

**CREDIT ALLOTMENT FOR EACH PAPER****FOR ALL THE MBA PROGRAMMES**

	<b>I Semester</b>	<b>Credits</b>	<b>Cumulative Total</b>
1	Paper No. I	3	
2	Paper No. II	3	
3	Paper No. III	3	
4	Paper No. IV	3	
5	Paper No. V	3	
6	Paper No. VI	3	
7	Paper No. VII	3	
	<b>II Semester</b>		<b>21</b>
8	Paper No. VIII	3	
9	Paper No. IX	3	
10	Paper No. X	3	
11	Paper No. XI	3	
12	Paper No. XII	3	
13	Paper No. XIII	3	
14	Paper No. XIV	3	
	<b>III Semester</b>		<b>21</b>
15	Paper No. XV	4	
16	Paper No. XVI	4	
17	Paper No. XVII	4	
18	Paper No. XVIII	4	
19	Paper No. XIX	4	
20	Paper No. XX - <b>Elective</b>	4	
21	Paper No. XXI- <b>Elective</b>	4	
	<b>IV Semester</b>		<b>28</b>
22	Paper No. XXII	4	
23	Paper No. XXIII	4	
24	Paper No. XXIV	4	
25	Paper No. XXV	4	
26	Paper No. XXVI	4	
27	Paper No. XXVII - <b>Elective</b>	4	
28	Paper No. XXVIII - <b>Elective</b>	4	<b>28</b>
29	<b>PROJECT WORK</b>	<b>6</b>	<b>6</b>
	<b>TOTAL CREDITS</b>		<b>104</b>

## CBCS Papers – Proposed for 2023-24

### First Semester

Sl. No	Name of the Papers	Credits	Remarks
1	Management Concepts	3	Existing / Split
2	Managerial Economics	3	Existing
3	Accounting for Managers	3	Existing
4	Business Environment	3	Existing/ Split
5	Research Methodology	3	Existing
6	Organisational Behaviour	3	Existing/ Split
7	Business Law	3	Existing/ Split

### Second Semester

Sl. No.	Name of the Papers	Credits	Remarks
1	Financial Management	3	Existing
2	Marketing Management	3	Existing
3	Human Resources Management	3	Existing
4	Operations Research	3	Existing / Split
5	Strategic Management	3	Existing
6	Business Ethics	3	New
7	Operations Management	3	Existing / Split

**Additional two papers to be chosen for III and IV semester from the following titles**

### Third Semester – Additional Papers for CBCS (Any two to be chosen)

Sl. No.	Name of the Papers	Credits	Remarks
1	Sustainability Development	4	<b>Elective</b>
2	Corrective Human body & Postures	4	<b>Elective</b>
3	Entrepreneurship and Start-ups	4	<b>Elective</b>
4	Social Media Marketing	4	<b>Elective</b>
5	Disaster Management	4	<b>Elective</b>

### Fourth Semester - Additional Papers for CBCS (Any two to be chosen)

Sl. No.	Name of the Papers	Credits	Remarks
1	Organizational Psychology	4	<b>Elective</b>
2	Social Entrepreneurship	4	<b>Elective</b>
3	Intellectual Property Rights	4	<b>Elective</b>
4	Renewable Energy	4	<b>Elective</b>
5	Artificial Intelligence	4	<b>Elective</b>

## MANAGEMENT CONCEPTS

### Objectives

- Providing conceptual understanding of Management Concepts
- Familiarizing the students with the contemporary issues in Management
- Enable them to apply the concepts in the management organization

### UNIT - I

Introduction to Management - Nature and Functions of Management - Levels in Management - Social Responsibilities of Business - Managerial Skills – Manager and Environment - An Overview of Staffing, Directing and Controlling Functions

### UNIT – II

Planning - Steps in Planning Process - Short Range and Long Range Planning - Flexibility in Planning - Characteristics of a sound Plan - Management by Objectives (MBO) - Policies and Strategies - Scope and Formulation- Decision Making - Techniques and Processes.

### UNIT – III

Organising - Organisation Structure and Design - Delegation of Authority and Decentralisation – Line and Staff Relationships - Emerging Trends in Corporate Structure, Strategy and Culture - Impact of Technology on Organisational design - Formal and Informal Organisation.

### UNIT – IV

Communication – Types and Process of Communication - Barriers of Communication - Communication Effectiveness - Organisational Creativity and Innovation Entrepreneurial Management - Management of Innovation

### UNIT – V

Comparative Management Styles and approaches - Best Management Practices across the world - Japanese Management Practices - Management of Diversity - Benchmarking

### REFERENCES

**Koontz, Weirich & Aryasri**, PRINCIPLES OF MANAGEMENT, *Tata McGraw-Hill, New Delhi, 2004*

**Tripathi & Reddy**, PRINCIPLES OF MANAGEMENT, *Tata McGraw-Hill, New Delhi, 2008*

**Laurie Mullins**, MANAGEMENT AND ORGANISATIONAL BEHAVIOUR, *Pearson, New Delhi, 2007*

**Meenakshi Gupta**, PRINCIPLES OF MANAGEMENT, *PHI Learning, New Delhi, 2009*

# ORGANISATIONAL BEHAVIOUR

## Objectives

- To understand and appreciate the fact that why & how of human behaviour in organisations is critical for its success and to orient the managers - to-be to develop people skills to make and run the work-place effective, innovative and stake-holder centric.

