023 TO 02-05-2023	Lecture interspersed with
9. 10. UNIT - III Fin CO3; Able to ke IB :: Financial A 11 12 13 14 15 UNIT - IV : Fin CO4; able to ge B :: Financial A	Periodic Specific Spe	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow ment aration, presentation, limitations of funds flow ash flow statements	TO 13-04-2023 ments atements FROM 17-04-2023 TO 02-05-2023	Lecture interspersed with
9. 10. UNIT - III Fin CO3; Able to ke IB :: Financial A 11 12 13 14 15 NIT - IV : Fin CO4; able to ge B :: Financial A	Periodic Specific Specific Inancial Account Introduct Statem Prepared Cash Manag Limit Inder It basic accounting Under Key accounting Introduct In	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow ment aration, presentation, limitations of funds flow ash flow statements flow statements flow statements flow statements flow statements serial uses of funds flow and cash flow statements attions of funds flow statement s Reports wareness on accounting standards ing by Dhanesh K Khatri standing complete set of financial reports spects of auditors and directors report	TO 13-04-2023 ments atements FROM 17-04-2023 TO 02-05-2023	Lecture interspersed with
9. 10. UNIT - III Fire CO3; Able to ke IB :: Financial A 11 12 13 14 15 INIT - IV : Fine CO4; able to ge IB :: Financial A 16 17	Introduction of the state of th	Analysis with Funds Flow and Cash Flow States basic awareness on cash flow and funds flow st ing by Dhanesh K Khatri duction to funds flow statement, cash flow ment aration, presentation, limitations of funds flow ash flow statements	TO 13-04-2023 ments atements FROM 17-04-2023 TO 02-05-2023	Lecture interspersed with

UNIT - V Emerging dimensions in Financial Reporting
CO5: Able to know the various aspects of financial reporting
TB:: Financial Accounting by Dhanesh K Khatri

No. of Periods	13110	DATE	Mode of Delivery
21	Emerging dimensions in financial reporting	FROM 17-06-2023 TO 23-06-2023	
22	Corporate social responsibility accounting		
23	Value added statements		53
24	Valuation of intangible assets and impact on the balance sheet		Lecture intersperse
25	Balance score card		d with discussions

TENTATIVE LESSON PLAN

Course Title:	Organisational Communication (IMB1925)		
Section IMBA I/II	Date : 13 -03-2023	Page No : 01 of 03	
Revision No : 0	Prepared By : Mrs G.Srilalitha	Approved By : HOD	

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT-I Consent of	Organisational Communication		

UNIT -I Concept of Organisational Communication.

CO1: To acquaint the students with the knowledge of Organisational Communication in various Ways.

TB: Krizan, Essentials of Business Communication, Cengage Learning.

1.	Introduction		
2.	Role of business communication		
3.	Objectives of communication		
4.	Process of Human communication		
5.	Media of communication	From:	
6.	Written & oral communication	13-03-2023	Lecture
7.	Visual communication		interspersed with
8.	Audio visual communication	To:	discussions
9.	Silence	04-04-2022	
10.	Revision		

UNIT –II Developing Listening skills

CO2: To acquaint the students with knowledge of Listening skills.

TB: Krizan, Essentials of Business Communication, Cengage Learning.

Serial Number	TOPIC	Date	Mode of Delivery
11.	Developing Listening skills		
12.	Improving Non-verbal communication skills		
13.	Cross Cultural Communication		
14.	Problems		
15.	Challenges	From:	Lecture interspersed with
16.	Presentation skills	06-04-2023	
17.	Techniques & types of Presentation		discussions
18.	Video conferencing & Formats	To:	
19.	Interview & its techniques	29-04-2023	
20.	Formal & Informal		
21.	Communication Etiquettes	_	

UNIT - III Managing Organisation Communication

CO3: To Know the concept of Managing Organisational communication.

TB: Krizan, Essentials of Business Communication, Cengage Learning.

Serial Number	TOPIC	Date	Mode of Delivery
22.	Managing Organisational communication		eservice and
23.	Formal & Informal		
24.	Revision		

25.	Intrapersonal communication		
26.	Models for inter personal communicationn		
27.	Revision	From:	
28,	Exchange theory	02-06-2023	Lecture interspersed
29.	Personal communication		with
30.	Types of Personal communication	To:	discussions
31.	Models for inter personal communicationn	20-06-2023	
32.	Revision		
33.	Exchange theory	-	

UNIT - IV Influence Interpersonal Communication

CO4: To understand the concepts of interpersonal communication.

TB: Kuberdo B, Business Communication & soft skills, Excel Books - 2008.

Serial Number	TOPIC	Date	Mode of Delivery
34.	Managing Motivation	From: 23-06-2023 To: 14-07-2023	
35.	To influence Interpersonal communication		
36.	Inter personal Perception		Lecture interspersed with discussions
37.	Emotion		
38.	Role of emotion in iterpersonal communication		
39.	Commulcation Styles		
40.	Barriers of communication		
41.	Gateways to Effective interrpersonal communication		

UNIT - V Business Writing Skills

CO5: To know the business writing skills

TB: Paul Torner, Organisational Communication JALCO Publishing.

Serial Number	TOPIC	Date	Mode of Delivery
42.	Business writing skills		
43.	Significance of Business Correspondence		
44.	Essentials of Effective Business Correspondence	From:	
45.	Business Letter & Forms	15-07-2023	Lecture
46.	Meeting & Telephone communication	To:	with
47.	Use of technology in business communication		discussions
48.	Report writing	22-07-2023	
49.	Meaning and significance of report writing	1	
50.	Structure of Reports		
51.	Formal and informal reports		
52.	Preparation		
53.	Organisation of press report		

Signature of the Faculty

8 January 13/3/23

TENTATIVE LESSONPLAN: R19

Course Title: Managem	ent Information System	
Section: IMBA TI /TI	Date :30/1/2023	Page No : 01 of 02
Revision No: 00	Prepared by: Dr.K.Chaitanya	Approved by : HOD

Tools: Black board, PPTs

UNIT 1: Foundations of IS in Business

CO1: Cite various software's used in management of IS

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

No. of periods	TOPIC	Date	Mode of Delivery
1.	Managing the digital firm		Lecture interspersed with discussions&&
2.	Types of digital firm		
3.	Conceptual foundations		
4.	Perspectives on IS	From:	
5.	Phases in building IS	30/1/2023	
6.	Maintaining IS	To: 13/2/2023	
7.	Obstacles of applying IT		
8.	TUTORIAL CLASS		ВВ

UNIT II: Types of IS

CO 2: Cite various software's used in management of IS

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

9.	Office Automation System	From:	
10.	Communication Systems	14/2/2023 To:	No.
11.	Transaction Processing Systems		
12.	Knowledge work Systems	27/2/2023	200
13.	Management and Executive Information Systems		
14.	Decision Support Systems (AI)		Lecture interspersed with discussions&&
15.	Intelligent Techniques		
16.	Intelligent Agents		
17.	TUTORIAL CLASS		BB
UNITE	LICAL L		DB

UNIT III:18 Models

CO 3:Use different Presentation techniques and IS Models

TB:Management Information System, Gordon B.Davis& Margrethe H,Olson, TMH,2002

18.	Nolan Stage Hypothesis	From:	TMH,2002
19.	IS Strategic Grid	28/2/2023 To:	
20.	Wards Model		
21.	Earl's Multiple Methodology	19/3/2023	
22.	CSF's	Errom	Lecture
23.	Soft Systems Methodology	From: 27/3/2023	interspersed with
24.	Socio-Technical Systems Approach (Mumford)	To:10/4/2023	
25.	TUTORIAL CLASS		discussions&&
UNIT D	V-10 pt		BB

UNIT IV:1S Planning

CO 4: Use different data presentation techniques and IS Models

TB: 1. Information Systems, Steven Alter, Pearson, 3/e,2002

Management Information System, W. S. Jawadekar, 2/e, TMH, New Delhi, 2002.

The Process of IS Planning	From:	Lecture interspersed
Strategic Alignment of business and IT	11/4/2023	
Building IS	To:	with
maintaining IS	26/4/2023	discussions&&
Alternative approaches for building IS		
TUTORIAL CLASS		SERVICE SERVICE
	Strategic Alignment of business and IT Building IS maintaining IS Alternative approaches for building IS	Strategic Alignment of business and IT Building IS maintaining IS Alternative approaches for building IS 11/4/2023 To: 26/4/2023

UNIT V:1S Security

CO 5: Sketch IS Security and IS Planning

TB: 1. Management Information System, James A. Obrein, TMH,10/e, 2004

 Management Information System, Gerald V. Post, David L Anderson, Irvin McGraw Hill, 2003

32.	Control and Audit: system vulnerability	From:	
33.	System abuse	27/4/2023 To:	Lecture interspersed with discussions&& BB
34.	Business value of Security and control		
35.	Threat of Project failure	13/5/2023	
36.	Threat of Computer Crime	- 1 (Z (E) S	
37.	Methods of Minimizing Risks		
38.	IS Audit		
39.	Ensuring system quality		
40.	TUTORIAL CLASS		3 2 3 2

Signature of the Faculty

TENTATIVE LESSON PLAN: IMB 1941

Section :	011	GANIZATIONAL BEHAVIOR (Integrated) Date: 30-01-2023	Page No: 0	1 of 02
IMBA 2/4			1 1000	
		Prepared By : P. Naga Srinivasa Rao	Approved I	By : HOD
No. of Periods	board, I	TOPIC	Date	Mode of Delivery
UNIT-I	INT	RODUCTION		Delivery
TB :: Orga 1.	nizatio	onal Behavior – Text, cases and Games: K. Astroduction to Organizational Behavior	ganizational Be wathappa	havior.
2.		ture of Organizational Behavior		
3.	Sco	pe of Organizational Behavior		
4.		kages with other social sciences		
5.	Lin	kages with other social sciences		- 01
6.	Me	rits and Demerits of Organizational Behavior	From	Lecture
7.	Org	anizational Goals vs. Individual Roles	30-01-2023	interspersed
8.	Hur	man Behavior - Perspectives	To	with
9.	App	proaches to Organizational Behavior	23-02-2023	discussions
10.	App	proaches to Organizational Behavior		
11.		dels of Organizational Behavior		
12.		ception - Nature and Process		
13.	Mot	tivation theories		
CO2: To ur	Lea PERS dersta	dership theories SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy	l Transactional A	Analysis.
UNIT -II CO2: To un TB :: Organ No. of	Lea PERS dersta	SONALITY DEVELOPMENT	Transactional A	Analysis. Mode of
UNIT -II CO2: To un TB :: Organ No. of Periods	Lea PERS ndersta nizatio	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asv TOPIC	vathappa	
UNIT -II CO2: To un TB :: Organ No. of Periods 15.	Lea PERS idersta nizatio	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asv TOPIC	vathappa	Mode of
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16.	Lea PERS idersta nizatio	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asv TOPIC adduction to Personality Development conality Development meaning and definition	vathappa	Mode of
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16.	Lea PERS ndersta nizatio Intro Pers Natu	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development	vathappa	Mode of
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17.	Lea PERS dersta nizatio Intro Pers Natu Stag	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC adduction to Personality Development conality Development meaning and definition are of Personality Development are of Personality Development are of Personality Development	vathappa	Mode of Delivery
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18.	Lea PERS idersta nizatio Intro Pers Natu Stag Stag	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development	Vathappa Date	Mode of Delivery
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20.	Intro Pers Natu Stag Dete	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asy TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development arminants of Personality Development	Date From	Mode of Delivery
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21.	Intro Pers Natu Stag Stag Dete JOH	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC Induction to Personality Development Induction to Personality Development Induction to Personality Development It is of Personality Development	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21.	Intro Pers Natu Stag Dete JOH	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asy TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development arminants of Personality Development	Prom 24-02-2023	Mode of Delivery
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23.	Intro Pers Natu Stag Stag Dete JOH Tran	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC aduction to Personality Development conality Development meaning and definition are of Personality Development	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21.	Intro Pers Natu Stag Stag Dete JOH Tran Type	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC Induction to Personality Development Induction to Personality Development Induction to Personality Development It is of Personality Development It	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24.	Intro Pers Natu Stag Dete JOH Tran Type Type	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC Induction to Personality Development Indu	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25.	Intro Pers Natu Stag Stag Dete JOH Tran Type Lear	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asy TOPIC Induction to Personality Development Induction to Personality Development Induction to Personality Development It is of Personality Development It	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26.	Intro Pers Natu Stag Dete JOH Tran Type Lear Lear	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asy TOPIC Induction to Personality Development Indu	Prom 24-02-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. UNIT - III CO3: To Ga	Intro Pers Natu Stag Dete JOH Tran Type Lear Theo	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC Induction to Personality Development Indu	From 24-02-2023 To 15-03-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. UNIT - III CO3: To Ga B :: Organ	Intro Pers Natu Stag Dete JOH Tran Type Lear Lear Theo DEC	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC Induction to Personality Development It is of P	From 24-02-2023 To 15-03-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. UNIT - III CO3: To Gan No. of Period	Intro Pers Natu Stag Dete JOH Tran Type Lear Lear Theo DEC in Kn ization	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development res of Personality Development res of Personality Development reminants of Personality Development reminants of Personality Development ARI Window ARI Window res of Transactional Analysis	From 24-02-2023 To 15-03-2023	Mode of Delivery Lecture interspersed with
UNIT -II CO2: To un TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. UNIT - III CO3: To Ga B :: Organ No. of Period 29.	Intro Pers Natu Stag Stag Dete JOH Tran Type Lear Lear Theo DEC in Kn ization Is Intro Int	SONALITY DEVELOPMENT and the Personality Development Theories and nal Behavior – Text, cases and Games: K. Asv TOPIC Eduction to Personality Development Conality Development Consumer of Personality Development	From 24-02-2023 To 15-03-2023 athappa	Mode of Delivery Lecture interspersed with discussions Mode of Delivery
UNIT -II CO2: To ur TB :: Organ No. of Periods 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. UNIT - III CO3: To Gan No. of Period	Intro Pers Natu Stag Dete JOH Tran Type Lear Lear Theo DEC in Kn ization Is Intro Pers Natu Stag Dete JOH Tran Type Lear Lear Theo DEC in Kn ization Is	SONALITY DEVELOPMENT and the Personality Development Theories and mal Behavior – Text, cases and Games: K. Asv TOPIC Eduction to Personality Development conality Development meaning and definition are of Personality Development res of Personality Development res of Personality Development reminants of Personality Development reminants of Personality Development ARI Window ARI Window res of Transactional Analysis	From 24-02-2023 To 15-03-2023 athappa	Mode of Delivery Lecture interspersed with discussions

32.	Groups and their formation	1	1
33.	Types of Groups		Lecture interspersed with discussions
34.	Group decision making		
35.	Group Dynamics	From	
36.	Group Dynamics	16-03-2023	
37.	Informal organization	To 10-04-2023	
38.	Individual interaction	10-04-2023	discussions
39.	Group interaction		
40.	Individual Vs Group interaction		
UNIT-IV	INTER PERSONAL COMMUNICATION		

UNIT - IV INTER PERSONAL COMMUNICATION.

CO4: To understand the concepts and applications of Inter Personal Communication.

TB :: Organizational Behavior - Text, cases and Games: K. Aswathappa

No. of Periods	Torre	Date	Mode of Delivery
41.	Introduction to inter personal communication		•
42.	Definition and process	-	
43.	Types of communication		
44.	Intra personal communication		
45.	Listening	From	
46.	Feedback	11-04-2023	
47.	Team building	30-04-2023	
48.	Team decision making	-	
49.	Conflict resolution	-	
50.	Problem solving techniques	- 1	
UNIT_V OF	CANIZATIONAL PROPERTY		

UNIT - V ORGANIZATIONAL DEVELOPMENT

CO5: To know and understand OD Techniques and Applications.

TB :: Organizational Behavior - Text, cases and Games: K. Aswathappa

No. of Periods	Toric	Date	Mode of
51.	Introduction to Organizational Development		Delivery
52,	Nature and process of OD	Carlo	Lecture interspersed with discussions
53.	Interventions of OD	From	
54.	Techniques of OD	01-05-2023	
55.	Applications of OD	To	
56.	Previous papers discussion	15-05-2023	
57.	Previous papers discussion.	-	

P. Najohivalines Signature of the Faculty 20101 2023

TENTATIVE LESSON PLAN (IMB1942)

	Sec 113AUM Date: 30-01-2023	Page No :	01 of 02
Revision N	The state of the s	Approved By : HOD	
Tools : Black S.No			
-	TOPIC	Date	Mode o Deliver
UNIT -I CO1 : Pr S.P.Jain, I	Introduction to management accounting epare independently different accounting state C.L.Narang: Cost and Management Accounting, Kaly	ments ani Publicatio	ns, New Del
1.	Management accounting vs Cost accounting		
2.	Cost accounting vs. financial accounting		
3.	Role of accounting information in planning and control,	FROM	Lecture
4.	cost concepts and managerial use of classification of costs	01-02-2023	interspersed
5.	The management process and accounting	TO	with
6.	Management accounting process	24-02-2023	discussions
7.	cost concepts	- 1	
8.	The management process and accounting.		1
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report	ts independ ani Publicatio	lently ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report LL.Narang: Cost and Management Accounting, Kalya	ts independ ani Publicatio	lently ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting	ts independ ani Publicatio	lently ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting	ts independ ani Publicatio	lently ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports	ts independ ani Publicatio	lently ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting	FROM 25-02-2023	Lecture interspersed
CO2: Pre S.P.Jain, K	Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical	eni Publicatio	ns, New Deli
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions	FROM 25-02-2023 TO	Lecture interspersed with
1 2 3 4 5	Essentials of an Ideal Report General Principles of Good Reporting Methods of Reports Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial	FROM 25-02-2023 TO	Lecture interspersed with
CO2: Pre S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial Cost Accounts- Need of Reconciliation Method of Reconciliation	FROM 25-02-2023 TO	Lecture interspersed with
CO2: Pre S.P.Jain, K 1 2 3 4 5 6 7 8 UNIT - III	Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial Cost Accounts- Need of Reconciliation	FROM 25-02-2023 TO 20-03-2023	Lecture interspersed with discussions
CO2: Pre S.P.Jain, K 1 2 3 4 5 6 7 8 UNIT - III	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial Cost Accounts- Need of Reconciliation Method of Reconciliation Responsibility Accounting lyze cost accounting concepts L.Narang: Cost and Management Accounting, Kalyan	FROM 25-02-2023 TO 20-03-2023	Lecture interspersed with discussions
CO2: Pre S.P.Jain, K 1 2 3 4 5 6 7 8 JNIT - III CO3: Ana S.P.Jain, K	pare and analyse financial statement and report L.Narang: Cost and Management Accounting, Kalya Essentials of an Ideal Report General Principles of Good Reporting Methods of Reporting Types of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial Cost Accounts- Need of Reconciliation Method of Reconciliation Responsibility Accounting lyze cost accounting concepts	FROM 25-02-2023 TO 20-03-2023	Lecture interspersed with discussions
CO2: Pre S.P.Jain, K 1 2 3 4 5 6 7 8 JNIT - III CO3: Ana S.P.Jain, K	Essentials of an Ideal Report General Principles of Good Reporting Methods of Reports Reporting Needs of Different Management levels- Theoretical Questions Reconciliation and Integration of Financial Cost Accounts- Need of Reconciliation Responsibility Accounting lyze cost accounting concepts L.Narang: Cost and Management Accounting, Kalyan Definition- Steps- Responsibility Centers	FROM 25-02-2023 TO 20-03-2023	Lecture interspersed with discussions

UNIT-IV Budgetary Control

CO4:: Interpret cost bahaviour and decision methods

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

1	Budget, budgetary control, steps in budgetary control	FROM	Lecture interspersed with discussions
2	Fixed vs Flexible budge		
3	different types of budgets	Total and the second	
4	sales budget, Zero based budgeting	TO	
5	cash budget, production budget	02-03-2023	
6	master budget, budget reports for management control.		

UNIT - V Management Audit

CO5: understand the management audit system.

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

1	Definition- Objectives of Management Audit	03-05-2023 int TO wi	Lecture interspersed with
2	Difference between Financial Audit and Management Audit		
3	Need for Management Audit		
4	Conducting Management Audit.		
5	Conducting Management Audit types		discussions

Signature of the Faculty?

