

Curriculum and Syllabi

MBA (Integrated)

SBS0102

Regulation 2018-2022



Vision of the University

To serve the society by being a global University of higher learning in pursuit of academic excellence, innovation and nurturing entrepreneurship.

Mission of the University

**Transformative educational experience
Enrichment by educational initiatives that encourage global outlook
Develop research, support disruptive innovations and accelerate entrepreneurship
Seeking beyond boundaries**

Core Values

**Integrity
Leadership
Diversity
Community**

School of Business Studies, Sharda University**Vision**

To be the center of excellence of global repute in business education to foster learning, attitude, professional prudence, creativity, entrepreneurship, and leadership accountable to the society.

Mission

- M1. Creating a stimulating learning environment**
- M2. Consolidating professional skills and attitude**
- M3. Growing our research acumen, teaching, and industry linkages**
- M4. Delivering leading-edge knowledge in management, business development, leadership and global economy for society.**

Core Values

Integrity, Leadership, Diversity and Community

1.3 Programme Educational Objectives (PEO)

PEO1: Possess professional skills for employment and lifelong learning in management

PEO2: Develop creative, innovative and entrepreneurial mindset to take managerial decisions

PEO3: Adapt to a rapidly changing complex business environment and keenness to acquire new skills

PEO4: Become socially responsible and value driven citizens committed to sustainable development

PEO5: Develop personality and communication skills to operate in multi-cultural environment.

PEO6: Develop leaders to take decisions and lead teams

1.3.1 Map PEOs with Mission Statements:

PEO Statements	School Mission 1	School Mission 2	School Mission 3	School Mission4
Possess professional skills for employment and lifelong learning in management	1	3	1	2
Develop creative, innovative and entrepreneurial mindset to take managerial decisions	2	3	1	3
Adapt to a rapidly changing complex business environment and keenness to acquire new skills	2	2	1	1
Become socially responsible and value driven citizens committed to sustainable	1	2	2	3

development				
Develop personality and communication skills to operate in multi-cultural environment.	1	3	1	3
Develop leaders to take decisions and lead teams	1	2	1	3

1. Slight (Low) 2. Moderate (Medium) 3. Substantial (High)

1.3.3 Program Outcomes (PO's)

PO1 : Business Environment and Domain Knowledge (BEDK): Economic, legal and social environment of Indian business... Graduates are able to improve their awareness and knowledge about functioning of local and global business environment and society. This helps in recognizing the functioning of businesses, identifying potential business opportunities, involvement of business enterprises and exploring the entrepreneurial opportunities

PO2 : Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI): Competencies in quantitative and qualitative techniques. Graduates are expected to develop skills on analyzing the business data, application of relevant analysis, and problem solving in other functional areas such as marketing, business strategy and human resources

PO3 : Global Exposure and Cross-Cultural Understanding (GECCU): Demonstrate a global outlook with the ability to identify aspects of the global business and Cross-Cultural Understanding

PO4 : Social Responsiveness and Ethics (SRE): Developing responsiveness to contextual social issues / problems and exploring solutions, understanding business ethics and resolving ethical dilemmas. Graduates are expected to identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making. Demonstrate awareness of ethical issues and can distinguish ethical and unethical behaviors.

PO5 : Effective Communication (EC): Usage of various forms of business communication,

supported by effective use of appropriate technology, logical reasoning, articulation of ideas. Graduates are expected to develop effective oral and written communication especially in business applications, with the use of appropriate technology (business presentations, digital communication, social network platforms and so on).

PO6 : Leadership and Teamwork (LT): Understanding leadership roles at various levels of the organization and leading teams. Graduates are expected to collaborate and lead teams across organizational boundaries and demonstrate leadership qualities, maximize the usage of diverse skills of team members in the related context.

1.3.4 Mapping of Program Outcome vs. Program Educational Objectives

	PEO1	PEO2	PEO3	PEO4	PEO5	PEO6
PO1	3	2	1	2	1	1
PO2	1	2	2	1	1	1
PO3	1	1	2	1	3	1
PO4	2	2	1	3	2	1
PO5	3	2	1	1	3	2
PO6	1	1	2	2	2	3
PSO1	3	2	1	1	1	1
PSO2	2	2	1	1	1	2
PSO3	3	3	2	1	1	1
PSO4	3	3	3	2	1	1

1. Slight (Low)

2. Moderate (Medium)

3. Substantial (High)

1.3.1.1 Program Specific Outcomes

PSO 1: Understanding of Sectorial environment for organizational sustainability.

PSO 2: Acquisition of knowledge, skills and experiential learning in functional areas(s) of management.

PSO3: Ability to visualize managerial problems and identify various alternatives to solve them.

PSO4: Ability to apply contemporary tools and techniques.