## UNIT - I

Organisational Behaviour: Introduction, Definition, Nature & Scope - Basic Concepts of OB - Individual & Organisational Image and Self Image -self-esteem & self-efficacy- Theoretical constructs and models of Organisational Behaviour.

## UNIT – II

Perception and Learning - Personality and Individual Differences - Motivation and Job Performance - Values, Attitudes and Beliefs - Stress Management

## UNIT – III

Group Dynamics - Leadership - Styles - Approaches - Power and Politics in Organisation

## UNIT – IV

Organisational Structure - Organisational Climate and Culture - Organisational Change and Development.

## UNIT – V

Trends in Organisational Behaviour – Consciousness – Conscience Management – Organisational Vision and Employee alignment with vision- Gender Sensitivity – Competency Level and behavioral Dimensions

## REFERENCES

**Fred Luthans**, ORGANISATIONAL BEHAVIOUR, *Tata McGraw-Hill, New Delhi*

**Stephen Robbins**, ORGANISATIONAL BEHAVIOUR, *Pearson, New Delhi*

## **BUSINESS ENVIRONMENT**

### **Objectives:**

- To acquaint students with the issues of domestic and global environment in which business has to operate
- To understand the opportunity and challenges of global business environment
- To relate the Impact of Environment on Business in an integrated manner
- To provide an understanding of the role of business in society

### **UNIT – I Business and its environment**

Dynamics of Business and its Environment – Definition, Types of Environments. - Corporate Governance and Social Responsibility - Ethics in Business. – Business Ethics in India

### **UNIT – II Economic System**

Economic Systems and Management Structure - Family Management to Professionalism - Resource Base of the Economy - Land, Forest, Water, Fisheries, Minerals - Environmental Issues.

### **UNIT – III Infrastructure and current issues in Business Environment**

Infrastructure - Economic- Social, Demographic Issues, Political context - Productivity Factors, Human Elements and Issues for Improvement -.

### **UNIT – IV Global trends in Business and Management**

Global Trends in Business and Management – International Relations Multi-National Companies, Multi-National Companies in India,

### **UNIT – V Foreign Capital and Collaboration**

Foreign Capital, Needs for Foreign Capital, Trends in Indian Industry, Foreign Development Investment, FDI and the Indian Stock market

### **References:**

Keith-Davis & William Frederick, BUSINESS AND SOCIETY, McGraw-Hill, Tokyo.

Iran Worthington and Chris Britton, THE BUSINESS ENVIRONMENT, Prentice Hall

Namita Gopal, BUSINESS ENVIRONMENT, 2<sup>nd</sup> Edition, Tata McGraw Hill Education Pvt. Ltd. New Delhi, 2010

## **BUSINESS LAW**

### **Objectives:**

- To introduce the statutory provision that affects the business decision
- To provide legal understanding and exposure to the important commercial laws
- To understand the legal framework related to contract
- To familiarise about legal aspects about negotiable instruments
- To understand the legal regulations about the company

### **UNIT – I The Indian Contract Act, 1872**

Law of Contract - Agreement - Offer - Acceptance - Consideration - Capacity of Contract  
Contingent Contract - Quasi Contract - Performance - Discharge - Remedies to breach of Contract.

### **UNIT – II The Indian Partnership Act, 1932 & Sales of Goods Act 1930**

Definition of Partnership and its essentials, Rights and duties of Partners: Authority of a Partner, Minor as a Partner, Registration of a firm, Dissolution of Firms. Sales of Goods – Definition of a Contract of Sales, Essentials of a Contract of Sales of Goods, Kinds of Goods,

### **UNIT – III The Negotiable Instruments Act, 1832, Law of Insurance**

Negotiable Instruments - Notes, Bills, Cheques - Crossing - Endorsement - Holder in due course - Holder in value - Contract of Agency. Law of Insurance: Fundamental Principles of Law of Insurance, Types of Policies, Kinds of Losses

### **UNIT – IV The Indian Companies Act, 2013**

Company - Formation - Memorandum - Articles - Prospectus - Shares - Debentures - Directors - Appointment - Powers and Duties - Meetings - Proceedings – Management - Accounts - Audit - Oppression and Mismanagement - Winding up.

### **UNIT –V Factory Act, Industrial Dispute Act, Minimum Wages Act & Workmen Compensation Act, 1923**

Factory Act – Licensing and Registration of Factories, Health, Safety and Welfare measures - Industrial Disputes Act – Objects and scope of the Act, Effects of Industrial Dispute, Administration under the Act.

### **References:**

- Kapoor G,K & Dhamija S, COMPANY LAW, 17<sup>th</sup> Edition, Taxman Publication, Pvt. Limited, New Delhi, 2014  
Daniel Albuquerque, LEGAL ASPECTS OF BUSINESS, 2<sup>nd</sup> edition, Oxford University Press, New Delhi, 2013  
Pathak, LEGAL ASPECTS OF BUSINESS, Tata McGraw- Hill Publishing Company Limited, New Delhi, 2010.  
M.M. Sulphery & Azhar Basheer, LAWS FOR BUSINESS, PHI Learning Pvt. Ltd. New Delhi, 2011.