	Title: COMPANY LAW (IMB1943)		
	: II/IV Date : 06-02-2023		ge No: 01 of 03
	No: 00 Prepared By: SK SHAI	FIULLAH A	proved By : HOD
SR No	Black board TOPIC		
UNIT -	10110	Da	te Mode of Deliver
of comp TB::Co	o gain knowledge meaning of company, anies, distinguish between private and pe mpany Law by Tandom M.P, Allahabad	ublic Itd company. Law Agency, Allahab	to the me anner aneth
1	UNIT -I Introduction to Company La	w	
2	Features of company		
3	Types of companies		
4	Holding, subsidiary company		
5	limited company and unlimited company	/	
6	Other types of company	06/02/20	23 Lecture
7	Dormant company	To	interspersed wit
8	Advantages of company	22/02/20	
9	Disadvantages of company	ETAL SEA	CAULT CONTRACTOR OF THE CONTRA
10	D/f between public and private ltd comp	pany	1002
11	Company versus partnership firm		
12	One person company		
13	Tutorial class		
CO2: To	-FORMATION OF COMPANY impart the knowledge on Promotion of	company, incorporation	n memerandon 1
CO2: To orticles of FB::Con	impart the knowledge on Promotion of of association, various clauses of companing the Law by Tandom M.P., Allahabad I	es act 1956.	
CO2: To articles o FB::Con	impart the knowledge on Promotion of of association, various clauses of companing the party Law by Tandom M.P., Allahabad I UNIT –II Promotion of Company	es act 1956.	
CO2: To orticles of FB::Con 14	of impart the knowledge on Promotion of of association, various clauses of companing any Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company	es act 1956.	
CO2: To orticles of TB::Con 14 15 16	of association, various clauses of compani inpany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company	es act 1956.	
CO2: To orticles of TB::Con 14 15 16 17	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a company Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company	es act 1956.	
CO2: To prticles of ΓΒ::Con 14 15 16 17 18	of association, various clauses of companies of association, various clauses of companies of the company Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate	es act 1956.	
CO2: To prticles of ΓΒ::Con 14 15 16 17 18 19	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a company Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses	ies act 1956. Law Agency, Allahaba	
14 15 16 17 18 19 20	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a company Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association	les act 1956. Law Agency, Allahaba	d
14 15 16 17 18 19 20 21	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a company Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents	ies act 1956. Law Agency, Allahaba	3 Lecture
14 15 16 17 18 19 20 21 22	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association	Law Agency, Allahaba	3 Lecture interspersed with
14 15 16 17 18 19 20 21 22 23	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with
14 15 16 17 18 19 20 21 22 23 24	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires Exceptions in Doctrine of Ultravires	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with
14 15 16 17 18 19 20 21 22 23 24 25	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires Exceptions in Doctrine of Ultravires Doctrine of indoor management	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with
14 15 16 17 18 19 20 21 22 23 24 25 26	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires Exceptions in Doctrine of Ultravires Doctrine of indoor management Difference between MOA and AOA	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with
CO2: To articles of ΓΒ::Con 14 15 16 17 18 19 20 21 22 23 24 25 26 27	of association, various clauses of companies of association, various clauses of companies and Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires Exceptions in Doctrine of Ultravires Doctrine of indoor management Difference between MOA and AOA Various clauses of companies act 1956	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with
CO2: To articles of ΓΒ::Con 14 15 16 17 18 19 20 21 22 23 24 25 26	of association, various clauses of companies of association, various clauses of companies of association, various clauses of companies of a pany Law by Tandom M.P., Allahabad I UNIT -II Promotion of Company Promotion of a company incorporation of a company Capital subscription in company Commencement of Business certificate Memorandum of association clauses Alteration of Memorandum of association Articles of association contents Alteration in articles of association Doctrine of Ultravires Exceptions in Doctrine of Ultravires Doctrine of indoor management Difference between MOA and AOA	Law Agency, Allahaba 23/02/202 To	3 Lecture interspersed with

Course Title: COMI	PANY LAW (IMB1943)	
Section : II/IV	Date: 06-02-2023	Page No: 02 of 03
Revision No: 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tutorial class

43

UNIT - CO3: To promote	Black board III PROSPECTUS o Focuses on nurturing the students in the area of Peer's position, duties and liabilities. mpany Law by Tandom M.P., Allahabad Law Agenc	3 = 1 = 1 = 1 = 1	contents,
30	Unit-III: Introduction to company prospectus	1	
31	Prospectus meaning and definition	1	
32	Who can issue prospectus		Lecture interspersed with discussions
33	Provisions in issue of prospectus		
34	Contents of prospectus		
35	Shell prospectus	1	
36	red herring prospectus	14/03/2023	
37	Importance of prospectus	To	
38	Promoters, kinds of promoters	10/04/2023	
39	penalties and Punishment for issue of wrong prospectus		
40	Liabilities of promoters		
41	Duties of promoters		
42	Remuneration to promoters		

UNIT-IV BOARD OF DIRECTORS AND MANAGING DIRECTORS OF COMPANY CO4To understand Directors appointment, qualification renewal, recognition, power and duties-meetings, role of directors, independent directors and Corporate Governance.

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

44	UNIT - IV Introduction Of Directors	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
45	Appointment of directors		
46	Qualification of Directors		Lecture interspersed with discussions
47	Disqualification of Directors		
48	Removal of director	11/04/2023	
49	Powers of directors	To	
50	Duties of directors	27/04/2023	
51	Resignation of directors		
52	Remuneration of directors		
53	Tutorial class		

Course Title: COMPANY LAW (IMB1943)				
Section : II/IV	Date: 06-02-2023	Page No: 03 of 03		
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD		

Tools: Black board

CO5: 7 liquidato	V WINDING UP OF COMPANY To focuses on training students in the area of Winding up o r, voluntary winding up by member and creditors winding mpany Law by Tandom M.P, Allahabad Law Ag	up subject to supervision	cedure-powers of on of court
54	UNIT V: Winding Up Of Company	, care, y , ramana da d	
55	Winding up of company and its types		
56	Powers of liquidators		Lecture interspersed with discussions
57	Duties of liquidators		
58	Voluntary winding up of a company		
59	Compulsory winding up	28/04/2023	
60	Winding up by the order of court	To	
61	winding up of a company by creditors	13/15/2023	
62	winding up subject to supervision of court		
63	Case study 1,2		
64	Case study 3,4		
65	Tutorial class	-	

Sufille Giliz Signature of the Faculty

TENTATIVE LESSON PLAN

Course Title: GOODS	AND SERVICE TAX	
Section : IMBA II/II	Date : 20-03-2023	Page No : 01 of 02
Revision No : 00	Prepared By : DR.M.VEERA BADHRA RAO.	Approved By : HOD

	Too	5:	Black	board,	PPTs.
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No. of Periods	TOPIC	Date	Mode of Delivery	
UNIT -I CO1: : Able to Know about the basics of tax system and have awares TB :: Direct Taxes Law and Practice by bhagavathi prasad		ness on Income Tax	Act 1961	
1.	Income tax act 1961	FROM	Lacture	
2.		FROM 20-03-2023	Lecture	
2.	Income tax act 1961 laws regarding capital and revenue expenditure deemed income	FROM 20-03-2023 TO	Lecture intersperse d with	

UNIT-II

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

TB :: Direct Taxes Law and Practice by bhagavathi prasad

5.	Assessment of individual		Laston
6.	income from salary	FROM 13-04-2023	Lecture
7.	Problems		intersperse d with
8.	income from HP		discussions
TIMPE III			

UNIT - III

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

TB :: Direct Taxes Law and Practice by bhagavathi prasad

9	Income from business and profession,			
10	problems arising from aggregation of income and set off	FROM 01-06-2023 TO 25-06-2023	Lecture interspersed with discussions	
11	problems arising from aggregation of income and set off			
12	carry forward loss			
13	carry forward loss			
UNIT - IV .				

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

TB:: Direct Taxes Law and Practice by bhagavathi prasad

14	Indirect tax laws	
15	administration and relevant procedure	FROM
	the central exercise	26-06-2023
	and central exercise	ТО

-3-	17	value added tax CENVAT	10-07-2023	Lecture
	18	Central sales tax act 1956		interspersed with discussions

UNIT-V

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

TB:: Direct Taxes Law and Practice by bhagavathi prasad

No. of Periods	TOPIC	DATE	Mode of Delivery
19	Tax administration appeals,	FROM	
20	revisions, review, rectification and application to control board of direct taxes	11-07-2023 TO 24-07-2023	Lecture intersperse d with discussions
21	principals of valuation movable and immovable property.		
22	Tax incentives		
23	export promotions		

Signature of the Faculty

B. Court 20/3/23



SRKINSTITUTEOFTECHNOLOGY

Enikepadu, Vijayawada 521108 Accredited by NAAC with 'A' grade DEPARTMENT OF BUSINESS ADMINISTRATION

TENTATIVE LESSON PLAN

Course Title: Manag	ement Information System	Course Code:IMBA1945/R19
Section:IMBA	Date: 30/1/2023	Page No : 01 of 02
Revision No : 00	Prepared by: Dr.K.Chaitan	Total Control of Contr

Tools: Black board, PPTs

UNIT 1: Foundations of IS in Business

CO1: Cite various software's used in management of IS

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

No. of periods	торіс	Date	Mode of Delivery	
1.	Managing the digital firm	THE TEST	1	
2.	Types of digital firm		Lecture interspersed with	
3.	Conceptual foundations	From:		
4.	Perspectives on IS	6/2/2023		
5.	Phases in building IS	To:		
6.	Maintaining IS	19/2/2023	discussions&&	
7.	Obstacles of applying IT		BB	
8.	TUTORIAL CLASS			

UNIT II: Types of IS

CO 2: Cite various software's used in management of IS

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

9.	Office Automation System		
10.	Communication Systems	From:	Lecture interspersed with
11.	Transaction Processing Systems		
12.	Knowledge work Systems		
13.	Management and Executive Information Systems	20/2/2023	
14.	Decision Support Systems (AI)	To: 28/2/2023	
15.	Intelligent Techniques	28/2/2023	
16.	Intelligent Agents		discussions&&
17.	TUTORIAL CLASS		BB

UNIT III:1S Models

CO 3:Use different Presentation techniques and IS Models

TB:Management Information System, Gordon B.Davis& Margrethe H,Olson, TMH,2002

18.	Nolan Stage Hypothesis	From:	
19.	The state of the s	1/3/2023	
20.	Wards Model	To:	
21.	Earl's Multiple Methodology	14/3/2023	Lecture

22.	CSF's	From:	interspersed
23.	Soft Systems Methodology	15/3/2023	with
24.	Socio-Technical Systems Approach (Mumford)	To:	discussions&&
25.	TUTORIAL CLASS	19/3/2023	BB
	V:1S Planning Jse different data presentation techniques and IS N	Indels	
TB: 1. I	nformation Systems, Steven Alter, Pearson, 3/e,2002		
	gement Information System, W. S. Jawadekar, 2/e, Th		The state of the s
26.	The Process of IS Planning	From: 27/3/2023	Lecture
27.	Strategic Alignment of business and IT	To:	interspersed with discussions&&
28.	Building IS	12/4/2023	
29.	maintaining IS	12/4/2023	
30.	Alternative approaches for building IS		BB
31.	TUTORIAL CLASS		
	':1S Security	1.50	
	Sketch IS Security and IS Planning		
	Management Information System, James A. Obrein, T.		
 Mana 2003 	agement Information System, Gerald V. Post, David	L Anderson, Ir	rvin McGraw Hill,
32.	Control and Audit: system vulnerability	7 - 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
33.	System abuse		Lecture
34.	Business value of Security and control		interspersed
35.	Threat of Project failure	From:	with
21	7	13/4/2023	

Signature of the Faculty

36.

37.

38.

39.

40.

IS Audit

Threat of Computer Crime

Ensuring system quality TUTORIAL CLASS

Methods of Minimizing Risks

Signature of the HOD

13/4/2023

To:

1/5/2023

BB

discussions&&

TENTATIVE LESSON PLAN: IMB1961 (2022-23).

Course Title:	OPERATIONS RESEARCH	
Section :Int. MBA(III/II)	Date: 19-12-2022	Page No : 01 of 03
Revision No: 00	Prepared By: P. Naga Srinivasa Rao.	Approved By : HOD

S. No.	TOPIC	Date	Mode of Delivery
OfT	Overview of Operations Research. To Identify And Develop Operational Researche Real System. Operations Research R. Panneerselvan.	rch Models From The Ve	
1.	Introduction to OR	19/12/2022	
2.	OR models	20/12/2022	
3.	OR techniques	21/12/2022	
4.	LPP-Introduction	22/12/2022	
5.	Graphic solution	23/12/2022	Lecture
6.	Problems on Graphical Method.	24/12/2022	interspersed
7.	Standard form of LPP	26/12/2022	with
8,	Basic feasible solution.	27/12/2022	discussions
9.	Simplex Method	28/12/2022	
10.	Simplex method problems	29/12/2022	
11.	Big M method	30/12/2022	
12.	Problems	31/12/2022	
13.	Problems	02/01/2023	
14.	Two Phase Simplex Method	03/01/2023	
15.	Problems	04/01/2023	
16.	Problems	04/01/2023	

UNIT-II: DUAL PROBLEMS,

30.

Problems

CO2: To Select The Mathematical Tools That Are Needed To Solve Optimization Problems.

TB: Operations Research - - R. Panneerselvan.

S. No.	TOPIC	Date	Mode of Delivery
17.	Relation between primal and dual problems.	05/01/2023	- Carrery
18.	Problems	06/01/2023	1
19.	Dual simplex method	07/01/2023	1
20.	Problems	09/01/2023	
21.	Integer programming problem	10/01/2023	Lecture interspersed
22.	Problems	11/01/2023	with discussions
23.	Problems	18/01/2023	
24.	Branch and Bound Method	19/01/2023	And the second second
25.	Problems	20/01/2023	
26.	Cutting plane algorithm	21/01/2023	
27.	Problems on pure IPP	23/01/2023	
28.	Problems on pure IPP.	23/01/2023	
29.	Problems on Mixed IPP	24/01/2023	
20			

24/01/2023

UNIT - III TRANSPORTATION MODELS. CO3: To Use Mathematical Software To Solve The Proposed Models. TB:: Operations Research—S.D. Sharma. S. No. TOPIC Date Mode of 31. Delivery Introduction to transportation Problem 25/01/2023 32. Transportation as a special case of LPP 28/01/2023 33. North West Corner Rule theory 30/01/2023 34. Problems on NWCR 31/01/2023 Lecture 35. Least Cost Method 01/02/2023 interspersed 36. Problems 02/02/2023 with discussions 37. VAM theory 03/02/2023 38. Problems 04/02/2023 39. Problems 06/02/2023 40. Assignment problem 07/02/2023 41. Mathematical formulation 20/02/2023 42. Hungarian algorithm 21/02/2023 43. Minimization problem 22/02/2023 44. Minimization problem 23/02/2023 45. Maximization problem 27/02/2023 46. Unbalanced problem 28/02/2023 47. Travelling salesmen problem 01/03/2023 48. Travelling salesmen problem 01/03/2023 49. Problems 02/03/2023 50. Problems 02/03/2023 UNIT-IV Network models, Project Scheduling CO4: To apply network models TB :: Operations Research-S.D. Sharma. Serial TOPIC Date Mode of Number Delivery 51. CPM and PERT 06/03/2023 52. Rules of Network 07/03/2023 53. Construction of Network Lecture 09/03/2023 interspersed 54. Critical path method 09/03/2023 with 55. PERT Procedure 15/03/2023 discussions 56. Three time estimates. 16/03/2023 57. Problems 17/03/2023 58. Problems 18/03/2023 Dynamic Programming CO5: To Determine dynamic programming models TB:: Operations Research-S.D. Sharma.

S .No	TOPIC	Date	Mode of Delivery
59.	Introduction	20/03/2023	
60.	Decision tree	23/03/2023	
61.	Bellman's Principle of Optimality.	24/03/2023	
62.	Game Theory - Introduction.	31/03/2023	Lecture

63.	Definition – Payoff – Types of Games.	01/04/2023	with
64.	Maximin - Minimax principle	10/04/2023	discussions
65.	Problems.	12/04/2023	
66.	Problems.	15/04/2023	

P. Najelivalaco Signature of the Faculty (9/12/2022

TENTATIVE LESSON PLAN: (IMB1962)

Section :	IMBA III/II	Date : 21/12/2022	Page No: 01	of 03
Revision N	o:00	Prepared By G.KIRAN	Approved B	y: HOD
Tools: Bl	ack board ,PPT	r's	100	
Sr no		TOPIC	Date	Mode of Delivery
	LAIN SIGNIF	TION TO INTERNATIONAL BUSINESS ICANCE OF INTERNATIONAL BUSINE ERNATIONAL BUSINESS; excel Publicati		
1	Introduction	to International Business		
2	Significance	of International Business		
3	Importance of	of International Business		
4	Scope of Inte	ernational Business	The same and the same of	Lecture
5	Emerging tre	nds in International Business	21-12-2022	intersperse
6	Free trade vs	protection	То	with
7	Trade barrier	s in International Business	11-01-2023	discussion
8	Evaluation o	f International Business		
9	Types Intern	ational Business		
UNIT -II	India trade p	olicies and agreements		
13 14 15 16	Financing of BOP 1990 cri		19-01-2023 To 31-01-2023	Lecture intersperse with discussion
UNIT - III	FOREIGN EX	CHANGE MARKETS OREIGN EXCHANGE MARKET MECO		
ГВ:: E. Bha	ttacharya: INTE	ERNATIONAL BUSINESS; excel Publication	ons,NewDelhi,2013	
18	Introduction t	o foreign exchange markets		
19	Functions for	eign exchange markets		
20	Participants in	foreign exchange markets		
21	Types of trans	sactions in Forex markets		
22		Forex rate determination		Lecture
		ange rate system	02-02-2023	interspersed
23		0 1 10 1	То	with
23 24	Diff between	fixed and floating exchange rate system	25-02-2023	
	Diff between	fixed and floating exchange rate system nt vs capital account	25-02-2023	discussions
24	Diff between Current accou	nt vs capital account market exchange rate	25-02-2023	discussions

CO4::EX	;; GLOBALIZATION TENDED ROLE OF MNCs nattacharya: INTERNATIONAL BUSINESS; excel	Publications, New Delhi, 2013.	
28	Introduction to globalization		
29	Role of MNCs in India	27-02-2023	Lecture
30	30 Global depositary receipt 31 Foreign institution investment		interspersed
31			with
32 Export processing zones 16-03-2023			
33	Special economic zones		

CO5: To F	INTERNATIONAL LIQUIDITY REVIEW THE PROBLEMS OF INTERNATIONA attacharya: INTERNATIONAL BUSINESS; excel P	L LIQUIDITY	
34	Introduction to international liquidity		1000
35	Functions of IMF		
36	Organizational structure of IMF	17-03-2023 L	Lecture
37	General arrangements to borrow	To inters 10-04-2023 w discu	
38	IBRD		
39	Functions of IBRD		
40	Bank lending activities		

Signature of the Faculty

TENTATIVE LESSON PLAN: MB1931

Course Title: STI	RATEGIC MANAGEMENT (MB1931)	
Section : IMBALE	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,

No. of Periods	TOPIC	Date	Mode of Delivery	
1	Introduction			
1	concept in strategic management		111111111111111111111111111111111111111	
1	strategic management as a process	1		
1	Developing a strategic vision	1		
1	Strategic Mission	1 22.00	Lecture interspersed with discussions	
1	Strategic Objectives	From: 07-11-2022		
1	Developing a Strategic Policies			
1	Factors that shape a company's strategy	1		
1	Crafting a strategy	To:		
1	Industry Analysis	24-11-2022		
1	Competitive Analysis			
1	Steps in competitive analysis			
1	Analytical Models of Competitive Analysis			
1	Sources of Information for Competitive Analysis			
JIT 11 1.	1 1 1 1 1 1 1 1 1 1 1 1 1 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, 2010

2010			
No. of Periods	TOPIC	Date	Mode of
1	Introduction to Environmental scanning		Delivery
1	Industry and competitive analysis	From: 25-11-2022	Lecture interspersed with Discussions
1	Evaluating company resources and competitive capabilities		
2	SWOT analysis		
1	Strategies and competitive advantages in diversified companies and its evaluation		
2	Porters five force model, BCG matrix, GE matrix	T	
1	Strategic Leadership	To:	
1	Goals of strategic Leadership	14-12-2022	
1	Themes of Strategic Leadership		
1	Developing Human Capital And social capital		
1	The Balanced Scorecard		
NIT - III	strategic () to t	-	

UNIT - III strategic formulation

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

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

TOPIC	Date	Mode of Delivery
Introduction to strategic formulation		Denvery
Strategy framework for analyzing competition	1	
Porters value chain analysis	1	
Competitive advantage of a firm	1	-15-65
Exit and entry barriers		
Formulation of strategy at corporate, business and functional levels	From:	Lecture interspersed with discussions
Corporate Strategies Types		
Business Level strategies		
Functional Level Strategies		
Types of strategies	To:	
Tailoring Strategy to fit specific Industry	11/2/8/27/2	
Restructuring strategies	er étalundice tradition	
Diversification Strategies	1	
Turnaround strategy	-	
	Introduction to strategic formulation Strategy framework for analyzing competition Porters value chain analysis Competitive advantage of a firm Exit and entry barriers Formulation of strategy at corporate, business and functional levels Corporate Strategies Types Business Level strategies Functional Level Strategies Types of strategies Tailoring Strategy to fit specific Industry Restructuring strategies Diversification Strategies	Introduction to strategic formulation Strategy framework for analyzing competition Porters value chain analysis Competitive advantage of a firm Exit and entry barriers Formulation of strategy at corporate, business and functional levels Corporate Strategies Types Business Level strategies Functional Level Strategies Types of strategies Types of strategy to fit specific Industry Restructuring strategies Diversification Strategies

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		
2	Strategy and culture connection	From: 19-01-2023	Lecture interspersed with discussions
2	Types of Organisational Strucutres		
1	Operationalizing and institutionalizing strategy,	Total	
2	Organizational values and their impact on strategy	To: 04-02-2023	
1	Strategies for competing in Globalising Markets	04-02-2023	
2	Resource allocation		
2	Planning systems for implementation		
NIT-V	Strategy evaluation and control		

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	3227	
1	Measuring performance	From:	Lecture
1	Appropriate measures	To: 17-02-2023	interspersed with discussions
2	Role of strategist		
1	Using quantitative and qualitative benchmarking to evaluate performance		
2	Strategic information systems,	-	

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

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TENTATIVE LESSON PLAN: IMR1964

Course Title: DECIS	ON SUPPORT SYSTEM(IMB1964)	
Section: IMBA III/II	Date: 19-12-2022	Page No: 01 of 02
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools: Black board, PPTs

UNIT -I M.I.S AND IT'S ROLE IN ORGANIZATIONS

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS		Denreity
2	Open Systems And Closed Systems		
1	DSS its relation to MIS		
1	Programmed & Non-Programmed decisions	From:	
1	Benefits of DSS	20-12-2022	Lecture
1	DSS software system	20-12-2022	interspersed
1	Classification Of DSS	To:	with
1	Components Of DSS	05-01-2023	discussions
1	Expert System	03-01-2023	
1	Differences Between ES & DSS	-	
1	Difference Between MIS & DSS		
VIT.II	DETERMINISTIC MODELS		

DETERMINISTIC MODELS UNIT -II

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

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

No. of Periods	TOPIC	Date	Mode of Delivery	
1	Introduction to Deterministic Models		Denvery	
1	Deterministic Model			
1	Models with certainty			
2	Models Required To Cope With Uncertainty	P.		
1	Strategies Of Uncertainty	From:	Lecture	
2	Fuzzy Sets	06-01-2023	interspersed	
1	Probabilistic Models	To:	with	
1	Fuzzy DSS	27-01-2023	Discussions	
1	Fuzzy Expert DSS	27-01-2023	27-01-2023	
1	Fuzzy Logic			
1	Defuzzification			
III - TIV	APPLICATION OF DEC			

UNIT - III APPLICATION OF DSS

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

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

No. of Periods	TOPIC	Date	Mode of
1	Introduction to Application of DSS		Delivery
2	Marketing applications		
2	Trend analysis	From:	
1	DSS in finance		Lecture
1	Credit scoring	30-01-2023	interspersed
2	Past, present and future analysis	To: 07-03-2023	with
1	DSS in production		discussions
1	Benefits of production planning		112500000000000000000000000000000000000
1	Scheduling and re-scheduling		

UNIT - IV NON-OPTIMIZING MODELS OF DSS CO4:: To gain knowledge on Non-Optimizing models

TB :: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.