1.3.5 Program Outcome vs. Courses Mapping Table¹:

Program Outcome Courses	Course Name	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
Sem-1											
1.1	Marketing Management-I	2	3	1	1	1	1	3	2	3	2
1.2	Basic Business Mathematics	2	3	1	1	2	1	3	2	3	2
1.3	Business Economics	2	3	1	1	2	1	3	2	3	2
1.4	Financial Accounting -I	2	3	1	2	2	3	1	2	1	2
1.5	Principle of Management	1	1	2	1	3	2	2	1	1	1
1.6	Total Personality Development -I	2	3	2	1	3	1	3	3	3	2
Sem-2											
2.1	Marketing Management-II	2	3	2	2	2	1	3	2	3	2
2.2	Economics Environment of Business	2	3	2	1	3	1	3	3	3	2
2.3	Organizational Behavior	2	3	1	2	2	1	3	2	3	2
2.4	Financial Accounting -II	2	3	1	1	1	1	3	2	3	2
2.5	Economics & Business Legislation	2	3	1	1	2	1	3	2	3	2
2.6	Total Personality Development -II	2	3	1	1	2	1	3	2	3	2
Sem-3											
3.1	International Marketing	1	1	2	1	3	2	2	1	1	1
3.2	Basic Business Statistics	2	3	2	2	3	1	3	3	3	2
3.3	Human Resource Management	2	3	2	2	3	1	3	2	3	2
3.4	Intellectual Property Rights and Competition Law	2	3	1	1	1	1	3	2	3	2
3.5	Entrepreneurship Development	2	3	1	1	1	1	3	2	3	2
3.6	Business Communications Skills-I	2	3	1	1	1	1	3	2	3	2
Sem-4											
4.1	Marketing Strategy	2	3	1	1	2	1	3	3	3	2
4.2	Term Building and Leadership	2	3	1	1	1	1	3	2	3	2
4.3	Financial Management	1	1	2	1	3	2	2	1	1	1
4.4	Information Technology for Managers	2	3	2	2	3	1	3	3	3	2
4.5	Environmental Management	2	3	2	2	3	1	3	2	3	2
4.6	Business Communications Skills-II	2	3	1	2	2	1	3	2	3	2
4.7	Contemporary Issue in Business	2	3	1	1	1	1	3	2	3	2
Sem-5											
5.1	Quantitative Techniques for Business Decision	2	3	2	2	2	1	3	2	3	2
5.2	Economic Analysis for Business Decisions	2	3	2	1	3	1	3	3	3	2
5.3	Industrial Relation and Labor Law	2	3	1	2	2	1	3	2	3	2
5.4	Financial Reporting & Analysis	2	3	1	1	1	1	3	2	3	2

¹Cell value will contain the correlation value of respective course with PO.

5.5	Project Planning and management of Innovative Ventures	2	3	1	1	1	1	3	2	3	2
5.6	Cross Cultural Management	1	1	2	1	3	2	2	1	1	1
5.7	Corporate Project Report & Presentation	2	3	1	1	1	1	3	2	3	2
Sem-6											
6.1	Research Methodology	2	3	1	1	2	1	3	3	3	2
6.2	Operation Research	2	3	1	1	1	1	3	2	3	2
6.3	Production and Operation Management	1	1	2	1	3	2	2	1	1	1
6.4	International Business	2	3	1	1	1	1	3	2	3	2
6.5	Organizational Change Management	1	1	2	1	3	2	2	1	1	1
6.6	Corporate Finance	2	3	2	2	3	1	3	3	3	2
6.7	Managerial Accounting Business Decision	2	3	2	2	3	1	3	2	3	2
6.8	Corporate Law	2	3	1	2	2	1	3	2	3	2
6.9	Employability Skill Development-I	2	3	2	2	3	1	3	3	3	2
6.10	Community Connect	2	3	1	2	2	1	3	2	3	2
Sem-7											
7.1	Introduction to Business Analytics										
7.2	Spcl1(1 st Paper)	2	3	1	1	1	1	3	2	3	2
7.3	Spcl1(2 nd Paper)	1	1	2	1	3	2	2	1	1	1
7.4	Spcl1(3 rd Paper)	2	3	2	2	3	1	3	3	3	2
7.5	Spcl2(1 st Paper)	2	3	2	2	3	1	3	2	3	2
7.6	Spcl2(2 nd Paper)	2	3	1	2	2	1	3	2	3	2
7.7	Spcl2(3 rd Paper)	2	3	1	1	2	1	3	3	3	2
7.8	Employability Skills Development -2	2	3	1	1	1	1	3	2	3	2
7.9	Summer Training Report & Presentation	1	1	2	1	3	2	2	1	1	1
Sem-8											
8.1	Spcl1(1 st Paper)	2	3	1	1	2	1	3	3	3	2
8.2	Spcl1(2 nd Paper)	2	3	1	1	1	1	3	2	3	2
8.3	Spcl2(1 st Paper)	1	1	2	1	3	2	2	1	1	1
8.4	Spcl2(2 nd Paper)	2	3	2	2	3	1	3	3	3	2
8.5	Strategic Management	2	3	2	2	3	1	3	2	3	2
8.6	Dissertation Report & Viva-Voce	2	3	1	2	2	1	3	2	3	2

1. Slight (Low)

2. Moderate (Medium)

3. Substantial (High)

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ² : CC AECC SEC DSE
				L	T	P		
THEORY SUBJECTS								
1.	6023	BBA123	Marketing Management-I	3	0	0	3	CC
2.	25352	MTH129	Basic Business Mathematics	4	0	0	4	GIEC
3.	25353	BBA142	Business Economics	4	0	0	4	CC
4.	25356	BBA145	Financial Accounting -I	4	0	0	4	CC
5.	25354	BBA143	Principle of Management	4	0	0	4	CC
Practical/Viva-Voce/Jury								
6.	25357	BBP151	Total Personality Development -I	0	0	6	3	SEC
TOTAL CREDITS							22	

² CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 2

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ³ : CC AECC SEC DSE
				L	T	P		
THEORY SUBJECTS								
1	25405	BBA154	Marketing Management-II	3	0	0	3	CC
2	25401	BBA147	Economics Environment of Business	4	0	0	4	CC
3	25402	BBA148	Organizational Behavior	4	0	0	4	CC
4	25403	BBA149	Financial Accounting - II	4	0	0	4	CC
5	25406	BBA155	Economics & Business Legislation	3	0	0	3	GIEC
Practical/Viva-Voce/Jury								
6	25501	BBP153	Total Personality Development -II	0	0	6	3	SEC
TOTAL CREDITS							21	

³ CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 3

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ⁴ : CC AECC SEC DSE
				L	T	P		
THEORY SUBJECTS								
1	25022	BBA 231	International Marketing	3	0	0	3	CC
2	25475	BCM 236	Basic Business Statistics	3	0	0	3	GIEC
3	6084	BBA 214	Human Resource Management	4	0	0	4	CC
4	25476	BBA 269	Intellectual Property Rights and Competition Law	3	0	0	3	CC
5	25477	BBA 270	Entrepreneurship Development	4	0	0	4	CC
6	25027	BBA 236	Business Communications Skills-I	3	0	0	3	SEC
TOTAL CREDITS							20	

⁴ CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 4

S. No .	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ⁵ : 1. CC 2. AECC 3. SEC 4. DSE
				L	T	P		
THEORY SUBJECTS								
1.	25145	BBA242	Marketing Strategy	3	0	0	3	CC
2.	25147	BBA244	Team Building and Leadership	3	0	0	3	CC
3.	6080	BBA210	Financial Management	4	0	0	4	CC
4.	25546	BBA272	Information Technology for Managers	3	0	0	3	CC
5.	25547	BBA273	Environmental Management	2	0	0	2	AECC
6.	25152	BBA249	Business Communications Skills-II	3	0	0	3	SEC
7. Practical/Viva-Voce/Jury								
8.	25368	BCP252	Contemporary Issue in Business	2	0	0	2	PRACTICAL
TOTAL CREDITS							20	

⁵ CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 5

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ⁶ : 5. CC 6. AECC 7. SEC 8. DSE
				L	T	P		
THEORY SUBJECTS								
1.	25077	MBA134	Quantitative Techniques for Business Decision	3	0	0	3	CC
2.	25076	MBA133	Economic Analysis for Business Decisions	3	0	0	3	CC
3.	25653	MBA304	Industrial Relations and Labor Laws	3	0	0	3	CC
4.	25072	MBA129	Financial Reporting & Analysis	3	0	0	3	CC
5.	25654	MBA305	Project Planning and management of Innovative Ventures	3	0	0	3	CC
6.	25212	MBA 145	Cross Cultural Management	3	0	0	3	CC
Practical/Viva-Voce/Jury								
7.	25655	MBP162	Corporate Project Report & Presentation	0	0	6	3	PROJECT
TOTAL CREDITS							21	

⁶ CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 6

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Type of Course ⁷ : 1. CC 2. AECC 3. SEC 4. DSE
				L	T	P		
THEORY SUBJECTS								
1.	25688	MBA311	Research Methodology	3	0	0	3	CC
2.	25337	MBA193	Operation Research	3	0	0	3	CC
3.	25428	MBA163	Production & Operations Mgmt.	3	0	0	3	CC
4.	25422	MBA157	International Business	3	0	0	3	CC
5.	25689	MBA312	Organizational Change Mgmt.	3	0	0	3	CC
6.	25110	MBA139	Corporate Finance	3	0	0	3	CC
7.	25424	MBA159	Managerial Accounting for Business Decisions	3	0	0	3	CC
8.	25690	MBA313	Corporate Law	3	0	0	3	CC
Practical/Viva-Voce/Jury								
9.	25870	MBP164	Employability Skill Development-1	0	0	6	3	AECC
10.	25601	CCU201	Community connects	0	0	4	2	PRACTICAL

⁷ CC: Core Course, AECC: Ability Enhancement Compulsory Courses, SEC: Skill Enhancement Courses, DSE: Discipline Specific Courses

TOTAL CREDITS	29	
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Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 7

S. No.	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Remarks
				L	T	P		
THEORY SUBJECTS								
1.	25236	MBA 226	GLOBAL COMPETITIVENESS ANALYSIS (IB1)	3	0	0	3	DSE
2.	25237	MBA 227	INTERNATIONAL MARKETING (IB2)	3	0	0	3	DSE
3.	25232	MBA 222	INTERNATIONAL HRM (IB3)	3	0	0	3	DSE
4.	25224	MBA 214	PROJECT FINANCE & MANAGEMENT (BF1)	3	0	0	3	DSE
5.	25225	MBA 215	SECURITY ANALYSIS & PORTFOLIO MANAGEMENT (BF2)	3	0	0	3	DSE
6.	25226	MBA 216	TAX PLANNING & MANAGEMENT (BF3)	3	0	0	3	DSE
7.	25227	MBA 217	SERVICES MARKETING (MKT1)	3	0	0	3	DSE
8.	25228	MBA 218	ADVERTISING MANAGEMENT (MKT2)	3	0	0	3	DSE
9.	25229	MBA 219	SALES & DISTRIBUTION MANAGEMENT (MKT3)	3	0	0	3	DSE

10.	25238	MBA 228	LOGISTICS MANAGEMENT - APPLICATION & CASE STUDIES (SCM1)	3	0	0	3	DSE
11.	25239	MBA 229	OPERATIONAL STRATEGIC & IMPLEMENTATION ISSUES IN SCM (SCM2)	3	0	0	3	DSE
12.	25240	MBA 230	RECENT TRENDS IN SCM (SCM3)	3	0	0	3	DSE
13.	25230	MBA 220	COMPENSATION MANAGEMENT (HR1)	3	0	0	3	DSE
14.	25231	MBA 221	EMPLOYEE TRAINING & DEVELOPMENT (HR2)	3	0	0	3	DSE
15.	25232	MBA 222	INTERNATIONAL HRM (HR3)	3	0	0	3	DSE
16.	25459	MBA 297	OPTIMIZATION TECHNIQUES USING EXCEL	3	0	0	3	DSE
17.	25460	MBA 298	DATA ANALYTICS USING R AND EXCEL	3	0	0	3	DSE
18.	25461	MBA 299	PREDICTIVE ANALYTICS USING R AND EXCEL	3	0	0	3	DSE
PRACTICAL/VIVA-VOCE/JURY								
19.	25166	MBA 256	INTRODUCTION TO BUSINESS ANALYTICS	0	0	6	3	CC
20	25167	MBA 257	SUMMER TRAINING REPORT & PRESENTATION	0	0	8	4	PROJECT
21	25490	MBP 213	EMPLOYABILITY SKILL DEVELOPMENT - 2	0	0	6	3	SEC
TOTAL CREDITS							28	