TOPIC	Date	Mode of Delivery
Simulation		Lecture
Advantages Of Simulation		
Disadvantages Of Simulation	From:	interspersed
Types Of Simulation	09-03-2023	with
Animation And Visual Simulation		discussions
Monte Carlo Simulation	To:	300000
Examples of Monte Carlo simulation	27-03-2023	
Common Probability Distribution		
	Simulation Advantages Of Simulation Disadvantages Of Simulation Types Of Simulation Animation And Visual Simulation Monte Carlo Simulation Examples of Monte Carlo simulation	Simulation Advantages Of Simulation Disadvantages Of Simulation Types Of Simulation O9-03-2023 Animation And Visual Simulation Monte Carlo Simulation Examples of Monte Carlo simulation To: 27-03-2023

UNIT - V APPLICATION OF DSS

CO5:: To understand the technical feasibility and financial viability

TB :: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.

No. of Periods	TOPIC	Date	Mode of Delivery
2	Application Of DSS		
2	Technical Feasibility Of DSS	From:	Lecture
3	Financial Viability Of DSS	28-03-2023	
2	Advantages Of DSS		with
1	Limitation Of DSS	To: 14-04-2023	discussions
2	2 Contemporary Practices		E GALDINE WAY THE

Signature of the Faculty

B. Greet 20/12/22 Signature of the HOD

TENTATIVE LESSON PLAN TOTAL QUALITY MANAGEMENT

Section:IV- IMBA		Date: 21/11/2022	Page No: 01 of 02	
Revision No: 00		Prepared By: A. Althaf	Approved B	y: HOD
Tools: Black	board, PPT		CALL SOME STREET	
No. of Periods		TOPIC	Date	Mode of Delivery
CO1: To cr	eate awa . Bester I	CTION to TOTAL QUALITY MANAGES reness of the basic concepts of total quality Filed, et at, Total Quality Management, per ()	management	Asia, 3 rd editio
1.	Need a	and evaluation quality		
2.		tion and dimensions of quality		
3.		acturing and service quality		Lecture
4.		concepts of TQM	21-11-2022	interspersed
5.	Definit	tion of TQM	То	with
6.		rame work	20-12-2022	discussions
	Contribution of deming			100000000000000000000000000000000000000
7.	Contribution of deming Contribution of juran and Crosby		-	
7. 8.		TO THE PARTY OF TH		
	Contril	TO THE PARTY OF TH		
8. 9. 10. UNIT -II 1	Contril Barrier Tutori cadershi	bution of juran and Crosby s to TQM al	nanagement for i	mproving ski
8. 9. 10. UNIT -II I CO2: To e in decision TB: Dale H	Contril Barrier Tutori ceadershi quip with making Bester F	bution of juran and Crosby s to TQM al p the tools and techniques in total quality n ciled, et at, Total Quality Management, pea		39 1777
8. 9. 10. UNIT -II I CO2: To e in decision I TB: Dale H Indian repr	Contril Barrier Tutori Leadershi quip with making Bester F int (2006)	bution of juran and Crosby s to TQM al p the tools and techniques in total quality n filed, et at, Total Quality Management, pea		39 1777
8. 9. 10. UNIT -II I CO2: To e in decision TB: Dale H Indian repr	Contril Barrier Tutori ceadershi quip with making Bester F int (2006)	bution of juran and Crosby s to TQM al p the tools and techniques in total quality n ciled, et at, Total Quality Management, pea) ic quality planning and quality statements		39 1777
8. 9. 10. UNIT -II I CO2: To e in decision I TB: Dale H Indian repr	Contril Barrier Tutori ceadershi quip with making Bester F int (2006 Strateg Custon	bution of juran and Crosby s to TQM al p the tools and techniques in total quality n ciled, et at, Total Quality Management, pea ic quality planning and quality statements her focus and customer orientation		Asia, 3 rd editio
8. 9. 10. UNIT -II I CO2: To e in decision TB: Dale H Indian repr 11.	Contril Barrier Tutori Leadershi quip with making Bester F int (2006 Strateg Custon Custon	bution of juran and Crosby s to TQM al p the tools and techniques in total quality notice of the tools and techniques in t	rson education A	Asia, 3 rd editio
8. 9. 10. UNIT -II I CO2: To e in decision : TB: Dale H Indian repr 11. 12.	Contril Barrier Tutori ceadershi quip with making Bester F int (2006 Strateg Custon Custon Custon	bution of juran and Crosby s to TQM al p the tools and techniques in total quality notice of the tools and techniques in t	21-12-2022	Lecture interspersed
8. 9. 10. UNIT -II I CO2: To e in decision TB: Dale H Indian repr 11. 12. 13.	Contril Barrier Tutori Leadershi quip with making Bester F int (2006 Strateg Custon Custon Custon Employ	bution of juran and Crosby s to TQM al p the tools and techniques in total quality in filed, et at, Total Quality Management, pea ic quality planning and quality statements her focus and customer orientation her satisfaction and customer complaints her retention and employee involvement yee motivation and empowerment	21-12-2022	Lecture interspersed with
8. 9. 10. UNIT -II I CO2: To e in decision : TB: Dale H Indian repr 11. 12. 13. 14.	Contril Barrier Tutori ceadershi quip with making Bester F int (2006 Strateg Custon Custon Custon Employ Team a	bution of juran and Crosby s to TQM al p the tools and techniques in total quality in ciled, et at, Total Quality Management, pea ic quality planning and quality statements her focus and customer orientation her satisfaction and customer complaints her retention and employee involvement yee motivation and empowerment and team work	21-12-2022	Lecture interspersed with
8. 9. 10. UNIT -II I CO2: To e in decision I TB: Dale H Indian repr 11. 12. 13. 14. 15.	Contril Barrier Tutori Leadershi quip with making Bester F int (2006 Custon Custon Custon Employ Team a Recogn	bution of juran and Crosby s to TQM al p the tools and techniques in total quality in filed, et at, Total Quality Management, pea ic quality planning and quality statements her focus and customer orientation her satisfaction and customer complaints her retention and employee involvement yee motivation and empowerment	21-12-2022	Lecture interspersed
8. 9. 10. UNIT -II I CO2: To e in decision : TB: Dale H Indian repr 11. 12. 13. 14. 15. 16.	Contril Barrier Tutori Leadershi quip with making Bester F int (2006 Strateg Custon Custon Custon Employ Team a Recogn Perforn	bution of juran and Crosby s to TQM al p the tools and techniques in total quality in the total	21-12-2022	Lecture interspersed with

of quality an	knowledge about new management tools- six si d to know about service sector including IT Bester Filed, et at, Total Quality Management at (2006)		
21.	Tools of quality		
22.	New management tools		
23.	Six sigma concepts and methodology	10/01/2023	Lecture interspersed
24.	Applications to manufacturing	To	
25.	Service sectors including IT	31/01/2023	with
26.	Bench marking		discussions

27.	Reasons to bench marking	
28.	FMEA stages and types	
29.	Tutorial	

UNIT - IV QUALITY CIRCLES

CO5: To gain knowledge on quality circles and quality function development with performance method.

TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)

No. of Periods	TOPIC	DATE	Mode of Delivery
30.	Quality circles		
31.	Quality function deployment		
32,	Taguchi quality loss function	01/02/2023	Lecture interspersed
33.	TPM concepts	To	with
34.	TPM improvement Needs	25/02/2023	discussions
35.	Cost of quality		
36.	Performance measures		

UNIT - V NEED FOR ISO

CO5: TO understand about ISO 9000-2000 quality system, TQM implementation in manufacturing and service sectors including IT.

TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)

No. of Periods	TOPIC	DATE	Mode of Delivery
37.	Need for ISO 9000		
38.	ISO 9000-2000 quality system		725
39.	ISO elements, documents	27/02/2022	
40.	Quality auditing 27/02/2023 To		Lecture interspersed
41.	QS 9000	25/03/2023	with
42.	ISO 14000 concepts, requirements and benefits	1	discussions
49	Case studies of implementation in manufacturing and service sectors including IT		

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Signature of the HOD

TENTATIVE LESSON PLAN: IMB1982

Course Time	e: PROJEC	T MANAGEMENT (IMB1982)		
Section : I	MBA IV/II	Date: 20-11-2022	Page No:	01 of 02
Revision No		Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD	
No. of	poard, PPTs			
Periods		TOPIC	Date	Mode of Delivery
COI To acq	uaint the st	fication and Formulation udent with basics of Project characteris lanagement", Vikas.	tics, Screening	-
2	Project Ide	anagement, vikas.		
2	Project ide	ntification and Formulation	From:	
1	Taxanama	racteristics	21-11-2022	
3	Project Li	of projects		Lecture
2	Project Ide	entification, Preparation	To:	interspersed
	Screening	of Project Ideas	05-12-2022	with
UNIT -II	Tax Incentiv	es and Tax Planning		discussions
TB :: B Patel,	un knowled	ge about different Tax Incentives & Ta inagement", Vikas.	x Planning	
No. of Periods		TOPIC	Date	Mode of Delivery
2	Tax Incenti	ves and Tax Planning	From:	-
1		Investment decisions	16-12-2022	Lecture interspersed
2	Zero based	projectformulation	To:	
1	UNIDO ma	nuals	05-01-2023	with
2		asibility Study Report	03-01-2023	Discussions
CO3 : Equip t FB :: B Patel, '	Troject Min	dge on Project Appraisal techniques an nagement", Vikas.	d Social cost be	enefit analysis
No. of Periods		TOPIC		
4	Project Ap		Date	Mode of
4				Delivery
1	Franco	appraisal - Commercial appraisal	From:	
120	Firancial	appraisal -	06-01-2023	Lecture
2	COVIL PTO	Appraisal - Management appraisal ects and Social Projects, Social Cost		interspersed
1	Denement and	117515	To: 29-01-2023	with discussions
		ntal Appraisal		discussions
or, the Lear	ner will om	stimate and Risk Analysis lines the Projects & Risk Analysis		
o. of Periods	roject Man	agement", Vikas.		
o. or remods		TOPIC	Date	Mode of
2	Project Cos	t Estimate and Risk Analysis		Delivery
2	Cost of pro	ect - Components of capital and 6	From: 30-01-2023	Lecture
	Linker 111	Ject Risk Analysis	7000000	interspersed
3	Techniques	of Risk Analysis - Project Organization.	To:	with

1	Infrastructure projects - characteristics and issues related to infrastructure projects	
4	State of Infrastructure in India - New Approaches for infrastructure - PPP mix of govt Support and Regulation.	

UNIT - V Project Evaluation and Audit

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

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

No. of Periods	Torre	Date	Mode of Delivery
4	Project Evaluation and Audit: Sources of financing	The same of the same of	Denicely
3	Role of Financial Institutions in project financing - Covenants attached to lending	From: 26-02-2023	Lecture interspersed with
2	Data required for calculation of NPV, PI, IRR, BCR, and NBCR - Project cost over runs and cost control	To:	discussions
3	Phases of post audit - Type of Post Audit	18-03-2023	
1	Project close out - and Termination		

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TENTATIVE LESSON PLAN: (IMB198A1) HUMAN RESOURCE METRICS AND ANALYTICS

	itle: HUMAN RE : IMBA IV/VIII	Date : 20-11-2022	the state of the s	1
Revision	the second section with the best of the second section in the second		Page No : 0	CONTRACTOR DESCRIPTION AND ADDRESS OF THE PARTY OF THE PA
Tools : Blac	1.7.0	Prepared By : B.CHINNI	Approved	BY: HOD
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT-I	Introduction	to HR Metries Overview		-
CO1: Lea	mer is able to learn	meaning and importance of HR Metric	s in business.	
		ls Kirsten (2016),—Predictive HR Analyti		tric
1		cal evolution of HR metrics	From:	Lecture
2	Explain how and wh	y metricsare used in an organization	21-11-2022	interspersed with
3	Deciding what metri	ics are important to your business		
4	HR metrics design p	rinciples	To:	discussions
5	Approaches for desi	gning HR metrics	05-12-2022	House Care
6	The Inside-Out App	roach-The Outside-In Approach		1
7	Align HR metrics w	ith business strategy,		
8	business strategy, go	sals and objectives		1
9	Link HR to the strate			1
10	Creating levels of m	etrics measures		
UNIT -II	: Building HR function	ns metrics		-
TB :: Edw 11	urds Martin R, Edward Workforce Planning	ls Kirsten (2016),—Predictive HR Analytic Metrics	es: Mastering the HR Met From:	Lecture
12	Recruitment Metrics		16-12-2022	interspersed
13	Training & Develop	mentMetrics	To:	with
14	Compensation & Be	nefits Metrics	05-01-2023.	discussions
15	Employee relations			
16	Retention Metrics			
TB :: Edw	understand HR anal ards Martin R, Edward		cs: Mastering the HR Met	
17	What HR Analytics			ric
18	A CONTRACTOR OF THE PARTY OF TH		From:	Lecture
	Importance of HR A	Control of the Contro	From: 06-01-2023	
19	Translating HR metr	ics results		Lecture
19 20	Translating HR metr actionable business of	ics results decisions for upper management	06-01-2023 To:	Lecture interspersed
19 20 21	Translating HR metr actionable business of HR information systematics	ics results decisions for upper management ems and data sources	06-01-2023	Lecture interspersed with
19 20 21 22	Translating HR metr actionable business of HR information systems HR Metrics and HR	ics results decisions for upper management ems and data sources Analytics	06-01-2023 To:	Lecture interspersed with
19 20 21 22 23	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus analysis	ics results decisions for upper management ems and data sources Analytics ytical thinking	06-01-2023 To:	Lecture interspersed with
19 20 21 22 23 24	Translating HR metr actionable business of HR information syst HR Metrics and HR Intuition versus anal Intuition versus anal	ics results decisions for upper management ems and data sources Analytics ytical thinking	06-01-2023 To:	Lecture interspersed with
19 20 21 22 23 24 UNIT IV: CO4: To	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus anal Intuition versus anal Diversity Analysis know equality diversity	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking	06-01-2023 To: 29-01-2023	Lecture interspersed with discussions
19 20 21 22 23 24 UNIT IV: CO4: To)	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus anal Intuition versus anal Diversity Analysis know equality diversity	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking sity ,segmentation and selection analytics s Kinsten (2016),—Predictive HR Analytic	06-01-2023 To: 29-01-2023 tics. cs: Mastering the HR Met	Lecture interspersed with discussions
19 20 21 22 23 24 UNIT IV: CO4: To) IB :: Edward	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus analy Intuition versus analy Diversity Analysis know equality , diversing ands Martin R, Edward	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking sity ,segmentation and selection analytic s Kirsten (2016),—Predictive HR Analytic nd inclusion	To: 29-01-2023 tics. cs: Mastering the HR Meter From:	Lecture interspersed with discussions
19 20 21 22 23 24 UNIT IV: CO4: To 0 IB :: Edwa 25 26	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus analysis Intuition versus analysis know equality , diversity and Equality , diversity are	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking sity ,segmentation and selection analytics is Kirsten (2016),—Predictive HR Analytic and inclusion	06-01-2023 To: 29-01-2023 tics. cs: Mastering the HR Met	Lecture interspersed with discussions
19 20 21 22 23 24 UNIT IV: CO4: To) IB:: Edwards 25 26	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus analy Intuition versus analy Diversity Analysis know equality , diversity ands Martin R, Edward Equality, diversity ar measuring diversity and	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking sity ,segmentation and selection analytics Kirsten (2016),—Predictive HR Analytic and inclusion idiversity	To: 29-01-2023 tics. cs: Mastering the HR Meter From:	Lecture interspersed with discussions Lecture interspersed with
19 20 21 22 23 24 UNIT IV: CO4: To	Translating HR metr actionable business of HR information systems. HR Metrics and HR Intuition versus analy Intuition versus analy Diversity Analysis know equality , diversity and Martin R, Edward Equality, diversity at measuring diversity at Testing the impact of	ics results decisions for upper management ems and data sources Analytics ytical thinking ytical thinking sity ,segmentation and selection analytics is Kirsten (2016),—Predictive HR Analytic ind inclusion indirection	06-01-2023 To: 29-01-2023 tics. cs: Mastering the HR Meta From: 30-01-2023	Lecture interspersed with discussions

31	t.valuating Kehability	1	E
32	validity of selection models		
CO5: 1	V: Predicting the performance and turnover o understand performance analysis, training and develop		
	Edwards Martin R, Edwards Kirsten (2016),—Predictive HR A	nalytics: Mastering the HR Me	1
33	Performance Analysis	From:	Lecture
34	Predicting employee performance	26-02-2023	interspersed
35	Training requirements		with
36	evaluating training and development	To:	discussions
37	Optimizing selection and promotion decisions	18-03-2023	
38	Monitoring impact of Interventions		
39	Evaluating stress levels and value		
40	Evaluation mediation process		
41	Formulatingevidence based practices		
42	moderation and interaction analysis.		