Program Structure
School of Business Studies
MBA (Integrated)
Batch: 2018-2022
Term 8

Program / Branch: MBA (Integrated)

TERM: VIII

Session: 2023-24

S · N o .	Paper ID	Subject Code	Subjects	Teaching Load			Credits	Remarks
				L	T	P		
THEORY SUBJECTS								
1	25310	MBA260	Strategic Management	3	0	0	3	CC
2	25311	MBA261	International Financial Management (FIN1)	3	0	0	3	DSE
3	25312	MBA262	Merger, Acquisition and Corporate Restructuring (FIN2)	3	0	0	3	DSE
4	25384	MBA288	Digital Marketing (MK1)	3	0	0	3	DSE
5	25315	MBA265	Brand Management (MR2)	3	0	0	3	DSE
6	25319	MBA269	Emotional Intelligence & Management Effectiveness (HR1)	3	0	0	3	DSE
7	25318	MBA268	Organizational Design & Structure (HR2)	3	0	0	3	DSE
8	25311	MBA261	International Financial Management (IB1)	3	0	0	3	DSE
9	25312	MBA262	Merger, Acquisition and Corporate Restructuring (IB2)	3	0	0	3	DSE
10	25322	MBA272	Supply Chain Dynamics & E-commerce (SCM1)	3	0	0	3	DSE
11	25321	MBA271	International Transportation & Logistics (SCM2)	3	0	0	3	DSE

1	25563	MBA408	Time Series Analysis with excel and Minitab (BA2)	3	0	0	3	DSE
PRACTICAL/VIVA-VOCE/JURY								
1	25562	MBA407	Data Visualization for Analytics (BA1)	0	0	6	3	DSE
1	25337	MBA249	Dissertation Report & Viva-voce	0	0	12	6	DISSERTATION
TOTAL CREDITS							21	

School: SBS		Batch: 2018-2022	
Program MBA (Integrated)		Current Academic Year: 2018-2019	
Branch:		Semester: I	
1	Course Code	BBA 123	
2	Course Title	Marketing Management-I	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To make students conversant with the challenges raised by the complexity of the marketing environment for managing products and services, communications, channel relationships and other marketing mix factors. 2 Display an awareness of conceptual understanding and best practices in marketing in managing marketing operations 3 Demonstrate their ability to use relevant decision models in recommending appropriate market entry and development options.	
6	Course Outcomes	CO1: Student will be able to define marketing and describe how marketing creates value CO2: Student will be able to describe the Segmentation, Targeting and Positioning CO3: Student will be able to define customer value and satisfaction and describe how data maintenance is an important element in marketing CO4: Student will be able to define buyer decision making process and the factors affecting such decision CO5: Student will be able to define major product decisions CO6: Student will be able to illustrate how these elements interact to create value for consumers	
7	Course Description	In this marketing course, students will learn the fundamentals of marketing management, as they will gradually learn advanced theories and applications through real world business examples, illustrations, cases and exercises. Students will learn how marketing management tools can be used to increase your customer base, improve customer satisfaction and increase your company's overall perceived value	
8			CO Mapping
	Unit 1	Understanding Marketing Process	
	A	Marketing Concept, Creating and delivering customer value,	CO1
	B	Marketing Mix	CO1
	C	Indian Marketing Environment	CO1

	Unit 2	Segmentation, Targeting and Positioning			
	A	Market segmentation, bases for segmentation			CO2
	B	Targeting			CO2
	C	Positioning			CO2
	Unit 3	Creating customer value			
	A	Building Customer value, satisfaction and loyalty			CO3
	B	Maximizing customer lifetime value (CLV)			CO3
	C	Customer Database and database marketing.			CO3
	Unit 4	Analyzing Consumers and selecting Markets			
	A	Buyer Behaviour			CO3
	B	Buying decision process			CO3
	C	Factors effecting buying decisions			CO3
	Unit 5	Product Decisions			
	A	Managing products, Product mix width and line length			CO1, CO3
	B	Product Differentiation and Positioning, Brand Management, brand equity			CO1, CO3
	C	New Product development, Product life cycle			CO1, CO3
	Mode of examination				
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	1. Philip Kotler, P. Keller, K.L. Koshy, A. Jha, M. Marketing Management a South Asian Prospective, Pearson, 2013.			
	Other References	1. V S Ramaswami, S Namakumari, <i>Marketing Management</i> , Macmillan, 2013. 2. RajanSaxena, <i>Marketing Management</i> , Tata McGraw Hill, 2012			

1-Slight (Low)
2-
Moderate (Medium)
3-Substantial (High)

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	2	1	3	1	2	2	3	2	2
CO2	2	2	1	2	1	2	3	2	2
CO3	2	1	1	2	2	2	3	2	2
CO4	1	3	3	2	1	1	3	1	2
CO5	2	1	1	2	1	1	3	1	2
CO6	2	2	2	2	2	2	3	2	2

School: SBS		Batch: 2018-2022	
Program: MBA(Intgd)		Current Academic Year: 2018-2019	
Branch:		Semester: I	
1	Course Code	MTH 129	
2	Course Title	Basic Business Mathematics	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To introduce the concept of business mathematics 2. This course helps to make awareness of the utility of mathematical concepts. 3. This course leads student to develop quantitative ability. 4. This course would expose the students to have the mathematical skills needed to pursue careers in education, business, and/or industry.	
6	Course Outcomes	CO1: The student will be able to identify applications of mathematics. CO2: The student will be able to demonstrate mathematical skills required in mathematically intensive areas in commerce such as Finance. CO3: The student will be able to use equations, formulae, and mathematical expressions and relationships in a variety of contexts. CO4: The student will be able to analyze business problems which can be solved mathematically. CO5: The student will be able to choose mathematical tools accordingly. CO6: The student will be able to develop mathematical ideas from basic axioms.	
7	Course Description	People in business, economic and social sciences are increasingly aware of the need to be able to handle a range of mathematical tools. This module includes analytical and critical thinking skills.	
8	Outline syllabus		CO Mapping
	Unit 1	Basic Review	
	A	Percentages- Application of percentage	CO1, CO2
	B	Profit & Loss	CO1, CO2
	C	Problems based on percentages, profit & loss	CO1, CO2
	Unit 2	Data Interpretation	
	A	Ratio and proportions.	CO1, CO2
	B	Data Interpretation: Tabulation	CO2, CO4
	C	Problems based on Ratio, Proportion & Tables.	CO2, CO4
	Unit 3	System of Linear Equations	
	A	Linear equation, Slope of line, intercepts of linear equation.	CO1, CO3
	B	Solve the system of linear equations graphically, substitution and elimination method	CO3, CO4
	C	Formulation & Application of system of equations- Word	CO3, CO6

		Problem			
	Unit 4	Quantitative Ability			
	A	Time & Distance: Speed problems; Average speed problems			CO1, CO3, CO4
	B	Time & Work: Problems related to work with respect to time.			CO1, CO3, CO4
	C	Problems based on Time			CO4, CO6
	Unit 5	Interest Calculations			
	A	Simple Interest: Definition, Formula of S.I, Problems based on simple interest			CO5, CO6
	B	Compound Interest: Definition, Formula for C.I, Problems based on compound interest			CO5, CO6
	C	Difference between Simple and Compound Interest. Problems based on Interest			CO5, CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	R.S Aggarwal, Quantitative Aptitude, S Chand.			
	Other References	1. Eugene Don, Joel J. Lerner, “Schaum's Outline of Basic Business Mathematics”, Tata McGraw-Hill 2. M. Raghavachari, Mathematics for Management, Tata McGraw-Hill			

POs COs	P O 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	2	...	1	1	1
CO2	2	2	1	1	1	2	1	2	1	1
CO3	2	3	2	1	1	2	2	1	1	2
CO4	2	3	1	1	1	2	1	2	1	1
CO5	1	2	1	1	1	2	...	1	1	2
CO6	2	3	1	1	1	2	1	1	1

School: School of Business Studies		Batch: BBA (2018-2022)
Program: MBA Intgd		Current Academic Year: 2018-2019
Branch: -		Semester: I
1	Course Code	BBA 142
2	Course Title	Business Economics
3	Credits	04
4	Contact Hours	4-0-0
	Course Status	Compulsory
5	Course Description	<i>Business Economics</i> is an introductory course that teaches the fundamentals of microeconomics. This course introduces microeconomic concepts, supply and demand analysis, theories of the firm, Perfect competition and Imperfect Competition. The course attempts to develop a student's ability to think about the economic forces at work in society and give detailed knowledge of microeconomics.
6	Course Objective	<ul style="list-style-type: none"> - To make students understand the basic idea behind business economics. - To make students illustrate various market forces of demand, and supply. - Describe various approaches to production decisions and processes. - To make students examine the significance of costs, and identify these costs in a given economic decision. - Real life examples with illustrations of different market structures under which businesses are undertaken, pertinent regulatory laws, applications of such laws in case of market failure with case studies
7	Course Outcomes	<p>On completion of this course the learners will be able to</p> <p>CO 1 Understand that economics is about the allocation of scarce resources, that scarcity forces choice, tradeoffs exist and that every choice has an opportunity cost</p> <p>CO 2 List the determinants of the demand and supply for a good in a competitive market and explain how that demand and supply together determine equilibrium price.</p> <p>CO 3 Describe the general concept of elasticity for different variables in the demand or supply function and the effect of a given elasticity on economic outcomes</p>
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		CO 4 To define opportunity costs, demonstrate how they affect economic decisions, and identify these costs in a given economic decision CO 5 Distinguish between and identify the key characteristics of perfect competition and imperfect competition	
8	Outline syllabus	CO Mapping	
	Unit A	The Central Concepts of Economics	
	A 1	Introduction to business, Relevance of economics in business	CO1
	A 2	Definition of economics, Scarcity & efficiency: The twin themes of economics Microeconomics vs. Macroeconomics	CO1
	A 3	The Three problems of economic organization	CO1
	Unit B	Basic Elements of Demand and Supply	
	B 1	Demand Schedule, determinants of demand, demand curve, market demand, shifts in demand	CO2
	B 2	Supply Schedule, determinants of supply, supply curve, shifts in supply	CO2
	B 3	Equilibrium of Supply and Demand	CO2
	Unit C	Supply and Demand: elasticity and Applications	
	C 1	Price elasticity of Demand, Income elasticity of Demand & Cross price elasticity of demand	CO3
	C 2	Price Elasticity of Supply	CO3
	C 3	Applications to major business issues	CO3
	Unit D	Production and Cost	
	D 1	Introduction to Inputs and Production Function, Total, Average & marginal product	CO4
	D 2	Economic analysis of Costs, Fixed Cost and variable cost, marginal cost	CO4
	D 3	Opportunity costs	CO4
	Unit E	Market	