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TENTATIVE LESSON PLAN: (1MB19A2)

Section : IMBA IV/VIII		Date : 20-11-2022	Page No: 01	of 02
Revision No	A SECURITY OF THE PARTY OF THE	Prepared By : B,CHINNI	Approved By : HOD	
Tools : Black	beard			
No. of Periods		TOPIC	Date	Mode of Delivery
UNIT -I	Introduction	to Corporate Policy		
CO1: Obtain	the knowledge o	f shareholders value creation and corporate p	olicy	
TB :: I.M. Pa	andey – *Financia	Management* Vikas Publishers, New Delhi		
1.	Corporate Po	lice		
2.		incial Planning	From:	
3.		plexion of regulatory framework	21-11-2022	
4.	The state of the s	Value Creation (SCV)		
5.	The second secon	Added (MVA)	To:	Lecture
6.	the second state of the second state of the second	ok Value (M/BV)	05-12-2022	interspersed
				with
7.		lue Added (EVA)		discussions
8.	Creation	Implications of Shareholder Value		
	Corporate Risk Management			
9.	Corporate Ris	k Management		
10. UNIT –II: C CO2: To unc	Understandin Corporate Finanterstand the conc	g the firms Strategic Exposure ncial Strategies ept of EPS and dividend calculation methods		
10. UNIT -II: C CO2: To unc TB :: I.M. Pa	Understandin Corporate Finanderstand the conc andey – "Financial	g the firms Strategic Exposure ncial Strategies	From:	Lecture
10, UNIT -II; C CO2: To und TB :: I.M. Pa 11. 12.	Understandin Corporate Financial derstand the concurrence andey – "Financial Corporate Fin Capital Struct	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies are Planning		interspersed
10, UNIT -II; C CO2; To unc TB :: I.M. Pa 11, 12, 13,	Understandin Corporate Financial derstand the concurrence andey – "Financial Corporate Fin Capital Struct EBIT, EPS, RO	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies are Planning DE analysis	From:	interspersed with
10. UNIT -II: C CO2: To unc TB :: I.M. Pa 11. 12. 13.	Understandin Corporate Financial derstand the concurate Financial Corporate Financial Capital Struct EBIT, EPS, RO Financial Opt	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies are Planning DE analysis ions and Value of the Firm	From: 16-12-2022	interspersed with
10, UNIT -II; C CO2: To und TB :: I.M. Pa 11. 12. 13. 14. 15.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RG Financial Opt Dividend Poli	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm	From: 16-12-2022 To:	interspersed with
10. UNIT -II: C CO2: To unc TB :: I.M. Pa 11. 12. 13.	Understandin Corporate Financial derstand the concurate Financial Corporate Financial Capital Struct EBIT, EPS, RO Financial Opt	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm	From: 16-12-2022 To:	interspersed
10, UNIT -II; C CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RC Financial Opt Dividend Poli Growth and (Problems) Corporate In	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement.	From: 16-12-2022 To:	interspersed with
10, UNIT -II; CO2; To unc TB :: I.M. Pa 11, 12, 13, 14, 15, 16, UNIT -III CO3; under	Understandin Corporate Financial derstand the concender – "Financial Corporate Fin Capital Struct EBIT,EPS,RO Financial Opt Dividend Poli Growth and (Problems) Corporate Instand the net pre-	g the firms Strategic Exposure ncial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies ure Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement.	From: 16-12-2022 To:	interspersed with
10. UNIT -II: CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RC Financial Opt Dividend Poli Growth and (Problems) Corporate In stand the net presendey – "Financial	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies ure Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management* Vikas Publishers, New Delhi.	From: 16-12-2022 To: 05-01-2023.	interspersed with
10. UNIT -II: 0 CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under TB :: I.M. Pa 17.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RO Financial Opt Dividend Poli Growth and (Problems) Corporate Instand the net presendey – "Financial Techniques Uncertainty	g the firms Strategic Exposure ncial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management* Vikas Publishers, New Delhi. of Investment Appraisal Under Risk and	From: 16-12-2022 To: 05-01-2023.	interspersed with
10. UNIT -II: CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RO Financial Opt Dividend Poli Growth and (Problems) Corporate Instand the net presendey – "Financial Techniques Uncertainty	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management' Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management' Vikas Publishers, New Delhi, of Investment Appraisal Under Risk and	From: 16-12-2022 To: 05-01-2023.	interspersed with
10. UNIT -II: 0 CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under TB :: I.M. Pa 17.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RC Financial Opt Dividend Poli Growth and (Problems) Corporate In stand the net presendey – "Financial Techniques Uncertainty Risk Adjust	g the firms Strategic Exposure ncial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi nancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management* Vikas Publishers, New Delhi. of Investment Appraisal Under Risk and	From: 16-12-2022 To: 05-01-2023.	interspersed with
10. UNIT -II: CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under TB :: I.M. Pa 17.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RC Financial Opt Dividend Poli Growth and (Problems) Corporate In stand the net presendey – "Financial Techniques Uncertainty Risk Adjust	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management* Vikas Publishers, New Delhi, of Investment Appraisal Under Risk and ed Net Present Value ed Internal Rate of Return	From: 16-12-2022 To: 05-01-2023.	Lecture interspersed
10. UNIT -II: 0 CO2: To unc TB :: I.M. Pa 11. 12. 13. 14. 15. 16. UNIT -III CO3: under TB :: I.M. Pa 17. 18.	Understandin Corporate Financial derstand the conceandey – "Financial Corporate Fin Capital Struct EBIT,EPS,RC Financial Opt Dividend Poli Growth and (Problems) Corporate In stand the net presentey – "Financial Techniques Uncertainty Risk Adjust Risk Adjust Capital Rat	g the firms Strategic Exposure acial Strategies ept of EPS and dividend calculation methods Management* Vikas Publishers, New Delhi ancial Strategies are Planning DE analysis ions and Value of the Firm cy and Value of the Firm External Financing Requirement. vestment Strategy sent value and internal rate of return. Management* Vikas Publishers, New Delhi, of Investment Appraisal Under Risk and ed Net Present Value ed Internal Rate of Return	From: 16-12-2022 To: 05-01-2023.	interspersed with discussions

23.	Long term investment plans analysis with risk and return.		
24.	Problems on lease		
	orporate Financial Engineering: ne knowledge on theories of merger.		
TB :: I.M. Par	ndey – "Financial Management" Vikas Publishers, New Delhi.		
25.	Corporate Financial Engineering	From:	
26.	Merger Strategy, Theories of Mergers	30-01-2023	
27.	Horizontal and Conglomerate Mergers	To:	
28.	Merger Procedure	25-02-2023	**************************************
29.	25-02-2025		Lecture interspersed with discussions
30.			
31.			
32.	Problems on mergerand dilution.		0.000
CO5: To undo TB :: I.M. Par	rporate Restructuring erstand types and procedure of takeover ndey – "Financial Management" Vikas Publishers, New Delhi.		
33	Takeover Strategy		190
34	Types of Takeovers	From:	07. 20
35	Negotiated and Hostile Bids	26-02-2023	Lecture
36	Takeover Procedure		interspersed
37	Takeover Defenses	To:	with
38	Takeover Regulations of SEBI	18-03-2023	discussions
39	Sell offs - Spin Offs - Leveraged Buyouts		
40	Buy back shares – Alignment of Interest – Corporate Governance . (Problems)		

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TENTATIVE LESSON PLAN

Strategic Human Resource Management: (IMB198B1)

	· · · · · · · · · · · · · · · · · · ·	uman Resource Management (IMB198		
Revisi	n: IMBA IV/VIII	Date : 21-11-2022	Page No: 01 of 02	
	on No : 00	Prepared By : SHAIK SHAFIULLAH	Approved By : HO	D
S.NO	ools: Black board, PPT	TOPIC	D. (
			Date	Mode of Delivery
COL	NIT -I Human I	Resource Strategy.		
Monage	o acquaint the stude	ents with the knowledge of Strategy and its	s importance in Human	n Resource
	ement.	ursa Managament De Asiali Charl	F	•
1.	Introduction to SI	urce Management - Dr. Anjali. Ghanekar	-Everest Publishing F	louse.
2.	The state of the s	ves of HR Strategy		
3.	Importance of HR			
4.	Types of HR strate			
5.		on of HR Strategies		1
6.		ceptual frame work		Lecture
7.	HR contribution to		21-11-2022	intersperse
8.		le behaviors and Practices.	To	with
9.	Theoretical perspe	ctives on SHRM approaches.	02-12-2022	discussion
10.	Linking business s	strategies to HR strategy.	SCHOOL STREET, SCHOOL S	0-50-300-00-00-00-00-00-00-00-00-00-00-00-0
11.	Case study	dategies to fix strategy.		
	Account to the second s	an Resource Planning.		
resour	ce Planning.	nts with knowledge of Planning and relate arce Management – Dr. Anjali, Ghanekar		
S.NO		TOPIC		
			Date	Mode of Delivery
12.	Objectives of strate	egic planning		Denvery
	The state of the s			
13.	- Continue of the continue of			
	Nature of strategic Components of stra	planning		
14.	Components of stra	planning ategic planning		
14. 15.	Components of strategi	planning ategic planning c planning	03-12-2022	Lecture
14. 15.	Components of strategic Benefits of strategic Levels of strategic	planning ategic planning c planning planning	03-12-2022 To	Lecture
14. 15. 16.	Components of strategic Benefits of strategic Levels of strategic Activities related to Basic overview of	planning ategic planning c planning planning strategic HR Planning various strategic planning models	To	interspersed
14. 15. 16. 17.	Components of strategic Benefits of strategic Levels of strategic Activities related to Basic overview of	planning ategic planning c planning planning strategic HR Planning various strategic planning models		interspersed with
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32.	Retention strategies	
33.	Reward management strategies	
34.	Performance management strategies	

UNIT - IV Strategic Human Resource Development.

CO4: To understand the nature, scope and applications of Strategic Human Resource Development.
 TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pyt ltd.

S.NO	TOPIC	Date	Mode of Delivery
35.	Concept of strategic planning for HRD		
36.	Levels in strategic HRD Planning		
37.	Training strategies		Lecture
38.	Development strategies	13-01-2023	interspersed
39.	HRD Effectiveness.	To	with
40.	Core competencies	28-01-2023	discussions
41.	Training	/SDSATGOTON	- GOVERN SAMON SAMON
42.	Induction		
43.	Counseling		

UNIT - V Human Resource Evaluation.

CO5: To know and understand the techniques of Human Resource Evaluation.

•	1B: Strategic Hu	man Resource	Development-	Kandula Sriniva	asa Rao- PH	Learning pyt ltd
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S.NO	TOPIC	Date	Mode of Delivery
44.	Overview of Evaluation		Demicij
45.	Approaches to evaluation		
46.	Evaluation strategic contributions to traditional areas		
47,	Evaluating strategic contribution of emerging areas		
48.	HR as a profit centre		
49.	HR outsourcing strategy.		
50.	Benefits of HR evaluation		
51.	Obstacles of HR evaluation	29-01-2023	Lecture
52.	Case study 1	To	interspersed
53.	Case study 2	16-02-2023	with
54.	Case study 3		discussions
55.	Case study 4		
56.	Case study 5		
57.	Revision		
58.	Slip Test		
59.	Previous question paper		

Signature of the Faculty

Signature of the HOD

Course Title: Po	rtfolio	Management (IMB1688)		
Section: IMBA I	V/II	Date : 21-11-2022	Page No: 01 of	02
Revision No: 00		Prepared By : DR.M.VEERA BADHRA RAO.	Approved By : I	
Tools : Blad	ck boar	the district that the first		
No. of Periods		TOPIC	Date	Mode of Delivery
CO1: : student h Efficient Frontier	as under and Se	lysis and Selection rstood about Elements of Portfolio Management, Portlection of Optimal PortfolioY and Portfolio Management BY Punithavathy Pandia		arkowitz Mode
1.	Eleme	ents of Portfolio Management	The State of the S	1
2.	Portfo	lio Models –	FROM	Lecture
		owitz Model,	21-11-2022	The Control of the Co
3.	Effici	ent Frontier and Selection of Optimal Portfolio.	то	with
4.	Sharp	e Single Index		discussions
	I Mode			Contract Contract
5.		The state of the s	2-12-2022	
CO2: student has PF Evaluation, E	Capita folio Ev as got a valuatio	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandia	Sharpe Model,Jen	sen's Model fo
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A	Capita folio Eva as got a valuatio analysis Perfor	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios	Sharpe Model,Jen	Lecture
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7.	Capita folio Eva as got a valuationallysis Perfor Sharpe	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model	Sharpe Model,Jen	Lecture interspersed
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A	Capita folio Eva as got a valuation analysis Perfor Sharpe Jense	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation	Sharpe Model,Jen FROM 03-12-2022	Lecture interspersed with
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7. 8. 9.	Capita folio Eva as got a valuationallysis Perfor Sharpe Jense Evaluar Portfo	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation tion of Mutual Fund lio Revision	Sharpe Model,Jen	Lecture interspersed
UNIT -II Ports CO2: student hat PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic, Beh TB :: Security A	Capita folio Ev as got a valuatio analysis Perfor Sharpe Jensei Evalua Portfo ecastin nowledgavioral analysis	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation tion of Mutual Fund lio Revision g of Portfolio Performance te on Neural Networks, Artificial Neural Networks, Models, Portfolio Management and Portfolio Management BY Punithavathy Pandia	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022	Lecture interspersed with
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic , Beh TB :: Security A	Capita folio Eva as got a valuatio analysis Perfor Sharpe Jense Evalua Portfo recastin nowledgavioral analysis Neur	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation ation of Mutual Fund lio Revision g of Portfolio Performance ge on Neural Networks, Artificial Neural Networks , Models , Portfolio Management and Portfolio Management and Portfolio Management BY Punithavathy Pandia	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022	Lecture interspersed with
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic, Beh TB :: Security A	Capita folio Ev as got a valuatio analysis Perfor Sharpe Jense Evalua Portfo recastin avioral analysis Neur Artif	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandian mance Evaluation of Portfolios of Model of Model of Mutual Fund tion of Mutual Fund tion Revision g of Portfolio Performance of on Neural Networks, Artificial Neural Networks, Models, Portfolio Management and Portfolio Management and Portfolio Management BY Punithavathy Pandia al Networks icial Neural Networks	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022	Lecture interspersed with discussions
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic , Beh TB :: Security A	Capita folio Ev as got a valuatio analysis Perfor Sharpe Jense Evalua Portfo recastin avioral analysis Neur Artif	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation ation of Mutual Fund lio Revision g of Portfolio Performance ge on Neural Networks, Artificial Neural Networks , Models , Portfolio Management and Portfolio Management and Portfolio Management BY Punithavathy Pandia	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022 n FROM 22-12-2022	Lecture interspersed with discussions
UNIT -II Ports CO2: student hat PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic, Beh TB :: Security A	Capita folio Eva as got a valuatio analysis Perfor Sharpe Jense Evalua Portfo ecastin nowledgavioral analysis Neur Artif Beh	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandian mance Evaluation of Portfolios of Model of Model of Mutual Fund tion of Mutual Fund tion Revision g of Portfolio Performance of on Neural Networks, Artificial Neural Networks, Models, Portfolio Management and Portfolio Management and Portfolio Management BY Punithavathy Pandia al Networks icial Neural Networks	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022 n FROM 22-12-2022	Lecture interspersed with discussions
UNIT -II Ports CO2: student ha PF Evaluation, E TB :: Security A 6. 7. 8. 9. 10. UNIT - III For CO3; obtained kr Fuzzy logic , Beh FB :: Security A	Capita folio Eva as got a valuatio analysis Perfor Sharpo Jense Evalua Portfo recastin avaioral analysis Neur Artif Beh Portf	Asset Pricing Model aluation and Revision wareness on Performance Evaluation of Portfolios; on of Mutual Fund and Portfolio Management BY Punithavathy Pandias mance Evaluation of Portfolios Model a's Model for PF Evaluation tion of Mutual Fund lio Revision g of Portfolio Performance te on Neural Networks, Artificial Neural Networks, Models, Portfolio Management and Portfolio Management and Portfolio Management BY Punithavathy Pandia al Networks icial Neural Networks avioral Models	Sharpe Model,Jen FROM 03-12-2022 TO 21-12-2022 n FROM 22-12-2022	Lecture interspersed with discussion:

17	Derivatives Trading	FROM	Lecture interspersed with
18	. Hedging Portfolio Rebalancing	11-1-2022	
19	Introduction of Futures	то	discussions
20	Frequently used terms in index Futures Market	23-01-2023	

UNIT-V Commodity Markets

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

TB:: Security Analysis and Portfolio Management BY Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	The Indian Connection with Commodity Market		
22	Commodity and Currency Derivatives	FROM 24-1-2023	Lecture interspersed with discussions
23	Wholesale Price Index		
24	Foreign Portfolio Investments	то	
25	Foreign Portfolio investment as Alternative Source	10-2-2023	uiscussions

Signature of the Faculty 21 1/22

TENTATIVE LESSON PLAN

Course Objectives: COB 1: To make aware of the various concepts of organizational change and development COB 2: To help in understanding the importance change and development activities in organizations

COB 3: To help in analyzing the role of change in organizational development.

COB 4: To help in understanding problems in change management.

Section: IM IV YEAR V	BA	Date: 21-11-2022	Page No: 01	THE RESERVE AND ADDRESS OF THE PARTY OF THE
Revision No	Name and Address of the Owner, where the Owner, which the Owner, where the Owner, which the	Prepared By: N.SAFALYA	Approved B	lv: HOD
Tools: Black t	board, PPTs		- Indiana	711102
No. of Periods	eriods		Date	Mode of Delivery
CO1: Describ	be the meanin	Change Management ag and concepts of change and development.		
		of Organisation Development and Changel, Cen	igage Learning, New Dell	ni, 2013.
1.		nature and Types of Change Management		
2.	Change le	rogrammes	21.11.2022	
3. 4.	-	transformation	21-11-2022	LECTURES
5.	-	turnaround	To 07-12-2022	
6.	-	ed change	07-12-2022	
7.	Tutoria			
CO2: Import	200		ngage Learning, New Delh	ni, 2013.
CO2: Import TB: Cumming	ance of mapp gs: —Theory	ing change. of Organisation Development and Changel, Cen	ngage Learning, New Delh	ni, 2013.
CO2: Import TB: Cumming 8.	gs: —Theory The role of	ing change. of Organisation Development and Changel, Cen f diagramming in system investigation	ngage Learning, New Delh	ni, 2013.
CO2: Import TB: Cummin 8. 9.	gs: —Theory The role of A review	ing change. of Organisation Development and Changel, Cen of diagramming in system investigation of basic flow diagramming techniques	ngage Learning, New Delh	si, 2013.
CO2: Imports TB: Cumming 8. 9. 10.	ance of mapp gs: —Theory The role of A review Systems re	ing change. of Organisation Development and Changel, Cen f diagramming in system investigation of basic flow diagramming techniques elationships		ni, 2013.
CO2: Imports TB: Cumming 8. 9. 10.	ance of mapp gs: —Theory The role of A review Systems of	ing change. of Organisation Development and Changel, Cen f diagramming in system investigation of basic flow diagramming techniques clationships iagramming and mapping	08-12-2022	ni, 2013.
CO2: Imports TB: Cumming 8. 9. 10. 11.	ance of mapp gs: —Theory The role of A review Systems of Influence	ing change. of Organisation Development and Changel, Cen of diagramming in system investigation of basic flow diagramming techniques clationships iagramming and mapping charts	08-12-2022 To	si, 2013.
CO2: Imports TB: Cumming 8. 9. 10. 11. 12.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of	ing change. of Organisation Development and Changel, Cen of diagramming in system investigation of basic flow diagramming techniques elationships liagramming and mapping charts ause diagrams	08-12-2022	ni, 2013.
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidis	ing change. of Organisation Development and Changel, Cen if diagramming in system investigation of basic flow diagramming techniques clationships ilagramming and mapping charts ause diagrams sciplinary approach	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidit Systems a	ing change. of Organisation Development and Changel, Cen of diagramming in system investigation of basic flow diagramming techniques elationships liagramming and mapping charts ause diagrams	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a	ing change. of Organisation Development and Changel, Cen if diagramming in system investigation of basic flow diagramming techniques clationships itagramming and mapping charts ause diagrams sciplinary approach pproach to change utonomy and behavior	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15. 16.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a The interv	ing change. of Organisation Development and Changel, Cen of diagramming in system investigation of basic flow diagramming techniques elationships iagramming and mapping charts ause diagrams sciplinary approach pproach to change utonomy and behavior ention strategy model	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15. 16. 17.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a The interv Total proj	ing change. of Organisation Development and Changel, Cen if diagramming in system investigation of basic flow diagramming techniques clationships itagramming and mapping charts ause diagrams sciplinary approach pproach to change utonomy and behavior	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a The interv Total proj	ing change. of Organisation Development and Changel, Centre of diagramming in system investigation of basic flow diagramming techniques elationships itagramming and mapping charts ause diagrams sciplinary approach pproach to change utonomy and behavior ention strategy model ect management model (TPMM) organization	08-12-2022 To	
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a The interv Total proj Learning of The releva	ing change. of Organisation Development and Changel, Centre of diagramming in system investigation of basic flow diagramming techniques elationships its interest of the system investigation of basic flow diagramming techniques elationships its interest of the system	08-12-2022 To	LECTURES
CO2: Imports TB: Cumming 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18.	ance of mapp gs: —Theory The role of A review Systems of Influence Multiple of A multidir Systems a Systems a The interv Total proj Learning of The releva	ing change. of Organisation Development and Changel, Centre of diagramming in system investigation of basic flow diagramming techniques elationships in its properties of the state of the	08-12-2022 To	

CO3: Distinguish between organizational development and change.

TB: Cummings: -Theory of Organisation Development and Changel, Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	DATE	Mode of Delivery
22.	Meaning, Nature and scope of Organization Development		1
23.	Dynamics of planned change	7	
24.	Person-focused and role-focused OD interventions	04-01-2023	
25.	Planning OD Strategy, Challenges to OD Practioners	То	
26.	OD interventions in Indian Organizations	27-01-2023	LECTURES

UNIT-IV Negotiated Change

CO4: Compare change management strategies in organizations.

TB: Cummings: -Theory of Organisation Development and Changel, Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	DATE	Mode of Delivery
28.	Change in the labour		
29.	Management relations in the post-liberalized India		
30.	Collective bargaining strategy to the challenges of Globalization and the restructuring of enterprises in India		LECTURES
31.	Changes in the legal frame work of collective bargaining	28-01-2023	
32.	Negotiated flexibility	To	
33.	Productivity bargaining	17-02-2023	
34.	Improved work relations		
35.	Public sector bargaining		
36.	social security		
	Tutorials		

UNIT-V Team Building

CO5: Research on team building.

TB:

No. of Periods	TOPIC	DATE	Mode of Delivery
39.	Nature and Importance of Teams		
40.	Team Vs Groups		LECTURES
41.	Types of teams		
42.	Characteristics of Virtual teams		
43.	Team building life cycle	7	
44	Team building skills	17-02-2023	
45.	Virtual team	То	
46.	High performance teams	18-03-2023	
47.	Self managing teams	1	
48.	Building team relationships	1	
49.	Empowered teams	7	
50.	leadership on teams	1	
51.	Managing cross -cultural diversity in teams	1	
52.	Group think as a decision making process	7	
53.	Effective decision making techniques for teams and groups	1	
54.	role of change consultant	7	
55.	contemporary issues in managing teams	7	
	Tutorials	1	

Signature of the faculty

Signature of the HOD

TENTATIVE LESSON PLAN

Section : IN IV/VIII	МВА	Date : 20-11-2022	Page No : 01 of 02		
Revision N	o:00	Prepared By : G.KIRAN	Approved l	By: HOD	
Tools : Black	board				
No. of Periods		TOPIC	Date	Mode of Delivery	
UNIT - Str	ucture of	Financial System			
CO1::Pre	vide aw	vareness of RBI and SEBI			
TB:: Vasar	nthi Desa	i, Financial Markets & Financial Services, Hi	malaya, Mum	bai	
	Role of Financial System in Economic				
	Development		From:		
2.		ial Markets and Financial Instruments	21-11-2022	Lecture	
3.	Capita	Markets		interspersed	
4.	The second second	Markets	To:	with	
5.	Primar	ry Market Operations	05-12-2022	discussions	
6.		f SEBI		classes	
7.	Secon	dary Market Operations			
8.	Functi	ons of Stock Exchanges			
9,	Listing				
10.	Financ	ial Services Sector Problems and Reforms			
	lerstand	cial Services various financial services in India. i, Financial Markets & Financial Services, Hi	malaya, Mum	bai	
	lerstand	various financial services in India.	N	L.:	
TB:: Vasar	lerstand nthi Desa	various financial services in India. i, Financial Markets & Financial Services, Hi	malaya, Mum	bai	
TB:: Vasar 11.	lerstand othi Desa Nature	various financial services in India. i, Financial Markets & Financial Services, Hi and Scope of Financial Services		bai	
TB:: Vasar 11. 12.	Mature Regula	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services	From:		
TB:: Vasar 11. 12. 13.	Nature Regula Growt	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services atory Frame Work of Financial Services h of Financial Services in India		2 Lecture	
TB:: Vasar 11. 12. 13. 14.	Nature Regula Growt Merch	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking	From: 16-12-2022	2 Lecture interspersed	
TB:: Vasar 11. 12. 13.	Nature Regula Growt Merch Respo	various financial services in India. i, Financial Markets & Financial Services, His e and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking nsibilities of Merchant Bankers	From: 16-12-2022 To:	2 Lecture interspersed 3 with	
TB:: Vasar 11. 12. 13. 14. 15.	Nature Regula Growt Merch Respon	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services atory Frame Work of Financial Services h of Financial Services in India ant Banking antibilities of Merchant Bankers of Merchant Bankers of Merchant Bankers in Issue Management	From: 16-12-2022 To:	2 Lecture interspersed 3 with	
TB:: Vasar 11. 12. 13. 14. 15. 16.	Nature Regula Growt Merch Respon	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services story Frame Work of Financial Services th of Financial Services in India ant Banking ant Banking antibilities of Merchant Bankers of Merchant Bankers in Issue Management attion of Merchant Banking in India.	From: 16-12-2022 To:	2 Lecture interspersed with discussions	
TB:: Vasar 11. 12. 13. 14. 15. 16. 17. UNIT - III	Nature Regula Growt Merch Responded Role of Regula	various financial services in India. i, Financial Markets & Financial Services, His e and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking antibilities of Merchant Bankers of Merchant Bankers in Issue Management ation of Merchant Banking in India. Capital:	From: 16-12-2022 To:	2 Lecture interspersed with discussions	
TB:: Vasar 11. 12. 13. 14. 15. 16. 17. UNIT - III	Nature Regula Growt Merch Respo Role o Regula Venture	various financial services in India. i, Financial Markets & Financial Services, His and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking antibilities of Merchant Bankers of Merchant Bankers of Merchant Banking in India. Capital: various financial services in India.	From: 16-12-202: To: 05-01-202:	2 Lecture interspersed with discussions classes	
TB:: Vasar 11. 12. 13. 14. 15. 16. 17. UNIT - III CO3: Under TB:: Vasar	Nature Regula Growt Merch Respon Role o Regula Venture erstand	various financial services in India. i, Financial Markets & Financial Services, His e and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking ant Banking antibilities of Merchant Bankers of Merchant Bankers in Issue Management ation of Merchant Banking in India. Capital: various financial services in India. i, Financial Markets & Financial Services, His	From: 16-12-202: To: 05-01-202:	2 Lecture intersperses with discussions classes	
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TB:: Vasar 11. 12. 13. 14. 15. 16. 17. UNIT - III CO3: Under TB:: Vasar 18. 19. 20. 21. 22. 23.	Nature Regula Growt Merch Respon Role o Regula Venture erstand athi Desa Grow Fina Lega Leas	various financial services in India. i, Financial Markets & Financial Services, His e and Scope of Financial Services atory Frame Work of Financial Services th of Financial Services in India ant Banking nsibilities of Merchant Bankers of Merchant Bankers in Issue Management ation of Merchant Banking in India. *Capital: various financial services in India. i, Financial Markets & Financial Services, His with of Venture Capital in India ncing Pattern under Venture Capital al Aspects and Guidelines for Venture Capital sing s of Leases sing Option Vs. Borrowing	From: 16-12-202: To: 05-01-202: malaya, Mum From: 06-01-202: To:	Lecture interspersed with discussions classes Lecture interspersed with discussions discussions	
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26.	ICRA and CARE	30-01-2023	Lecture
27.	Factoring.		intersperse
28.	Forfeiting and Bill Discounting	To:	d with
29	Types of Factoring	25-02-2023	discussions
30	Factoring in Indian context		classes
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CO5: Know	Mutual Funds v the need of micro finance. hi Desai, Financial Markets & Financial Services, Hir	nalaya, Mumb	ai
31	Concept and Objectives, Functions and Portfolio Classification	From:	
32	Management, Guidelines for Mutual Funds	26-02-2023 To:	Lecture interspersed with discussions classes
33	Working of Public and Private Mutual Funds in India		
34	Debt Securitisation	18-03-2023	
35	Concept and Application	1	
36	De-mat Services-need and Operations		
	Role of NSDL and CSDL		

G. Am 2011122 Signature of the Faculty

B Security 26/11/22

Course Title	Inte	rnational Human Resource	e Management (MB194A2)
Section MI		Date :13 -03-2023		1 of 03
Revision No	: 0 Prepared By	: Mrs G.Srilalitha	Approved I	By : HOD
Tools: Black t	ard, PPTs			
sSerial Number		TOPIC	Date	Mode of Delivery
Managemen	uaint the students wit in various perspecti	h the knowledge of Interna	tional Human Rese	ource
1.	Introduction			in the
2.	Aglobal HR perspec	ctives in new economy		
3.	Challenges of Glob			
4.	Implications of mar	naging people		98
5.	Leveraging HR		From:	Lecture
6.	Strategic role of inte		13-03-2023	interspersed
7.	Distinction between	Domestic & IHRM		with discussions
8.	HR challenges		To:	
9.	HR challenges in in	ternational level	01-04-2023	
10.				
UNIT CO2: To acc Resource M	uaint the students wit nagement.	national Assignments th knowledge of Assignment	s in International	Human
UNIT CO2: To acc Resource M TB: Subba I Serial	II Managing Interr paint the students wit nagement.		s in International	Mode of
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UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13.	H Managing Interruaint the students with nagement. ao P, IHRM , Himala Managing Internation Significance Global HR Planning Staffing Policy	th knowledge of Assignment tya Publishing – 2011 TOPIC onal Assignments	Date	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14.	H Managing International Managing Internation	th knowledge of Assignment tya Publishing – 2011 TOPIC onal Assignments g	Date From:	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15.	H Managing International Inter	th knowledge of Assignment tya Publishing – 2011 TOPIC onal Assignments oment isal	Date	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16.	H Managing International Amanaging International Property of the Students with the Students with the Property of the Staffing Policy of Performance Appraintments of the Property of the Prope	th knowledge of Assignment aya Publishing – 2011 TOPIC onal Assignments comment isal r Relations	Date From:	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17.	H Managing International the students with the s	th knowledge of Assignment tya Publishing – 2011 TOPIC onal Assignments g oment isal r Relations cy	From: 03-04-2023	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18.	H Managing Interruaint the students with nagement. ao P, IHRM , Himala Managing Internation Significance Global HR Planning Staffing Policy Training & Develop Performance Appra International Labou Industrial Democrac Expatriate & Repatr	th knowledge of Assignment tya Publishing – 2011 TOPIC onal Assignments g oment isal r Relations cy	From: 03-04-2023	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18.	H Managing International Labou Industrial Democrace Expatriate & Repatr Strategies	th knowledge of Assignment aya Publishing – 2011 TOPIC onal Assignments g oment isal r Relations cy riate	From: 03-04-2023	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. UNIT CO3: To gai TB: Subba I	Managing International Company of the Students with the students with the property of the Significance of the Significance of the Significance of the Staffing Policy of Training & Develop Performance Appraal International Labour Industrial Democrate Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the bound of the Strategies of the S	th knowledge of Assignment Topic Topic Tonal Assignments The state of the state	From: 03-04-2023 To: 27-04-2023	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. UNIT CO3: To gai TB: Subba I Serial Number	H Managing International the students with magement. ao P, IHRM , Himala Managing International Company of the Managing International Company of the Managing Performance Appraal International Labour Industrial Democrate Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the basic P, IHRM , Himala in P, IHRM , Himala in Managing International Company of the Managing International Labour Industrial Democrate Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the basic P, IHRM , Himala III Cross Culture is the Managing International Company of the Managing Internati	th knowledge of Assignment aya Publishing – 2011 TOPIC onal Assignments comment isal r Relations cy riate CM & Women Problems Management asic concept of cross culture aya Publishing - 2011 TOPIC	From: 03-04-2023 To: 27-04-2023	Mode of Delivery
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. UNIT CO3: To gai TB: Subba I Serial Number 22.	Managing International Programment. Managing International Programment. Managing International Significance Global HR Planning Staffing Policy Training & Develop Performance Appra International Labout Industrial Democrace Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the beato P, IHRM , Himala	th knowledge of Assignment aya Publishing – 2011 TOPIC conal Assignments coment isal r Relations cy riate tM & Women Problems Management asic concept of cross culture aya Publishing - 2011 TOPIC gement	From: 03-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with discussions
UNIT CO2: To acc Resource M TB: Subba I Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. UNIT CO3: To gai TB: Subba I Serial Number	H Managing International the students with magement. ao P, IHRM , Himala Managing International Company of the Managing International Company of the Managing Performance Appraal International Labour Industrial Democrate Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the basic P, IHRM , Himala in P, IHRM , Himala in Managing International Company of the Managing International Labour Industrial Democrate Expatriate & Repair Strategies Legal content to HR III Cross Culture is knowledge on the basic P, IHRM , Himala III Cross Culture is the Managing International Company of the Managing Internati	th knowledge of Assignment aya Publishing – 2011 TOPIC onal Assignments coment isal r Relations cy riate CM & Women Problems Management asic concept of cross culture tya Publishing - 2011 TOPIC gement s	From: 03-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with discussions

25.	Cultural Theories		
26.	Hofstede's Model	From: 28-05- 2023	Lecture interspersed with discussions
27.	Kluchkohn Strodthbeck Model		
28.	Andre Lauren't Theory		
29.	Cultural issues		
30.	Skill building methods	To: 09-06- 2023	
31.	Cross cultural communication & Negotiation		
32.	Cross Cultural Teams, Talent crunch		
33.	Indian MNC'S & challenges		

UNIT-IV Compensation Management

· CO4: To understand the trends and global compensation implications on indian systems

TB: Subba Rao P, IHRM, Himalaya Publishing – 2011

Serial Number	TOPIC	Date	Mode of Delivery
34.	Compensation management		Lecture interspersed with discussions
35.	Objectives & importance	1 2	
36.	Trends & Issues	From:	
37.	Compensation management methods	12-07-	
38.	Facts of consideration& its model	2023	
39.	Incentive mmethods	T	
40.	Approaches of compensation in Global	To:	
41.	Global assignment compensation implications on indian system.	23-07- 2023	
42.	Performance management	1	
		_	-

UNIT - V Global Strategic Advantages through HRD

 CO5: To undestand the HRD & Global strategies as well as challenges inn creation of new jobs through Globalisation

. TB: Subba Rao P, IHRM, Himalaya Publishing - 2011

Serial Number	TOPIC	Date	Mode of Delivery
43.	Global strategic advantages through HRD		-
44.	Measures for creating Global HRD climate	From:	
45.	Strategic framework of HRD	15-06- 2023	Lecture
46.	Challenges of HRD		
47.	Globalisation & Qwality of work life		intersperse
48.	Productivity & creation of new jobs	To: 01-07- 2023	with
49.	Challenges in creation of new jobs through Globalisation		discussions
50.	New corporate culture		

Signature of the Faculty

Signature of the HOD

TENTATIVE LESSON PLAN: MB194B2

Course Title: GLOBAL FINANCIAL MANAGEMENT (MB194B2)				
Section : MBA II/II	Date:	Page No : 01 of 02		
Revision No: 00	Prepared By : B.V.S.S SUBBA RAO	Approved By : HOD		

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I	International Monetary and Financial	System	

CO1 Obtain knowledge on Monetary System

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

1	Introduction to Global Financial Management	From: 20/03/2023 To:	Lecture interspersed with discussions
1	Globalization and MNCs- Global Winds of Change		
1	New Challenges and Opportunities- Importance of Global Factors		
1	Regulatory and Legal Frame Work- Global Organizational Restructuring		
1	International Monitory System, Exchange Rates and Par Values	06/04/2023	
1	International Monitory Reforms- Special Drawing Rights		
2	SDR Allocation		

UNIT -II Foreign Exchange Risk

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Management of Exchange and Interest Rates Exposure		Lecture
1	Determination of Exchange Rates, Balance of Payments (Equilibrium vs Disequilibrium)	From: 06/04/2023	interspersed with Discussions
2	International Trade Flow-Time factor in International Risks		
1	Hedging in Swap Market	To: 27/04/2023	
2	Measurement of Politico Economics Risk		
1	Management of International Transactions Exposure		
INTER THE	C I Dist		

UNIT - III Features of Different International Markets

CO3: Understand the Management of Global Business Operations

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

No. of Periods	TOPIC	Date	Mode of
4	Management of Global Business Operations and Practices	From: 28/04/2023 To: 18/05/2023	Delivery Lecture interspersed with discussions
4	Operational Strategies of MNCs- Management of Global Business Practices		
1	Sources of funds for MNCs		
2	Operations in International Financial Markets-		
1	Currency Options.		

UNIT - IV Foreign Investment Decisions

CO4: Equip with International Investment Decisions

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

2008.			
No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision		
2	Foreign Direct Investment- International Capital Budgeting	From:	
3	Evaluation and Management of Political Risk	19/05/2023	Lecture interspersed with
1	Global Portfolio Investment, International Global Financial Decisions	To:	discussions
4	Role of Multi Lateral Development Banks	17/06/2023	

UNIT - V International Accounting and Reporting

CO5: Gain knowledge on Global Indebtedness.

Global Financial Market Instruments

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

No. of Periods		Date	Mode of Delivery
4	Global Indebtedness: External Resources	From: 19/06/2023	
3	Nature and Magnitudes of External Debt		Lecture interspersed with discussions
2	Factors influencing Debt Crisis	1522	
3	Management of external Indebtedness and Challenges	To: 15/07/2023	
1	Short -Term Financing- Internal Financing by MNCs.		
2	Case studies in the relevant units		

The Charge of the Faculty 20/3/27

B. Keent 20/3/23

TENTATIVE LESSON PLAN

		Human Resource Development(M	B194A4)	Carrier 7
Section MB	A II\II	Date: 13-03-2023	Page No : (1 of 04
Revision No:	0	Prepared By : Ms. Pratyusha Anne	Approved	
Tools: Black box	ard, PPTs			
Serial Number		TOPIC	Date	Mode of Delivery
various sector	aint the st	pt of HRD. tudents with the knowledge of importance 1 flanning – Walker James –MGH.	Iuman Resource	Development i
2	Nature o	PARTY LANGUAGE		100000
	THE RESERVE AND ADDRESS OF THE PARTY OF THE	The state of the s		
3,	Company of the Party of the Par	es of HRD	-	
5.	HRD fra	s of structuring HRD department	-	15.5
6.		The state of the s	From:13-	Lecture
7.		HR framework approach	03-2023	interspersed
8.		ve framework approach	T20 07	with
9.		selected Industrial organization	To:28-03-	discussions
10.	HRD in	service sector	2023	SE MET
UNIT -I	I HRD st	trategies.		
CO1. T		1		CONTRACTOR OF THE
CO2: To acqui	aint the st	udents with knowledge of different strategic	es Human Resou	rce Developmen
CO2: To acqui	aint the st	udents with knowledge of different strategic lanning – Walker James –MGH TOPIC	Date	Mode of
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CO2: To acqui TB: Human Ro Serial Number	aint the st esource P Key com	udents with knowledge of different strategie lanning – Walker James –MGH TOPIC ponents of HRD strategies		Mode of
CO2: To acqui TB: Human Ro Serial Number 11.	Key com	udents with knowledge of different strategie lanning – Walker James –MGH TOPIC sponents of HRD strategies 'HRD strategies		Mode of
CO2: To acqui TB: Human Ro Serial Number 11. 12.	Key com Types of Developi	udents with knowledge of different strategie lanning – Walker James –MGH TOPIC ponents of HRD strategies		Mode of
CO2: To acqui TB: Human Ro Serial Number 11. 12. 13.	Key com Types of Developi	udents with knowledge of different strategie lanning – Walker James – MGH TOPIC ponents of HRD strategies HRD strategies ing HRD strategies		Mode of
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CO2: To acqui TB: Human Ro Serial Number 11. 12. 13. 14.	Key com Types of Developi Training Importan Purposes	udents with knowledge of different strategie lanning – Walker James – MGH TOPIC ponents of HRD strategies HRD strategies ing HRD strategies need, purpose need of training	Date From: 29- 03-2023	Mode of Delivery Lecture interspersed with
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CO2: To acqui TB: Human Ro Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20.	Key com Types of Developi Training Importan Purposes Methods Impleme On-the-jo	udents with knowledge of different strategic lanning – Walker James – MGH TOPIC sponents of HRD strategies HRD strategies ing HRD strategies need, purpose need, purpose need of training of management development of HRD need assessment nting HRD programmes bb training ob training	Date From: 29- 03-2023 To:18-04-	Mode of Delivery Lecture interspersed with
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CO2: To acqui TB: Human Ro Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. UNIT - I CO3: To gain TB: Human Ro Serial Number	Key com Types of Developi Training Importan Purposes Methods Impleme On-the-jo Off-the-j Designin II HR knowledg esource P	udents with knowledge of different strategic lanning – Walker James – MGH TOPIC sponents of HRD strategies HRD strategies Ing HRD strategies Ing HRD strategies Inced, purpose Ince of training In of management development Inting HRD programmes Interventions. Inte	Date From: 29- 03-2023 To:18-04- 2023	Mode of Delivery Lecture interspersed with discussions

Mentoring		
Participants of mentoring	From: 19	Lecture interspersed with discussions
Mentoring program		
Barriers of mentoring	0,12025	
	To: 13-05-	
Role of mentor and mentee	2023	
	Mentoring Participants of mentoring Responsibilities of mentoring Mentoring program Barriers of mentoring Role of mentoring in development Role of mentor and mentee Responsibilities of mentor and mentee Special issues in mentoring	Participants of mentoring Responsibilities of mentoring Mentoring program Darriers of mentoring Role of mentoring in development Role of mentor and mentee Responsibilities of mentor and mentee

UNIT - IV Employee counseling for HRD.

 CO4: To understand the concepts of counseling, stress, career-planning, management and development.

TB: Human Resource Planning – Walker James – MGH

Serial Number	TOPIC	Date	Mode of Delivery
34.	Employee counseling program		Lecture interspersed with discussions
35.	Characteristics		
36.	Need	From: 15-	
37.	Advantages, disadvantages of counseling	05-2023	
38.	Stress	- "	
39.	Stress management	To: 05-06-	
40.	Career, career planning	2023	
41.	Career management		
42.	Career development	-2-0	

UNIT - V The future of HRD and HRD ethics.

· CO5: To know and understand the future of HRD and its ethics.