1-
Slight
(Low)
2-
Moderate
(Medium)
3-
Substantial
(High)

	E 1	Revenue Concept, Perfect Competition: Features, Price and output determination				CO5
	E 2	Monopoly, Monopolistic Competition: Features, Price and output determination				CO5
	E 3	Oligopoly: concept of cartel				CO5
	Mode of examination	Theory				
	Weightage Distribution	CA	MTE	ETE		
		30%	20%	50%		
	Text book/s*	1. Principles of Managerial Economics (available for free download a. http://www.saylor.org/site/textbooks/Principles%20of%20Managerial%20Economics.pdf) 2. Microeconomics: Theory and Applications Dominick Salvatore 3. Harris Neil, Business Economics – Theory and Application, 2001, Butterworth-Heinemann 4. D. Salvatore: Schaum's Outline: Principles of Economics: TMH, (latest edition)				
	Other References	Guided study will include text readings, articles on contemporary issues in business economics, assignments, case analysis and power point presentations				

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PS O1	PS O2	PS O3	PS O4
CO 1	2	1	1	1	-	-	2	2	1	1
CO 2	2	2	2	1	-	-	2	2	1	1
CO 3	3	2	2	1	-	-	1	2	1	1
CO 4	3	3	3	1	-	1	2	1	1	1
CO 5	2	2	2	1		1	2	1	1	1

School: SBS		Batch: 2018-2022	
Program: MBA (Integrated)		Current Academic Year: 2018-2019	
Branch:		Semester: I	
1	Course Code	BBA 145	
2	Course Title	FINANCIAL ACCOUNTING-1	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To acquaint the students with the concepts, significance and principles of Financial Accounting. 2. To highlight the necessity of accounting process, cash book, pass book and negotiable instruments. 3. To appreciate the relevance of accounting treatment of rectification of errors in financial statements with respect to its impact on profitability of the firm.	
6	Course Outcomes	On completion of this module, the students will be able to CO1: describe the basic concepts and key terms used in Financial Accounting. CO2: Illustrate Journal proper and Special Journal – Cash Book, Ledger and Trail Balance and Execute accounting transactions of negotiable instruments CO3: prepare the bank reconciliation statements and identify the errors made while recording financial transactions and rectify them. CO4: apply the accounting concepts, techniques and analytical skills at an organization level.	
7	Course Description	This course introduces the basic concepts and principles of accounting for preparing the financial statements such as income statement (financial performance) and balance sheet (financial position). The course focuses on detailed understanding of accounting information system, accounting cycle, recording of transactions, reconciling the Cash and Bank book and rectifying the errors in financial statements.	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to Accounting	
	A	Basics of Accounting: Meaning, Definition, Need, Objectives and Functions, Users of accounting information.	CO1
	B	Book keeping and Accounting, Branches of accounting.	CO1
	C	Basic Accounting Terms: Assets, Liability, Capital, Equity, Expense, Income, Expenditure, Revenue, Debtors, Creditors, Goods, Cost, Stock, Purchases, Sales, Profit, Loss, Discount, Drawings.	CO1

	Unit 2	Basic Accounting Principles and Capital & Revenue			
	A	Accounting Principles: Accounting Concepts and conventions.			CO1
	B	Accounting Standards (Indian context) – GAAP etc.			CO1, CO4
	C	Classification of capital expenditure, Revenue expenditure, Deferred revenue expenditure, Capital receipt, Revenue receipts.			CO1
	Unit 3	Accounting Process			
	A	Accounting Equation			CO1
	B	Classification of accounts, Rules of debit and credit.			CO1, CO2
	C	Journal, Subdivision of Journal – Journal Proper, Special Journal – Cash Journal (Simple cash book, Two columnar cash book, Three columnar cash book, Petty cash book), Ledger, Trial Balance.			CO2, CO4
	Unit 4	Negotiable Instruments & Bank Reconciliation Statement.			
	A	Negotiable Instruments - Promissory note, Cheque and Bill of Exchange – Meaning, characteristics and parties involved.			CO1, CO3
	B	Accounting treatment of Negotiable Instruments from the perspective of different parties involved.			CO3, CO4
	C	Bank Reconciliation Statement - Meaning, causes of difference between the two balances, preparation of bank reconciliation statement.			CO3, CO4
	Unit 5	Rectification of errors			
	A	Meaning, Classification of errors, Location of errors.			CO1, CO3
	B	Rectification of errors before preparation of Trial balance, Rectification of errors after the Trial Balance but before preparation of final accounts.			CO3, CO4
	C	Suspense Account, Rectification of errors after preparation of final accounts			CO3, CO4
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	A textbook of Financial Accounting – Dr. A.K. Singhal, Dr. H.J. Ghosh Roy, VAYU Education of India			
	Other References	1. Basic Accounting- Rajni Sofat & Preeti Hiro, Eastern Economy Edition 2. A textbook of Accounting for Management - S.N. Maheshwari and S.K. Maheshwari, Vikas Publishing House Pvt. Limited 3. Accounting and Financial Analysis & Management – Agarwal & Agarwal, Pragati Prakashan, Meerut.			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PS O1	PS O2	PS O3	PS O4
CO 1	2	1	1	1	-	-	2	2	1	1
CO 2	2	2	2	1	-	-	2	2	1	1
CO 3	3	2	2	1	-	-	1	2	1	1
CO 4	3	3	3	1	-	1	2	1	1	1