TB: Human Resource Planning – Walker James – MGH

Serial Number	TOPIC	Date	Mode of Delivery
43.	History and future of HRD in India	THE RESERVE THE PARTY OF THE PA	Lecture interspersed with discussions
44.	Research and practices in HRD		
45.	Ethics in HRD	From:	
46.	Application of HRD	06-06-2023	
47.	Organizational change	-To: 24-06-	
48.	Nature	2023	
49.	Types of organizational change		
50.	Change process		

Signature of the Facelty 13 3 23

B-Green 13/3/23 Signature of the HOD

ACTUAL LESSON PLAN: (MB194B3)

Revision N	VIDA 11 / 11 Date • 70/3/23		B194B3)
Tools . Dtt.	MBATL/II Date: 20/3/23 o: 00 Prepared By:Dr. B.KRISHNAIAH	Page No:	
Tools: Black	Tripatu Di Di Di Di Nilanian	Approved	By: HOD
No. of Periods	TOPIC	Date	Mode of Delive
UNIT -I: I CO1: To a	ntroduction, the concept of Risk. equaint the student with basic knowledge of risk	consents I	No.
and its app	proaches and methods.	concepts, i	dsk manageme
TB: DUN AN	ND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH,	NEW DELTI	
1.	Nature and scope of risk, sources of risk and evaluation of risk	THE W DELCHI	
2.	Types of risk, risk indicators, risk management process.		1 2 3 3 4 3
3.	An integrated approach to corporate risk management.		Lanting
4.	Risk management approaches and methods.		Lecture interspersed wit
5.	Risk in financial institutions.		discussions
6.	Risk reporting process		discussions
manageme TB: DUN AN	D BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, Concept of Value at Risk	NEW DELHI.	
2			
-	Computation of VaP		
	Computation of VaR	1 hou	
3 4	stress testing, back testing	1 PA	Lecture
3	Stress testing, back testing Cash flow at risk		Lecture interspersed
3 4	Stress testing, back testing Cash flow at risk Managing risk and its methods		interspersed
3 4 5	Stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance		interspersed
3 4 5 6	Stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control		interspersed
3 4 5 6 7	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer		interspersed
3 4 5 6 7 8	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management		interspersed
3 4 5 6 7 8 9	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks		interspersed
3 4 5 6 7 8 9 10 JNIT - III :	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF DISK MANAGEMENT	NT:	interspersed with discussion
3 4 5 6 7 8 9 10 JNIT - III :	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF RISK MANAGEME knowledge about techniques and tools of risk man	NT:	interspersed with discussion
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3 4 5 6 7 8 9 10 UNIT - III: CO3: Gain utures con	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF RISK MANAGEME knowledge about techniques and tools of risk man stracts and other Derivatives. DBRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, No The concept of Derivatives and types of Derivatives. The role of Derivatives in manage risk	agement li	interspersed with discussion
3 4 5 6 7 8 9 10 JNIT - III : CO3: Gain : utures con B: DUN ANI	cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF RISK MANAGEME knowledge about techniques and tools of risk man stracts and other Derivatives. DBRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, No The concept of Derivatives and types of Derivatives. The role of Derivatives in manage risk Features of Forward, Futures contracts	agement li	interspersed with discussion ke Forward and
3 4 5 6 7 8 9 10 JNIT - III : CO3: Gain : utures con B: DUN ANI 1 2 3 4	stress testing, back testing Cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF RISK MANAGEME knowledge about techniques and tools of risk man stracts and other Derivatives. DBRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, No The concept of Derivatives and types of Derivatives. The role of Derivatives in manage risk Features of Forward, Futures contracts Valuation of Forward, Futures contracts	agement li	ke Forward and
3 4 5 6 7 8 9 10 JNIT - III : CO3: Gain : Cutures con Utures con Utures con	cash flow at risk Managing risk and its methods Risk Avoidance Loss control Risk retention and risk transfer Asset Liability Management RBI Guidelines of management of risks TECHNIQUES AND TOOLS OF RISK MANAGEME knowledge about techniques and tools of risk man stracts and other Derivatives. DBRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, No The concept of Derivatives and types of Derivatives. The role of Derivatives in manage risk Features of Forward, Futures contracts	agement li	interspersed with discussion

UNIT - IV TECHNIQUES AND TOOLS OF RISK MANAGEMENT:

CO4: TO gain knowledge about risk management tools like SWAPS

TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.

1	Types of SWAPS	
2	mechanics of interest rate swaps	
3	Valuation of interest rate swaps	
4	Pricing of interest rate swaps	
5	Concept of currency swaps	
6	Types of currency swaps	Lecture interspersed
7	Pricing of currency swaps	with discussions
8	Valuing of currency swaps	

UNIT -V TECHNIQUES AND TOOLS OF RISK MANAGEMENT:

CO5: TO understand about techniques and tools risk management like options.

TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.

1	Types of Options	7110 91 1100
2	Pricing of Call and Put options	
3	Options on stock indices and currencies	
4	The Binominal option pricing model	Lecture
5	The Black & Scholes option pricing model	interspersed
6	problems	with discussions

Signature of the Faculty 3/23

Signature of the HOB 12/23

TENTATIVE LESSON PLAN

Course Title:	Strategic Human Resource Man	agement(MB194A5)
Section: MBA II/IV	Date : 20-03-2023	Page No : 01 of 02
Revision No: 0	Prepared By : Ms.B.Indira	Approved By : HOD

Tools: Black	board, PPTs	- Approved B	· HOD
Serial Number	TOPIC	Date	Mode of Delivery
Managemer	quaint the students with the knowledge of Strategy and		
1.	Introduction to SHRM	i is refer to donate	ing riouse.
2.	Evaluation objectives of HR Strategy		
3.	Importance of HR Strategy		
4.	Types of HR strategies	From:	Lecture
5.	Steps in formulation of HR Strategies	20-03-2023	interspersed
6.	Strategic fit- a conceptual frame work		with
7.	HR contribution to strategy	To:	discussions
8.	Strategy driven role behaviors and Practices.	06-04-2023	
9.	Theoretical perspectives on SHRM approaches.		

UNIT -II Strategic Human Resource Planning.

CO2: To acquaint the students with knowledge of Planning and related activities in Strategic Human Resource Planning.

TB: Strategic Human Resource Management - Dr. Anjali, Ghanekar - Everest Publishing House.

Serial Number	TOPIC	Date	Mode of Delivery
11.	Objectives of strategic planning		
12.	Nature of strategic planning	1	
13.	Components of strategic planning		Lecture interspersed with discussions
14.	Benefits of strategic planning	From:	
15.	Levels of strategic planning	10-04-2023	
16.	Activities related to strategic HR Planning	1	
17.	Basic overview of various strategic planning models.	To:	
18.	Strategic HR Planning Models.	25-04-2023	
19.	Components of the strategic plan.		
20.	Process of strategic planning		
21.	Human resource Manager and strategicplanning		

UNIT - III Strategy Implementation.

CO3: To gain knowledge about the Implementation of Strategy, Resourcing and Retention techniques.

TB: Strategic Human Resource Management - Dr. Anjali. Ghanekar - Everest Publishing House

Serial Number	TOPIC	Date	Mode of Delivery
22.	Strategy implementation as a social issue		arearrery.
23.	The role of Human Resource		
24.	Work Force utilization		

25.	Problems of work force utilization		
26.	Techniques for improving work force utilization		Lecture interspersed with discussions
27.	Efficient utilization of human resource	From:	
28.	Cross training	26-04-2023	
29.	Employment practices		
30.	Resourcing strategies	To:	
31.	Retention strategies	25-05-2023	
32.	Reward management strategies		
33.	Performance management strategies		

UNIT - IV Strategic Human Resource Development.

 CO4: To understand the nature, scope and applications of Strategic Human Resource Development.

TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pvt ltd.

Serial

TOPIC

Serial Number	TOPIC	Date	Mode of Delivery
34.	Concept of strategic planning for HRD		
35.	Levels in strategic HRD Planning		
36.	Training strategies	From:	********
37.	Development strategies	26-05-2023	Lecture
38.	HRD Effectiveness,	20-03-2023	with
39.	Core competencies	To:	discussions
40.	Training	14-06-2023	V. September
41.	Induction	100000000000000000000000000000000000000	
42.	Counseling		

UNIT - V Human Resource Evaluation.

CO5: To know and understand the techniques of Human Resource Evaluation.

Serial Number	rategic Human Resource Development- Kandula Srinivas TOPIC	Date	Mode of Delivery
43.	Overview of Evaluation		Lecture
44.	Approaches to evaluation	1	
45.	Evaluation strategic contributions to traditional areas	From:	
46.	Evaluating strategic contribution of emerging areas	15-06-2023	
47.	HR as a profit centre	1	interspersed
48.	HR outsourcing strategy.	To:	with
49.	Benefits of HR evaluation	23-06-2023	discussions
50.	Obstacles of HR evaluation		

Signature of the Faculty 13

Signature of the HOB 9/3/23

TENTATIVE LESSON PLAN: (MB194A2)

Section : !	MBA II/II	Date: 13-03-2023	Page No: 01	of 02
Revision N	o:00	Prepared By : G.KIRAN	Approved B	
Tools : Black	board	nitrode en Arantoneau, a el morto		
S.NO		TOPIC	Date	Mode of Delivery
UNIT -I		n to Corporate Policy		Water State of the
		of shareholders value creation and corporate p ial Management" Vikas Publishers, New Delhi	olicy	
1.	Corporate I	Policy		
2.	THE RESIDENCE AND ADDRESS OF THE PARTY OF TH	nancial Planning	From:	
3.	THE RESERVE THE PERSON NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN COLUMN TWO IS NAMED IN THE PERSON NAMED IN COLUMN TWO IS NAM	omplexion of regulatory framework	13-03-2023	
4.		Value Creation (SCV)	To:	
5.		ue Added (MVA)	05-04-2023	Lecture
6.		Book Value (M/BV)		interspersed
7.	Economic 1	Value Added (EVA)	7-3-3	with discussions
8.	Managerial Creation	The state of the s		
-				
9.	Corporate F	lisk Management	1 S. March 1	
10. UNIT -II: CO2: To un	Understand Corporate Finderstand the con	tisk Management ing the firms Strategic Exposure ancial Strategies neept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi		
10. UNIT -II: CO2: To un TB :: I.M. P	Understand Corporate Fin derstand the cor andey – "Finance Corporate F Capital Stru	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning	From: 06-04-2023	A STATE OF THE PARTY OF THE PAR
10. UNIT -II: CO2: To un TB :: I.M. P	Understand Corporate Fin derstand the cor andey – "Finance Corporate F Capital Stru EBIT, EPS, I	ing the firms Strategic Exposure ancial Strategies noept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi linancial Strategies octure Planning ROE analysis	From: 06-04-2023 To:	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P	Understand Corporate Finance andey – "Finance Corporate F Capital Stru EBIT,EPS,I Financial O	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies ncture Planning ROE analysis ptions and Value of the Firm	From: 06-04-2023	interspersed with
10. UNIT -II: CO2: To un TB :: LM. P 1 2 3 4 5	Understand Corporate Finance andey – "Finance Corporate F Capital Stru EBIT, EPS, I Financial O Dividend Po	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi linancial Strategies reture Planning ROE analysis ptions and Value of the Firm plicy and Value of the Firm	From: 06-04-2023 To:	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P	Understand Corporate Finance andey – "Finance Corporate F Capital Stru EBIT, EPS, I Financial O Dividend Po	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies ncture Planning ROE analysis ptions and Value of the Firm	From: 06-04-2023 To:	interspersed
10. UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT,EPS,I Financial O Dividend Po Growth as (Problems) Corporate	ing the firms Strategic Exposure ancial Strategies neept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies neture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm and External Financing Requirement.	From: 06-04-2023 To:	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6 UNIT -III CO3: under	Understand Corporate Finance andey – "Finance Corporate F Capital Stru EBIT, EPS, I Financial O Dividend Po Growth an (Problems) Corporate retand the net p	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm plicy and Value of the Firm and External Financing Requirement.	From: 06-04-2023 To:	interspersed with
10, UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6 UNIT -III	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT, EPS, I Financial O Dividend Po Growth an (Problems) Corporate retand the net perstand the net person to t	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm olicy and Value of the Firm and External Financing Requirement. Investment Strategy resent value and internal rate of return. al Management* Vikas Publishers, New Delhi. es of Investment Appraisal Under Risk and	From: 06-04-2023 To: 30-04-2023.	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6 UNIT -III CO3: under	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT, EPS, I Financial O Dividend Po Growth as (Problems) Corporate retaind the net perstand the net perstand uncertain	ing the firms Strategic Exposure ancial Strategies noept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm olicy and Value of the Firm and External Financing Requirement. Investment Strategy resent value and internal rate of return. al Management* Vikas Publishers, New Delhi. es of Investment Appraisal Under Risk and ty	From: 06-04-2023 To: 30-04-2023.	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6 UNIT -III CO3: under	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT, EPS, I Financial O Dividend Po Growth an (Problems) Corporate restand the net perstand the net perstand uncertain Risk Adju	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm olicy and Value of the Firm and External Financing Requirement. Investment Strategy resent value and internal rate of return. al Management* Vikas Publishers, New Delhi- es of Investment Appraisal Under Risk and ty isted Net Present Value	From: 06-04-2023 To: 30-04-2023.	interspersed with
10. UNIT -II: CO2: To un TB :: I.M. P 1 2 3 4 5 6 UNIT -III CO3: under TB :: I.M. P 1	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT, EPS, I Financial O Dividend Po Growth an (Problems) Corporate restand the net perstand the net perstand uncertain Risk Adju	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm olicy and Value of the Firm and External Financing Requirement. Investment Strategy resent value and internal rate of return. al Management* Vikas Publishers, New Delhi. es of Investment Appraisal Under Risk and ty isted Net Present Value isted Internal Rate of Return	From: 06-04-2023 To: 30-04-2023.	Lecture interspersed
10. UNIT -II: CO2: To un TB :: LM. P 1 2 3 4 5 6 UNIT -III CO3: under TB :: LM. P 1 2 3	Understand Corporate Finance andey – "Finance Corporate F Capital Strue EBIT, EPS, I Financial O Dividend Po Growth an (Problems) Corporate retaind the net perstand the net perstand the net perstand uncertain Risk Adjue Risk Adjue Capital R	ing the firms Strategic Exposure ancial Strategies ncept of EPS and dividend calculation methods ial Management* Vikas Publishers, New Delhi inancial Strategies icture Planning ROE analysis ptions and Value of the Firm olicy and Value of the Firm olicy and Value of the Firm and External Financing Requirement. Investment Strategy resent value and internal rate of return. al Management* Vikas Publishers, New Delhi. es of Investment Appraisal Under Risk and ty isted Net Present Value isted Internal Rate of Return	From: 06-04-2023 To: 30-04-2023.	interspersed with discussions

	return.		1
8	Problems on lease		3.33
	orporate Financial Engineering: the knowledge on theories of merger.		
TB :: I.M. Pa	indey - "Financial Management" Vikas Publishers, New Delhi.		
1	Corporate Financial Engineering	From:	
2	Merger Strategy , Theories of Mergers	26-05-2023	
3	Horizontal and Conglomerate Mergers	To:	
4	Merger Procedure	10-06-2023	
5	Valuation of Firm - Financial Impact of Merger	10-00-2025	Lecture
6	Merge and Dilution Effect on Earnings Per Share		interspersed with
7	Merger and Dilution Effect on Business Control.		discussions
8	Problems on merger and dilution.		THE CANADA
	orporate Restructuring	Programme and the second	
	derstand types and procedure of takeover andey – "Financial Management" Vikas Publishers, New Delhi.		
1	Takeover Strategy	100000000000000000000000000000000000000	
2	Types of Takeovers	From:	14.5
3	Negotiated and Hostile Bids	11-06-2023	Lecture
4	Takeover Procedure	Sold Control	interspersed
5	Takeover Defences	To:	with
6	Takeover Regulations of SEBI	26-06-2023	discussions
7	Sell offs – Spin Offs – Leveraged Buyouts	- 216	
8	Buy back shares – Alignment of Interest – Corporate Governance . (Problems)		

C. 0/mg. 13/8/2023

B. (13/3/22

TENTATIVE LESSON PLAN: (MB1921)

Course Title: FINANO	CIAL MANAGEMENT (MB1921)	
Section : MBATIT	Date :20-03-2023	Page No : 01 of 02
Revision No: 00	Prepared By :Dr.B.KRISHNAIAH	Approved By : HOD

The second secon	Page No:	01 of 02
00 Prepared By :Dr.B.KRISHNAIAH		By : HOD
	Date	Mode of Deliver
INANCIAL MANAGEMENT:	Christian Company	
'ASTAVA &ANIL MISRA, FIANCIAL MANAGEME	NT OXFORD, NEW	V DELHI,2009.
troduction to financial management		Lecture interspersed with
ature and scope of financial management		
nctions of financial management	The state of the s	
als of FM	The second secon	
ajor decisions of financial manager		
w role of FM in contemporary scenario		
WACC and leverage.		
Introduction to financing decision	TO OND, NEW	DELHI,2009.
	TOPIC INANCIAL MANAGEMENT: aint the student with basic knowledge of ASTAVA &ANIL MISRA, FIANCIAL MANAGEME troduction to financial management ature and scope of financial management nations of financial management hals of FM ajor decisions of financial manager w role of FM in contemporary scenario SANCING DECISION: quaint the student with knowledge about WACC and leverage.	TOPIC Date INANCIAL MANAGEMENT: aint the student with basic knowledge of finance, finance ASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW troduction to financial management ature and scope of financial management metions of financial management also of FM ajor decisions of financial manager we role of FM in contemporary scenario CANCING DECISION: quaint the student with knowledge about various sour

1	Introduction to financing decision	OATORD, NEW	DELHI,2009.
2	Sources of finance		
3	Introduction to cost of capital		-
4	Problems on cost of debt	From:	Lecture
5	Problems on cost of equity	13-04-2023.	interspersed
6	Problems on cost of retained earnings	To: 29-04-2023	with discussions
7	Problems on WACC	27-04-2023	
8	Problems on EBIT-EPS analysis		
9	Problems on leverages		
10	Problems on WACC		
UNIT . III .	INVESTMENT DEGLESON		

UNIT - III : INVESTMENT DECISION:

CO3: Gain knowledge about Time value of money calculation methods and techniques of investment appraisal.

TB:RAJIV SRIVASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI,2009.

Introduction to investment decision		SOCIOLISM NEW YORK
	-	
Problems on PBP method	From:	with discussions
Problems on ARR method	01-06-2023 To	
	25-06-2023	0.00.40.00.000.000.000.000.000
	+	
	Problems on ARR method Problems on NPV method Problems on PI method	Process and importance of capital budgeting Problems on PBP method Problems on ARR method Problems on NPV method To 25 06 2022

UNIT-IV DIVIDEND DECISION:

CO4: TO gain knowledge about forms of dividend and theories of dividend

TB:: RAJIV SRIVASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI,2009.

Introduction to dividend decision		7
Forms and types of dividend		
Determinants of dividend	From:	Lecture
Theories of dividend	0.5230 (2)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Problems on Walter model		with discussions
problems on Gardens model	10-07-2023	
Problems on MM Approach		
Dividend policies of Indian corporate		
	Forms and types of dividend Determinants of dividend Theories of dividend Problems on Walter model problems on Gardens model Problems on MM Approach	Forms and types of dividend Determinants of dividend Theories of dividend Problems on Walter model Problems on Gardens model Problems on MM Approach From: 26-06-2023 To: 10-07-2023

UNIT-V LIQUIDITY DECISION:

CO5: TO understand about importance of cash management, receivables management and inventory management.