School: SBS		Batch: 2018-2022
Program: MBA (Intgd)		Current Academic Year: 2018-2019
Branch:		Semester: I
1	Course Code	BBA 143
2	Course Title	Principles of Management
3	Credits	4
4	Contact Hours (L-T-P)	4-0-0
	Course Type	Compulsory
5	Course Objective	<p>1. To understand the concepts of management as and how it can be applied to current environment of the workplace.</p> <p>2. To describe planning process and its importance, evaluation and limitations.</p> <p>3. To know basic organizational structure and levels of hierarchy.</p> <p>4. To understand how managers direct, communicate and motivate employees through leadership.</p>
6	Course Outcomes	<p>CO1: The student will be able to describe various functions of management.</p> <p>CO2: The student will be able to explain the various theories and principles related to management.</p> <p>CO3: The student will be able to apply the elements of organizing and directing in taking managerial decisions.</p> <p>CO4: The student will be able to analyse various organizational designs and challenges for managing the organization effectively.</p> <p>CO5: Observe the controlling process and identify the areas where controlling methods are required.</p>
7	Course Description	<p>The main aim of this course is to develop the understanding about the basic concepts, principles and various theories of management for the benefit of the students aspiring for acquiring managerial positions in national or international organizations in the upcoming future. The course delivers the deep knowledge about the essential functions of management i.e., Planning, Organizing, Staffing, Directing & Controlling. It also provides the awareness the nature and evolution of management.</p> <p>This course also emphasizes on conceptual clarity, working of business processes and applications of basic management concepts in the organizations.</p>
8	Outline syllabus	CO Mapping

	Unit 1	Introduction to Management and Evolution of Management Theories			
	A	Management: Concept and Function, Levels of Management, Managerial roles and skills			CO1
	B	Management Science or Art, Management as Profession, Administration Vs Management			CO1
	C	Classical Management theory: F. W. Taylor, Fayol's principles			CO1, CO2
	Unit 2	Managing Contemporary Planning			
	A	Introduction of planning, Types of Plans: Budget, Policy, Procedure, methods, and rules			CO1
	B	Introduction to strategic, operational, and tactical planning			CO1, CO4
	C	Planning process and limitations			CO1
	Unit 3	Managing Contemporary Organization			
	A	Defining organization structure- Division of work, Departmentalization, Hierarchy (Chain of command and Span of Control)			CO1, CO4
	B	Authority, Responsibility and Delegation, Centralization and Decentralization			CO1
	C	Common organizational Designs- Traditional Designs (Simple, Functional, divisional), Contemporary Designs (Team structures, Matrix/project structures, boundary less organization)			CO1, CO4
	Unit 4	Directing			
	A	Meaning and Significance of Directing			CO3, CO4
	B	Meaning and Importance of Communication, Motivation			CO1, CO3
	C	Meaning and Importance of Leadership, Supervision			CO3, CO3
	Unit 5	Controlling			
	A	Concept and process of control in organization			CO1, CO5
	B	Types of control - Feedback, Feed forward, Concurrent			CO5
	C	Challenges before future Managers			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	Mid- Term	ETE	
		30%	20%	50%	
	Text book/s*	L M Prasad, Principles & Practices of Management, Sultan Chand & Sons, 2007			
	Other References	Koontz O'Donnel – Principles of Management Management by VSP Rao, Excel Publications Robbins & Coulter – Management, Prentice Hall of India, 9th edition			

PO/CO	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	2	2	1	2	1	2	1	1	2
CO2	2	1	---	2	1	2	2	2	1
CO3	1	1	2	1	--	2	1	1	1
CO4	1	1	1	--	2	2	1	1	1
CO5	1	1	1	1	2	1	1	2	1

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA (Integrated)		Current Academic Year: 2018-2019	
Branch:		Semester: I	
1	Course Code	BBP-151	
2	Course Title	Total Personality Development-I	
3	Credits	3	
4	Contact Hours (L-T-P)	0-0-6	
	Course Type	Compulsory	
5	Course Objective	1. To enhance holistic development of students and improve their employability skills 2. Emphasizing on reading a variety of texts. 3. Enacting and analyzing texts and performing them. 4. Time Management and prioritization	
6	Course Outcomes	CO1: The student will be able: To discover and identify intrapersonal, interpersonal skills and be an effective goal-oriented team player. CO2: The student will be able: To demonstrate professional skills with idealistic and practical skills. CO3: The student will be able: To apply and construct communication and pronunciation skills. CO4: The student will be able: To analyse and compare attitude and understand its influence on behaviour. CO5: The student will be able: To measure Time Management and its prioritization CO6: The student will be able: To assess the concept of translating these readings into different set of skills such as debating, JAM and Declamation.	
7	Course Description	To enhance the holistic development of students and improve their employability skills with the help of various tools and also emphasizing on reading variety of texts, enacting them and performing them in order to equip them with appropriate body language and vocal aptitude.	
8	Outline syllabus		CO Mapping
	Unit 1	PERSONALITY: Understanding & Analysing	
	A	Introduction, Need for Personality Development	CO1
	B	SWOT in terms of Self Analysis	CO1