TB:: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013

1	Components and concept of working capital		
2	Factors effecting working capital requirements	From:	Lecture
3	Problems on working capital requirements	11-04-2023	
4	Cash management models and strategies	To:	interspersed
5	Receivables objectives and factors effecting size of receivable	24-07-2023	with discussions
6	Inventory control techniques		

Signature of the Faculty 3/2023

Signature of the HOD

TENTATIVE LESSON PLAN: MB1922 HUMAN RESOURCE MANAGEMENT

Course title: HUMAN RESOURCE MANAGEMENT		
Section : MBA-I/II	Date : 20-03-2023	Page No: 01 of 03
Revision No: 00	Prepared By :B.CHINNI	Approved By : HOD

Tools: Black board, PPTs

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		12.11
2	Functions		
3	evolution of HRM- Principles		
4	Ethical Aspects of HRM-		
5	HR policies, Strategies to increase firm performance	From:	
6	Role and position of HR department	20-03-2023 To:	Class room
7	Aligning HR strategy with organizational strategy	12-04-2023	discussion with Black Board
8	HRM -changing		
9	global perspective challenges		150
10	environment - cross- cultural problems		500
11	emerging trends in HRM		

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 & counselling TB: K Aswathappa: —Human Resource and Personnel Management, Tata McGraw Hill,

New Delhi, 2013

1	HR Planning		
2	Demand and Supply forecasting	From:	Class room discussion
3	Recruitment and Selection	13-04-2023.	
4	Sources of recruitment	To;	
5	Tests and Interview Techniques	29-04-2023	with Black
6	Training and Development		Board

7	Training and Development Methods	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
8	Training and Development techniques	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
9	Job design, evaluation	
10	Job Analysis	
- 11	Management development	1 Dayle
12	HRD concepts	

UNIT-III Performance Appraisal

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

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

1	Performance Appraisal: Importance	A TONE OF	
2	Methods - Traditional methods	7	Class room discussion with Black
3	Modern methods	From:	
4	Latest trends in performance appraisal	01-06-2023	
5	Career Development and Counseling	1 500	
6	Compensation - Concepts	To	
7	Compensation Principles	25-06-2023	
8	Influencing Factors- in Compensation		Board
9	Current Trends in Compensation		
10	Methods of Payments in detail -		V 415
11	Incentiverewards compensation mechanisms.		3.000

UNIT-IV Wage and Salary Administration

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

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

1	Wage and Salary Administration: Concept	From:	
2	Wage Structure	26-06-2023	
3	Wage and Salary Policies		
4	Legal Frame Work	To:	
5	Determinants of Payment of Wages	10000	Class room discussion
6.	Wage Differentials	10-07-2023	
7	Incentive Payment Systems		
8	Welfare management: Nature and concepts		with Black
9	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

1	Trade Unions		- m.S.
2	Employee Participation Schemes	COLUMN TEN	Class room
3	Collective Bargaining	54 PL 24 3	
4	Grievances		
5	Employee grievance and types	Company of the second	
6	disputes resolution mechanisms	From:	discussion
7	Safety at work - nature	11-04-2023 To:	with Black Board
8	Safety at work importance	24-07-2023	
9	work hazards	Marie Comment	
10	safety importance	7-5-1	
- 11	work place stress		100
12	safety mechanisms	and builting	Miles
13	Managing work place stress	= 1 = 1 = 1 = 1	N

Signature of Faculty 23

Signature of HOD

TENTATIVE LESSON PLAN

STATE OF THE PARTY	BA I/II	Date: 20-03-2023	Page No: 0	
Revision N	A CONTRACTOR OF THE PARTY OF TH	Prepared By : G.KIRAN	Approved I	By : HOD
Tools : Black	board,PPT			
S.NO		TOPIC	Date	Mode of Delivery
		CTION TO MARKETING		
CO1:: To :	acquaint t	he student with basic knowledge the co	oncepts	
of market	ing and it	s environment		
TB:: Phillip	Kotler: "N	Marketing Management ", Pearson Publishe	rs, New Delhi, 20	013
1.	Needs -	- Wants - Demands of marketing	The state of the s	1000
2.	THE RESERVE AND ADDRESS OF THE PARTY OF THE	ctions Concept of Market	From:	S 35 7 8
3.	Market	21 N 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	20-03-2023	Lecture
4.		ing Mix	To:	interspersed
5.		ing Concepts	12-04-2023	with
6.	Indian	Marketing Environment		discussions
UNIT II N	Ingket See	mentation and Taractics		
		mentation and Targeting.	and a	
		the concept segmentation, positioning and tar		
2013	p Kotter: "	Marketing Management ", Pearson Publishe	ers, New Delhi,	1
2013	Idanti C	ention of Market S		
2		cation of Market Segments	E	Lecture
	Segmen	nting Consumer Markets	From:	interspersed
7	Comme	station Danie Cambination	12 04 2022	and the
3	THE RESERVE AND ADDRESS OF THE PARTY OF THE	ntation Basis Evaluation	13-04-2023.	with
4	Selection	on of Target Markets	To:	with discussions
5	Selection Develo	on of Target Markets ping and Communicating and Positioning		01-5175
4 5 UNIT::III	Selection Develor Pricing St	on of Target Markets ping and Communicating and Positioning rategy	To: 29-04-2023	01-5175
4 5 UNIT::III CO3:: TO	Selection Develor Pricing St. Understa	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch	To: 29-04-2023	01-5175
4 5 UNIT::III CO3:: TO TB:: TB:: I	Selection Develor Pricing St Understat Phillip Kotl	on of Target Markets ping and Communicating and Positioning rategy	To: 29-04-2023	01-5175
4 5 UNIT::III CO3:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub	To: 29-04-2023	discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013	Selection Develo Pricing St Understa Phillip Kotl	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing	To: 29-04-2023	discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2	Selection Develo Pricing St Understa Phillip Kotl Objecti Method	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing ls of Pricing	To: 29-04-2023 anges blishers, New	Lecture interspersed
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3	Pricing St Understa Phillip Kotl Objecti Method Selectir	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing ls of Pricing ng the Final price	To: 29-04-2023 anges blishers, New	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4	Pricing St Understa Phillip Kotl Objecti Method Selectin Adoptin	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing ls of Pricing ng the Final price ng price	To: 29-04-2023 anges blishers, New	Lecture interspersed
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5	Pricing St Understa Phillip Kotl Objecti Method Selectin Adoptin	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub less of Pricing	To: 29-04-2023 anges olishers, New From: 01-06-2023	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6	Pricing St Understa Phillip Kotl Objecti Method Selectir Adoptir Initiatir	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub less of Pricing les of Pricing	To: 29-04-2023 anges blishers, New From: 01-06-2023	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5	Pricing St Understa Phillip Kotl Objecti Method Selectir Adoptir Initiatir	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub less of Pricing	To: 29-04-2023 anges olishers, New From: 01-06-2023	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7	Selection Develo Pricing St Understa Phillip Kotl Objecti Method Selection Adoption Initiation Respon	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub les of Pricing lis of Pricing lig the Final price ling the price cuts ling price increases ling to Competitor's price changes	To: 29-04-2023 anges blishers, New From: 01-06-2023	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7	Pricing St Understa Phillip Kotl Objecti Method Selectir Adoptir Initiatir Respon	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub les of Pricing ls of Pricing ls of Pricing lng the Final price lng price lng price cuts lng price increases ding to Competitor's price changes (Communication	To: 29-04-2023 anges blishers, New From: 01-06-2023	Lecture interspersed with
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV	Selection Develo Pricing St Understa Phillip Kotl Objecti Method Selection Adoption Initiation Respon Marketing Gain the	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing lis of Pricing lig the Final price ling price ling the price cuts ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV	Selection Develo Pricing St Understa Phillip Kotl Objection Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub les of Pricing ls of Pricing lag the Final price lag price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV I CO4:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl Objection Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl Comme	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing lis of Pricing lis of Pricing ling the Final price ling price ling the price cuts ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub munication Process	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV I CO4:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl Objecti Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl Communication Communication	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch der: "Marketing Management", Pearson Pub lives of Pricing lis of Pricing lis of Pricing ling the Final price ling price ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub munication Process munication Mix	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV I CO4:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl Objection Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl Communication Communication Mana	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing lis of Pricing lis of Pricing ling the Final price ling price ling the price cuts ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub munication Process munication Mix liging Advertising	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023 blishers, New Del	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV I CO4:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl Objection Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl Communication Communication Mana	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch der: "Marketing Management", Pearson Pub lives of Pricing lis of Pricing lis of Pricing ling the Final price ling price ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub munication Process munication Mix	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
4 5 UNIT::III CO3:: TO TB:: TB:: I Delhi, 2013 1 2 3 4 5 6 7 UNIT::IV I CO4:: TO TB:: TB:: I	Selection Develor Pricing St Understa Phillip Kotl Objection Method Selection Adoption Initiation Respon Marketing Gain the Phillip Kotl Communication Communication Sales	on of Target Markets ping and Communicating and Positioning rategy and the concepts of pricing and price ch ler: "Marketing Management", Pearson Pub ves of Pricing lis of Pricing lis of Pricing ling the Final price ling price ling the price cuts ling price increases ding to Competitor's price changes (Communication knowledge on promotion activities ler: "Marketing Management", Pearson Pub munication Process munication Mix liging Advertising	To: 29-04-2023 anges blishers, New From: 01-06-2023 To 25-06-2023 blishers, New Del	Lecture interspersed with discussions

7.	Sales force		1 to 0
8.	Structure and Size		
9.	Sales force Compensation		
CO5:: TO I	arketing Organization and Control Evaluation of marketing department. Hillip Kotler: "Marketing Management", Pearson I	Publishers, New Delh	i, 2013.
- 1			
	Evolution of Marketing Department		100
2	Organizing the Marketing Department	From:	
2 3		From:	Lacture
	Organizing the Marketing Department	11-04-2023	Lecture
3	Organizing the Marketing Department Marketing Implementation		Lecture interspersed with
3 4	Organizing the Marketing Department Marketing Implementation Control of Marketing Performance	11-04-2023 To:	interspersed

Signature of the Faculty

Signature of the HOD

TENTATIVE LESSON PLAN: MB1924

Course III		ERATIONS MANAGEMENT (MB1924)		
Section :	MBA	Date:	Page No:	01 of 02
Revision N		Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD	
Tools : Black	board,	PPTs	TAPAGE	by . HOD
No. of Periods UNIT -I	1	TOPIC RODUCTION TO OPERATIONS MANAGES	Date	Mode of Delivery
TB :: Panne	oncept danager er Selven	of operations management, Relation with other fi ment n: "Production and Operation Management", Prentice I	unctional areas,	
.4.	Intr	oduction to Operations Management	The state of the s	, Deini, 2012.
2.	vices:	ure & Scope of Operation/ Production Management		
3.		ationship with other functional areas,	From: 20/03/2023	
4.	Rec	ent trend in Operation Management	To:	Lecture interspersed
5.		nufacturing & Theory of Constraint	06/04/2023	with
6.		es of Production System		discussions
7.			→	
UNIT -II F	roduct concept	in Time (JIT) & lean system. Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management" Production	nt & Plant Locar	tion are gained
UNIT -II F	roduct concept	Design & Process Selection	nt & Plant Locar	Mode of
UNIT -II F CO2:: The TB:: Panner No. of	concept Selvem:	Design & Process Selection ts of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC	all of India, New I	Delhi, 2012.
UNIT -II F CO2:: The IB:: Panner No. of Periods	concept Selvem:	Design & Process Selection ts of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process	all of India, New I Date	Mode of
UNIT -II F CO2:: The TB:: Panner No. of Periods 8.	Stage Valu	Design & Process Selection ts of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis	all of India, New I	Mode of Delivery
UNIT -II F CO2:: The TB:: Panner No. of Periods 8.	Stage Valu Facil	Design & Process Selection ts of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types	Date From:	Mode of Delivery Lecture interspersed
UNIT -II P CO2:: The TB:: Panner No. of Periods 8. 9.	Stage Valu Facil	Design & Process Selection ts of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis	Date From: 07/04/2023	Mode of Delivery Lecture
UNIT -II P CO2:: The TB:: Panner No. of Periods 8. 9. 10. 11.	Stage Valu Facil Chari Work	Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types acteristics, Advantages and Disadvantages	From: 07/04/2023	Mode of Delivery Lecture interspersed with
UNIT -II P CO2:: The TB:: Panner No. of Periods 8. 9. 10. 11. 12. VNIT - III 1	Stage Valu Facil Charr Work	Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types acteristics, Advantages and Disadvantages measurement, Job design ting & Capacity Planning precasting and overview of operation along.	From: 07/04/2023 To: 03/06/2023	Mode of Delivery Lecture interspersed with Discussions
UNIT -II P CO2:: The TB:: Panner No. of Periods 8. 9. 10. 11. 12. VNIT - III 1	Stage Valu Facil Charr Work Forecast	Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types acteristics, Advantages and Disadvantages measurement, Job design ting & Capacity Planning precasting and overview of operation planning. Production and Operation Management", Prentice Hally Production and Operation Management, Prentice Hally Prentice Ha	From: 07/04/2023 To: 03/06/2023	Mode of Delivery Lecture interspersed with Discussions
UNIT -II F CO2:: The TB:: Panner No. of Periods 8. 9. 10. 11. 12. UNIT - III 1	Stage Valu Facil Charr Work Forecast	Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types acteristics, Advantages and Disadvantages measurement, Job design ting & Capacity Planning Production and Operation Management", Prentice Hal TOPIC thods of Forecasting, Overview of Operation	From: 07/04/2023 To: 03/06/2023	Mode of Delivery Lecture interspersed with Discussions
UNIT -II P CO2:: The TB:: Panner No. of Periods 8. 9. 10. 11. 12. VNIT - III 1 CO3: Metho B:: Panner S o. of Period	Stage Valu Facil Chari Work Forecast ods of forecast Selvem:	Design & Process Selection Is of Stages in Product Design process Plant Layou "Production and Operation Management", Prentice Ha TOPIC es in Product Design process e Analysis ity location & Layout: Types acteristics, Advantages and Disadvantages measurement, Job design ting & Capacity Planning precasting and overview of operation planning. Production and Operation Management", Prentice Hally Production and Operation Management, Prentice Hally Prentice Ha	From: 07/04/2023 To: 03/06/2023	Lecture interspersed with Discussions

16.	Material Requirement Planning	1 1
17.	Concept of Scheduling	
18.	Supply Chain Management	
19.	Purchase Management: Concept	
20.	Purchase Management: Importance, Functions	
21.	Inventory Management	

UNIT-IV PRODUCTIVITY

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
22.	Productivity: Factors		
23.	Factors, Affecting Productivity	From:	Lecture
24.	Job Design: Concept & Importance	19/06/2023	
25.	Process Flow Charts		interspersed with
26.	Methods Study	To:	discussions
27.	Work Measurement	08/05/2023	
28.	Engineering and Behavioral Approaches		

UNIT - V QUALITY MANAGEMENT

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

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

No. of Periods	TOPIC	Date	Mode of Delivery	
29.	Quality Management: Quality			
30.	Quality- Definition, Dimension	1	Lecture interspersed with discussions	
31.	Cost of Quality, Quality Circles	1		
32.	Continuous improvement	From:		
33.	ISO (9000&14000 Series),	10/07/2023		
34.	Statistical Quality Control			
35.	Variable & Attribute, Process Control, Control Charts	To:		
36.	Acceptance Sampling	29/07/2023		
37.	Operating Characteristic Curve (AQL, LTPD, Alpha & Beta risk),			
38.	Total Quality Management (TQM).	1		

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TENTATIVE LESSON PLAN: MB1925 (2022-23)

Course Title:	Business Research Methods (1st Y	ear, 2nd Semester).
Section : MBA	Date : 13-03-2023	Page No : 01 of 02
Revision No : 0	Prepared By : P. Naga Sriniyasa Rao	Approved By : HOD

Tools: Black board, PPTs				
Serial Number	TOPIC	Date	Mode of Delivery	

UNIT -I Introduction to Business Research.

- CO1: To acquaint the students with the basic knowledge of Business Research.
- TB: Research Methodology- C.R. Kothari

1.	Nature and importance of research.		
2.	The role of business research.		Lecture interspersed with discussions
3.	Aims of social research.		
4.	Pure research	150	
5.	Applied research	From:	
6.	Qualitative research	21/03/2023	
7.	Quantitative research	To:	
8.	Descriptive research	08/04/2023	
9.	Experimental research		
10.	Exploratory research		
11.	Ethical issues in business research		
12.	Research process		

UNIT -II Data Base

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

Serial Number	TOPIC	Date	Mode of Delivery			
13.	Discussion on primary data	ry data				
14.	Secondary data					
15.	Tools and techniques of data collection					
16.	Methods of collecting data					
17.	Sampling design		Lecture			
18.	Sampling procedures	From:	interspersed with discussions			
19.	Random sampling	10/04/2023				
20.	Non random sampling	To:				
21.	Determination of sample size	25/04/2023				
22.	Appropriate sampling design					
23.	Designing of questionnaire					
24.	Measurement techniques					
25.	Scaling techniques					
	1151000 111 (2)					

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 Number	TOPIC	Date	Mode of Delivery
26.	Nature of field work	26/04/2023	Lecture
27.	Field work management	To:	interspersed with
28.	Interviews	06/05/2023	discussions

29.	Personal interviews	1 1
30.	Telephone interviews	
31.	Questionnaire	
32.	Editing of data	
33.	Coding of data	
34.	Classification of data	
35.	Tabulation of data	
36.	Preparation of research report	
37.	Presentation of research report.	

UNIT - IV Statistical Inference.

CO4: To understand about nature, scope of statistical inference.

TB: Statistical Methods-S.P. Gupta.

Serial Number	TOPIC	Date	Mode of Delivery
38.	Formulation of hypothesis		Lecture interspersed with discussions
39.	Tests of hypothesis		
40.	Null and alternative hypothesis		
41.	Types of errors		
42.	Procedure of hypothesis testing		
43.	Parametric vs. non parametric tests	From:	
44.	Z test for single proportion	05/06/2023	
45.	Z test for two proportions	To:	
46.	t test	30/06/2023	
47.	t test for single mean		
48.	t test for two means		
49.	Chi square for goodness of fit		1
50.	Chi square for independence of attributes		

UNIT - V Multivariate Analysis.

CO5: To know and understand the technique of ANOVA and bi variate techniques.

TB: Statistical Methods-S.P. Gupta.

Serial Number	TOPIC	Date	Mode of
51.	Nature of multivariate analysis		Delivery
52.	Classifying multivariate techniques		Lecture interspersed with discussions
53.	Analysis of dependence		
54.	Analysis of interdependence		
55.	Yule's coefficient of association		
56.	Co efficient of colligation	From: 01/07/2023	
57.	ANOVA technique	To:	
58.	One way ANOVA	20/07/2023	
59.	Two way ANOVA		

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C		NOLOGY MANAGEMENT (MB192B)		
Section: MBA I/II		Date : 20/03/2023	Page No: 01	of 02
Revision No	00:00	Prepared By :SK SHAFIULLAH	Approved By : HOD	
The second secon	Black boar	rd		
No. of Periods (Planned)		TOPIC	Date (Planned)	Mode of Delivery
CO1:: Able motivation a	to under and leader : Gaynor:	Handbook of Technology Management, McGra		gement theorie
		ology Management Introduction		
2		on of Technology		
3		of New Technology		manager mann
4		ology Innovation		Lecture
5		on-Innovation	20/03/2023	interspersed
7	Lea	on- Revolutionary and Evolutionary	to	with
8		tion- Product and Process Innovation	04/04/2023	Discussions
9		ic Implications of Technology		
		logy - Strategy Alliance		
10		gent and Divergent Cycle		
11		lanced Approach		
12	Case st	udy		
13		logy Assessment logy Choice		
15				
16		logical Leadership and Followership		
17		logy Acquisition		
18				
19		logical Forecasting		
	Extrano	logical Forecasting tory, Intuitive curves	06/04/2023	Lecture
		logical Forecasting story, Intuitive curves lation, Growth Curves	to	Lecture
20	Techno	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring		
20 21	Techno Normat	logical Forecasting story, Intuitive curves elation, Growth Curves logy Monitoring ive: Relevance Tree	to	interspersed
20	Normat Morpho	logical Forecasting story, Intuitive curves elation, Growth Curves logy Monitoring ive: Relevance Tree elogical Analysis	to	interspersed with
20 21 22	Normat Morpho Mission	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring ive: Relevance Tree slogical Analysis Flow Diagram	to	interspersed with
20 21 22 23 24 25	Normat Morpho Mission Technic Case St	logical Forecasting story, Intuitive curves lation, Growth Curves logy Monitoring ive: Relevance Tree logical Analysis Flow Diagram al substitutions	to	interspersed with
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c	Techno Normat Morpho Mission Technic Case Striffusion of to under yele and of K: Gayno	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring ive: Relevance Tree slogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG	22/04/2023 ganization and their	interspersed with discussions
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOOL	Techno Normat Morpho Mission Technic Case St iffusion o to under yele and o K: Gayno Diffusion	logical Forecasting story, Intuitive curves lation, Growth Curves logy Monitoring ive: Relevance Tree logical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG on of Technology	22/04/2023 ganization and their	interspersed with discussions
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOOL 26 27	Techno Normat Morpho Mission Technic Case St iffusion o to under yele and o K: Gayno Diffusion	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring ive: Relevance Tree slogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG	22/04/2023 ganization and their	interspersed with discussions
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOOL	Techno Normat Morpho Mission Technic Case Striffusion of to under yele and of K: Gayno Diffusion Rate of	logical Forecasting story, Intuitive curves lation, Growth Curves logy Monitoring ive: Relevance Tree logical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG on of Technology	22/04/2023 ganization and their	interspersed with discussions
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOOL 26 27	Techno Normat Morpho Mission Technic Case Str iffusion or to under yele and of K: Gayno Diffusion Rate of Innovati	logical Forecasting story, Intuitive curves lation, Growth Curves logy Monitoring ive: Relevance Tree logical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG on of Technology Diffusion on Time and Innovation Cost	22/04/2023 ganization and their	interspersed with discussions responsibilities
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOO 26 27 28	Techno Normat Morpho Mission Technic Case Str iffusion or to under yele and or K: Gayno Diffusion Rate of Innovati Speed or	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring ive: Relevance Tree slogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG on of Technology Diffusion on Time and Innovation Cost f Diffusion	ganization and their straw Hill.	interspersed with discussions responsibilities
20 21 22 23 24 25 NIT-III: D O3:: Able roduct life c EXT BOO 26 27 28 29	Techno Normat Morpho Mission Technic Case Str iffusion or to under yele and of K: Gayno Diffusion Rate of Innovati Speed or Technol	logical Forecasting story, Intuitive curves blation, Growth Curves logy Monitoring ive: Relevance Tree blogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgonamels of distribution or: Handbook of Technology Management, McG on of Technology Diffusion on Time and Innovation Cost f Diffusion ogy Indicators	ganization and their straw Hill.	interspersed with discussions responsibilities
20 21 22 23 24 25 (NIT-III: D O3:: Able roduct life c EXT BOO 26 27 28 29 30 31	Techno Normat Morpho Mission Technic Case Str iffusion or to under yele and or K: Gayno Diffusio Rate of Innovati Speed or Technol Various	logical Forecasting story, Intuitive curves slation, Growth Curves logy Monitoring ive: Relevance Tree slogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgenancels of distribution or: Handbook of Technology Management, McG on of Technology Diffusion ion Time and Innovation Cost f Diffusion ogy Indicators Indicators	ganization and their straw Hill.	interspersed with discussions responsibilities Lecture interspersed with
20 21 22 23 24 25 INIT-III: D CO3:: Able roduct life c EXT BOO! 26 27 28 29 30	Techno Normat Morpho Mission Technic Case Str iffusion o to under yele and o K: Gayno Diffusio Rate of Innovati Speed o Technol Various Organiz	logical Forecasting story, Intuitive curves blation, Growth Curves logy Monitoring ive: Relevance Tree blogical Analysis Flow Diagram al substitutions udy f Technology stand the different functional areas in an orgonamels of distribution or: Handbook of Technology Management, McG on of Technology Diffusion on Time and Innovation Cost f Diffusion ogy Indicators	ganization and their straw Hill.	interspersed with discussions responsibilities

34	Relationship between Technical Structure and Organizational Infrastructure		
35	Flexible Manufacturing Management System (FMMS).		
36	Processing stations		
37	Automated material handling and storage system		
38	Central control computer		
39	Case Study		
CO4:: Ab crashing	Financial Aspects in Technology Management le to equip with different techniques in project management, OK: Gaynor: Handbook of Technology Management, McGraw		PM and proje
40	Financial Aspects in Technology Management	1	1
41	Improving Traditional Cost Management System	-	
42	Barriers to the Evaluation of New Technology	-	
43	Social Issues in Technology Management	-	
44	Technological Change and Industrial Relations		
45	Impact of Technological Change and Industrial Relations	17/06/2023 To	Lecture interspersed
46	Technology Assessment	05/07/2023	
47	Steps to technology assessment	- SAN SAN STATE OF	with
48	Environmental Impact Analysis and stages of EIA		discussions
49	Challenges with globalization		
50	Challenges with IPRs		
51	Case Study		
CO5:: Abl	Human Aspects in Technology Management e to equip with the concept and practical issues relating to strate OK: Gaynor: Handbook of Technology Management, McGraw I	gic management fill.	
53	Human Aspects in Technology Management		
54	Integration of People and Technology		
55	People integration management		
56	Organizational Factors		
57	Psychological Factors	06/07/2023	Lecture
58	Organizational Outcome	То	interspersed
59	Benefits of determining desired business outcomes	22/07/2023	with
	Technology Transfer		discussions
60	Technology Management Scenario in India		
61	Ongoing trends in Technology		
62	Case study		
63	Case study	1	

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Course Titl	e: INN	NOVATION & ENTREPRENEURSHIP (MB19	42)	
Section : N II/ II		Date:	Page No: 01 of 02	
Revision No: 00		Prepared By : B.V.S.S SUBBA RAO	Approved By : HOD	
Tools: Black	board,	PPTs	1000000	
No. of Periods		TOPIC	Date Mode of Deliver	
		wledge on Entrepreneurship – Theories, Barrier J-Entrepreneurship (Prentice-Hall, 1999).	s.	
			s.	
	ger M Def	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur	s.	- 11
	Def Ent	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur repreneurial motivation and barriers;	s.	
	Def Ent	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur	From:	Lecture
	Def Ent Inte The	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur repreneurial motivation and barriers; rnal and external factors; Types of entrepreneurs; ories of entrepreneurship; Classification of epreneurship.		interspersed
	Def Enti Inte The entr	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur repreneurial motivation and barriers; rnal and external factors; Types of entrepreneurs; ories of entrepreneurship; Classification of	From: 20/03/2023	
TB :: Dollin 1 1 1 1	Def Enti Inte The entr Crea	J-Entrepreneurship (Prentice-Hall, 1999). inition of Entrepreneur repreneurial motivation and barriers; rnal and external factors; Types of entrepreneurs; ories of entrepreneurship; Classification of epreneurship. ativity and Innovation: Creative Problems Solving.	From: 20/03/2023	interspersed with

Creativity and Entrepreneurial Plan

CO2: Learner is able to understand Creativity and Entrepreneurial Plan.

TB:: Couger, C-Creativity and Innovation (IPP, 1999)

No. of Periods	TOPIC	Date	Mode of Delivery
2	Idea Generation		Lecture interspersed with Discussions
1	Screening and Project Identification, Creative Performance,	From: 06/04/2023	
2	Feasibility Analysis: Economic, Marketing, Financial and Technical;	To:	
1	Project Planning, Evaluation, Monitoring and Control, segmentation	27/04/2023	
2	Targeting and positioning of Product,	1 1	
1	Role of SIDBI in Project Management		

Operation problems

CO3: Understand the Management of Operation Problems in running the Business.

TB:: Couger, C-Creativity and Innovation (IPP 1999)

No. of Periods	TOPIC	Date	Mode of
4	Incubation and Take-off, Problems encountered Structural	From: 28/04/2023 To: 18/05/2023	Delivery Lecture interspersed with
4	Financial and Managerial Problems, Types of Uncertainty		
1	Institutional support for new ventures: Supporting organizations; Incentives and facilities		
2	Financial Institutions and Small-scale Industries		
1	Govt. Policies for SSIs.		discussions

UNIT - IV Family and non-family Entrepreneurs

CO4: Equip with standards relating to Family and Non- Family Entrepreneurs.

TB: Couger, C-Creativity and Innovation (IPP, 1999).

No. of Periods		Date	Mode of Delivery
2	Role of Professionals, Professionalism vs. family entrepreneurs		Lecture interspersed with discussions
2	Role of Woman entrepreneur, Sick industries	From:	
3	Reasons for Sickness	19/05/2023	
1	Remedies for Sickness	Tes	
4	Role of BIFR in revival	To: 17/06/2023	
3	Bank Syndications	17/00/2023	

UNIT - V Introduction to Innovation management CO5: Gain knowledge on Innovation Management. TB: Jonne & Ceserani-Innovation & Creativity(Crest) 2001.

No. of Periods	Torre	Date	Mode of Delivery
4	Managing Innovation within Firms	From:	Lecture interspersed with discussions
3	Business strategy & organization Knowledge,	19/06/2023 To: 15/07/2023	
2	New Product Strategy & Managing New Product Development		
3	Role of Technology in Management of innovation		
1	Managing for Intellectual Property Right.		
2	Case Studies in all Units		

Course Title	:	Supply Change Management & An	alytics (MB1941)
Section: MB	A II/IV	Date: 13-03-2023	Page No : 01 of 02 Approved By : HOD	
Revision No		Prepared By : Ms G.SRILALITHA		
Tools: Black be	oard, PPTs			
Serial Number		TOPIC	Date	Mode of Delivery
CO1: To acq	uaint the st	pt of Supply Change Management. udents with the knowledge of Supply Chair d'Biztantra, New Delhi.	Management in	various sectors.
1.	Introduct	tion		
2.	Evolution	n		
3.	Different	t views of supply chain		The state of
4.	Supply c	hain strategy	From:	Lecture
5.	Revision		13-03-2023	interspersed
6.	Supply c	hain drivers	To:	with discussions
7.	Developi	ing supply chain strategy	01-04-2023	
8.	Strategic	fit in supply chain	01-04-2023	
9.	Analytic	s in supply chain management		
10.	Revision			
TB: Sunil cl	uaint the st nopra, Supp	udents with knowledge of different strategically chain management, Pearson Education		
TB: Sunil cl Serial Number	uaint the st nopra, Supp	tudents with knowledge of different strategions of the control of	es in Supply Chai	Mode of Delivery
TB: Sunil cl Serial Number 11.	hopra, Supp	bly chain management, Pearson Education		Mode of
TB: Sunil cl Serial Number	Supply C	TOPIC TOPIC		Mode of
TB: Sunil cl Serial Number 11.	Supply C Types of Advance	TOPIC Chain Analysis Supply chain Analysis d planning		Mode of
TB: Sunil cl Serial Number 11. 12. 13.	Supply C Types of Advance Structure	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system	Date From:	Mode of Delivery
TB: Sunil cl Serial Number 11. 12. 13. 14.	Supply C Types of Advance Structure Strategic	Chain Analysis Supply chain Analysis	Date	Mode of Delivery
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16.	Supply C Types of Advance Structure Strategic Demand	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system Network planning & Master planning	From: 3-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17.	Supply C Types of Advance Structure Strategic Demand	Chain Analysis Supply	From: 3-04-2023	Mode of Delivery
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18.	Supply C Types of Advance Structure Strategic Demand	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system Network planning & Master planning	From: 3-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19.	Supply C Types of Advance Structure Strategic Demand Demand Production	Chain Analysis Supply	From: 3-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20.	Supply C Types of Advance Structure Strategic Demand Demand Production Material Co-ordin	TOPIC Chain Analysis Supply chain Analysis	From: 3-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21.	Supply C Types of Advance Structure Strategic Demand Demand Production Material Co-ordinal	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system Network planning & Master planning fulfilment &ATP on planning & scheduling purchasing requirement Planning sation & integration attive Planning	From: 3-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. CO3: To gain	Supply C Types of Advance Structure Strategic Demand Demand Productio Material Co-ordin Collabor NIT - III	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system Network planning & Master planning fulfilment &ATP on planning & scheduling purchasing requirement Planning action & integration attive Planning Set covering & Set partitioning Problems ge about set covering and positioning.	From: 3-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. CO3: To gain	Supply C Types of Advance Structure Strategic Demand Demand Productio Material Co-ordin Collabor NIT - III	TOPIC Chain Analysis Supply chain Analysis d planning of Advanced planning system Network planning & Master planning fulfilment &ATP on planning & scheduling purchasing requirement Planning nation & integration attive Planning Set covering & Set partitioning Problems	From: 3-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with discussions
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. U CO3: To gain TB: Sunil Cl Serial	Supply C Types of Advance Structure Strategic Demand Demand Production Material Co-ordin Collabor NIT - III n knowledge nopra, Supp	TOPIC Chain Analysis Supply chain Analysis of planning of Advanced planning system Network planning & Master planning fulfilment &ATP on planning & scheduling purchasing requirement Planning nation & integration ative Planning Set covering & Set partitioning Problems ge about set covering and positioning. oly Chain Management, Pearson Edition.	From: 3-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with discussions
TB: Sunil cl Serial Number 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. CO3: To gain TB: Sunil Cl Serial Number	Supply C Types of Advance Structure Strategic Demand Demand Production Material Co-ordin Collabor NIT - III n knowledge nopra, Supp	Chain Analysis Supply	From: 3-04-2023 To: 27-04-2023	Mode of Delivery Lecture interspersed with discussions

25.	Set covering Problems		
26.	Set Partitioning Problems	10000	Lecture interspersed with discussions
27.	Travelling salesman Algorithms		
28.	Revision	From:	
29.	Advanced Vehicle Routing Problems	26-04-2023	
30.	Routing Problems	To:	
31.	Scheduling Algorithms	25-05-2023	
32.	Deficit Function Approach	25-05-2025	
33.	Linking Algorithms		
UNIT -	- IV Strategie Human Dassess D. J.		

UNIT - IV Strategic Human Resource Development.

 CO4: To understand the nature, scope and applications of Strategic Human Resource Development.

TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pvt ltd.

Serial Number	TOPIC TOPIC	Date	Mode of
34.	Fuzzy Logic & Techniques		Delivery
35.	Application in SCM	From: 26-05-2023 To: 14-06-2023	Lecture interspersed with discussions
36.	Recent issues in SCM		
37.	Role of IT in SCM		
38.	CRM vs SCM		
39.	Benchmarking		
40.	Features & Implementation of Benchmarking		
41.	Outsourcing & Concept of demand chain Mgmt		

UNIT - V Inventory Management in supply chain management

CO5: To gain the knowledge about inventory management in supply chain.

TB: Sunil Chopra, Supply Chain Management, Pearson Edition

Serial Number	TOPIC	Date Date	Mode of
42.	Inventory management in supply chain	CALCULATION OF THE PARTY OF THE	Delivery
43.	Network design in supply chain	- THE	
44.	Network design in supply chain	From: 15-06-2023	
45.	Revision		
46.	Channels of distributions	13-00-2023	Lecture
47.	Alternative channels of distribution	To: 23-06-2023	with
48.	Location decisions in supply chain		discussions
49.	Implementing Advanced planning systems		

TENTATIVE LESSON PLAN: MB194A1

Course Title: LABOR	WELFARE AND EMPLOYMENT LA	WS (MB194A1)
Section : MBA II/II	Date: 20/03/2023	Page No : 01 of 02
Revision No : 00	Prepared By : N.SAFALYA	Approved By : HOD

Tools : Black board, PPTs		Approved B	y: HOD
No. of Periods	TOPIC	Date	Mode of Delivery
CO1 Obtain	Labour Welfare knowledge on various labor welfare measures y, M.V: —Principles of Labour Welfarel, Oxford Univer	sity Press, New D	elhi.
1	Labour Welfare: Concept, scope and philosophy	T	
2	principles and approaches of labour welfare	From	
3	Indian constitution on labour	20/03/2023	Lecture
4	Agencies of labour welfare and their role	To	interspersed
5	Impact of ILO on labour welfare in India.	06/04/2023	with discussions

UNIT -II Labour welfare programmes

CO2:: Learner is able to understand various labour welfare programmes, Statutory and

Non-Statutory.

TB:: Moorthy, M.V: - Principles of Labour Welfarel, Oxford University Press, New Delhi.

		Mode of Delivery
Labour welfare programmes: Statutory and non- statutory	From	rom 04/2023 To Lecture interspersed with Discussions
Extra mural and intra mural Labour welfare programmes		
Central Board of Workers' Education:	06/04/2023	
The state of the s	V-0-55/50	
Welfare Centres	27/04/2023	
Welfare Officers' Role, Status and Function, Signs of poor welfare		
	Extra mural and intra mural Labour welfare programmes Central Board of Workers' Education; Workers' Cooperatives Welfare Centres Welfare Officers' Role, Status and Function, Signs of poor welfare	Extra mural and intra mural Labour welfare programmes Central Board of Workers' Education; Workers' Cooperatives Welfare Centres Welfare Officers' Role, Status and Function, Signs of

UNIT - III Labour Legislation

CO3: Understand the various acts relating to Indian Labour laws including Factories act,

Contract labour act.

TB :: Moorthy, M.V: - Principles of Labour Welfarel, Oxford University Press, New Delhi.

No. of Periods	TOPIC	Date	Mode of
12	Labour Legislation: Objectives-Principles		Delivery
13	Classification-Evaluation of Labour legislation in India		Lecture interspersed with discussions
14	Factories Act 1948, Definitions - Objectives of Act - Factory Inspectorate: - Measures to be taken by Factories for Health, Safety and Welfare of Workers - Working Hours		
15	Wage and Compensation - Provisions Relating to Hazardous Processes - Annual Leave with Wages		
16	Special Provisions - Obligations by Employer and Employee - Offences and Penalties., Contract Labour (Regulation and Abolition) Act 1970 and A.P.Shops and Establishments Act.		

UNIT-IV Industrial Relations Legislation

CO4: Equip with Industrial Relations and Industrial Disputes act.

TB: Moorthy, M.V: -Principles of Labour Welfarel, Oxford University Press, New Delhi.

No. of Periods	Industrial Relations Legislation: Industrial Disputes Act 1947	Date	Mode of Delivery
17	Concept, objectives, Types of Strikes and their Legality		
18	Authorities under the Act and their Duties – Voluntary Reference of Disputes to Arbitration	From 19/05/2023	Lecture interspersed with discussions
19	Types of Strikes and Lock-outs Wages for Strike and Lock-out Period		
20	Change in Conditions of Service. Industrial Employment (standing orders) Act 1946	To 17/06/2023	- LESS 1
21	Certification of Draft Standing Orders – Appeals – Date of Operation of Standing Orders	17/06/2023	
22	Posting of Standing Orders – Payment of Subsistence Allowance		

UNIT-V Trade Unions Act 1926

CO5: Gain knowledge on concept of Trade Unions and various acts relating to welfare of labour.

TB: Moorthy, M.V: -Principles of Labour Welford, Oxford Unit

No. of Periods	TOPIC	Date	Mode of Delivery	
23	Trade Unions Act 1926. Definitions - Scope and Significance	From 19/06/2023 To 15/07/2023	Lecture interspersed with discussions	
24	Characteristics - Types of Trade Unions - Reasons for Joining Trade Unions			
25	Advantages and Disadvantages of Trade unions- Legislations of Trade Unions- Rights and Privileges			
26	Wage and Social Security Legislation: Payment of wages Act 1936 - Minimum wages Act 1948 - Payment of Bonus Act 1966			
27	Payment of Gratuity Act 1972 - Workmen's Compensation Act 1923 - Employees State Insurance Act 1948	10/0/12023		
28	Maternity Benefit Act 1961 and Employees Provident Fund and Miscellaneous Provisions Act 1952.			

TENTATIVE LESSON PLAN (MB194B1)

Section : MBA II/IV Revision No : 00				Page No: 01 of 02	
				Approved By : HOD	
Tools : Black	board, PPT				1.7
No. of Periods		TOPIC		Date	Mode of Delivery
CO1: students h	nas underste	financial derivatives: bod about basics of financial derivatives in , derivatives and risk management			
1.	Meaning a	and needs of financial derivatives			
2.		FD in India	E	ROM	
3.		es markets	111		Lecture
4.		of derivatives markets	13	3-03-2023	intersperse
5.		lerivatives	T	O	d with discussion
6.		f derivatives	05	5-04-2023	
7.	swaps				
	tures of fu	ttory framework of derivatives trading in i	ndia		
9.	Difference	, derivatives and risk management between forwards and futures			
9. 10.	Difference Trading	between forwards and futures		21227V	
9. 10. 11.	Difference Trading Financial	between forwards and futures futures and current futures		ROM	
9. 10. 11. 12.	Difference Trading Financial t pricing of f	futures and current futures	F	ROM 5-04-2023	Lecture
9. 10. 11. 12. 13.	Difference Trading Financial is pricing of f Value at ri	futures and current futures utures contracts	F	-04-2023	intersperse
9. 10. 11. 12. 13. 14.	Difference Trading Financial i pricing of f Value at ri Hedging si	futures and current futures futures contracts sk trategies	FF 06	6-04-2023 O	intersperse d with
9. 10. 11. 12. 13. 14.	Difference Trading Financial is pricing of f Value at ri Hedging si Types of n	futures and current futures futures contracts sk trategies nembers and margining system in india	FF 06	-04-2023	intersperse
9. 10. 11. 12. 13. 14. 15. 16.	Difference Trading Financial is pricing of f Value at ri Hedging si Types of n Hedging w Futures tra	futures and current futures futures contracts sk trategies members and margining system in india with stock index futures ding on BSE & NSE	FF 06	6-04-2023 O	intersperse d with
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9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT - III OI CO3; Able to kr	Difference Trading Financial of Pricing of f Value at ri Hedging so Types of n Hedging w Futures tra PTIONS M now about of janakiramar Meaning Options Types of Call option	futures and current futures futures and current futures futures contracts sk trategies members and margining system in india with stock index futures ding on BSE & NSE HARKET options market. i., derivatives and risk management and need vs futures options contract ons, put options	FF 06 TC 30	5-04-2023 O 0-04-2023	intersperse d with discussion
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9. 10. 11. 12. 13. 14. 15. 16. 17. UNIT - III OI CO3; Able to kn TB :: sundaram j 18 19 20 21 22 23	Difference Trading Financial is pricing of f Value at ri Hedging si Types of ri Hedging w Futures tra PTIONS M now about of janakiraman Meaning Options Types of Call option Trading si Basic options Options Options	futures and current futures futures and current futures futures contracts sk trategies members and margining system in india with stock index futures ding on BSE & NSE IARKET options market. In , derivatives and risk management and need ws futures options contract ons, put options strategy involving options	FF 06 30 30 TO 10	6-04-2023 O 0-04-2023 ROM 3-05-2023	Lecture interspersed with

UNIT - IV : Option pricing

CO4; students has understood about the option pricing

TB:: sundaram janakiraman, derivatives and risk management

27	Intrinsic value and time value		
28	Pricing and expiration	FROM 26-05-2023 TO 10-06-2023	Lecture interspersed with discussions
29	Factors affecting options pricing		
30	put-call parity pricing relationship		
31	Pricing modes		
32	Introduction to binominal pricing models		
33	Black scholes pricing models		

UNIT-V SWAPS

CO5: students has got awareness on basis of swaps

TB:: sundaram janakiraman, derivatives and risk management

No. of Periods	TOPIC	DATE	Mode of Delivery
34	The structure of swaps		Lecture intersperse d with discussions
35	Interest rate swaps	FROM 11-06-2023 TO 26-06-2023	
36	Currency swaps		
37	Commodity swaps		
38	Swaps variant		
39	Swaps dealer role		
40	Equity swaps		
41	Economic functions of swaps transactions		
42	FRA and swaps		

Signature of the Faculty

Signature of the HOD