	C	Self-Awareness, Goal Setting			CO1
	Unit 2	Oratory Presentation			
	A	Presenting oneself, Confidence Building			CO2, CO3 &CO4
	B	Extempore and Speech			CO2, CO3 &CO4
	C	Debate, Role Play and JAM			CO2, CO3, CO4
	Unit 3	Non-verbal communication			
	A	Body Language and Para Language			CO3
	B	Attitude and behavior			CO4
	C	Time Management			C06
	Unit 4	Etiquettes: Social, Business, Civic Sense, Social Norms			
	A	Dressing and Dining			CO4, CO5
	B	Telephone & E-mail etiquettes			CO4, CO5
	C	Ethics in Business Communication			CO4, CO5
	Unit 5	Group Discussion & Mock Interviews			
	A	Group Discussion, Group Dynamics and Group Decision			CO1 & CO2
	B	Interview Preparatory Process & Activity			CO1 & CO2
	C	Role Plays, Presentations and Speaking Activities			CO1 & CO6
	Unit 6	Impactful Videos and Follow-ups			
	A	The most Inspiring people (Life-Skills Activities			CO6 &CO5
	B	Book Review of Book 1			CO3
	C	Book Review of Book 2			CO3
	Mode of examination	Practical			
	Weightage Distribution	CA	MTE	ETE	
		60%		40%	
	Text book/s*	Leader interpersonal and influence skills; The soft skills of leadership by E. Riggio and Sheryill. J. Tan			
	Other Referenes	Love has its various ways for Life skills			

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO3
CO1	-	2	1	2	3	2	-	3	3
CO2	1	2	2	3	2	3	2	2	3
CO3	-	2	-	2	3	3	1	3	1
CO4	1	2	1	-	2	2	2	2	2
CO5	1	2	1	1	3	3	-	3	3
CO6	1	2	1	1	2	2	-	3	2

1-Slight (Low) 2-Moderate (Medium) 3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBA 154	
2	Course Title	Marketing Management-II	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	After completing and understanding Marketing Management 1 (till Product Mix), this course will make the students aware and learn about remaining 3 Ps of Marketing Mix and other relevant marketing practices which are being followed now a days in organizations.	
6	Course Outcomes	1 The Student will be able to discover pricing basics and major challenges when prices are being set. 2. The Student will be able to Explain the Importance, selection, motivation and evaluation process of channel members in business functioning 3. The Student will be able to demonstrate the importance of IMC and also classify different promotional tools. 4. The Student will be able to analyze various CRM and Marketing Research Strategies.	
7			CO Mapping
	Unit 1	Pricing Decisions	
	A	Introduction to Pricing Decisions	CO1
	B	Factors influencing pricing	CO1
	C	Pricing methods	CO1
	Unit 2	Place / Distribution decisions	
	A	Introduction to concept 'Place'	CO2
	B	Channel design decisions	CO2
	C	Types and functions of wholesalers and retailers	CO2
	Unit 3	Promotion Decisions	
	A	Integrated Marketing Communication	CO3
	B	Advertising management	CO3
	C	Personal selling, Sales promotion and Sales management	CO3
	Unit 4	Supporting and controlling the marketing effort	
	A	Market research and information system	CO4
	B	Measuring demand and forecasting sales	CO4
	C	Marketing control	CO4

	Unit 5	Customer Relationship Management			
	A	Complaint Management			CO4
	B	Loyalty Development			CO4
	C	Customer Relationship Management Process			CO4
	Mode of examination				
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	2. Philip Kotler, P. Keller, K.L. Koshy, A. Jha, M. Marketing Management a South Asian Prospective, Pearson, 2013.			
	Other References	3. V S Ramaswami, S Namakumari, <i>Marketing Management</i> , Macmillan, 2013. 4. RajanSaxena, <i>Marketing Management</i> , Tata McGraw Hill, 2012			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3
CO 1	2	1	3	1	2	2	3	2	2
CO 2	2	2	1	2	1	2	3	2	2
CO 3	2	1	1	2	2	2	3	2	2
CO 4	1	3	3	2	1	1	3	1	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Ing		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBA 147	
2	Course Title	Economic Environment of Business	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Type	Compulsory	
5	Course Objective	The objective of this course is to familiarize the students with the concepts of the macro-economic environment of business. This course systematically explores the external environment in which businesses operate – legal & regulatory, macroeconomic, cultural, political, technological and natural. Attention will be more on some of the recent changes in the economic environment particularly in the Indian context.	
6	Course Outcomes	On successful completion of this module students will be able to: CO1: Understand the concept, significance and changing dimensions of Business Environment. CO2: Identify various types of Business Environment and tools for scanning the Environment. CO3: To identify different factors affecting the operations of a firm in a business environment. CO4: To interpret the role of economic systems, economic planning, government policies and its impact on business. CO5: Analyse the importance of Multinational corporations, foreign investment and international institutions in business.	
7	Course Description	This course helps learners to understand how the economic environment affects businesses and how government policies, especially financial and monetary policies, impact on business. Learners will increase their awareness of how international economic events and organizations influence business.	
8	Outline syllabus		CO Mapping
	UNIT A	Nature and Dynamics of Business Environment	
	Topic 1	The concept of Business Environment	CO1, CO2
	Topic 2	Significance of Business Environment	CO1, CO2
	Topic 3	Impact of Environment on Business and strategic decisions (PESTEL and SWOT analysis)	CO1, CO2
	UNIT B	Political Environment and Economic Systems	
	Topic 1	Market Economy or Capitalism (Evolution of capitalism and its features)	CO1, CO2

	Topic 2	Planned Economy or Command Economy			CO1, CO2
	Topic 3	Mixed Economy			CO1, CO2
	UNIT C	Economic Growth and Development			
	Topic 1	Economic Growth and Development			CO1, CO3
	Topic 2	Methods to Calculate National Income			CO1, CO3
	Topic 3	Real Income and Nominal Income			CO1, CO3
	UNIT D	MACRO ECONOMIC POLICIES			
	Topic 1	Monetary Policy			CO3, CO4
	Topic 2	Fiscal Policy			CO4
	Topic 3	India's Import –Export Policies			CO4
	UNIT E	GLOBAL/ INTERNATIONAL ENVIRONMENT			
	Topic 1	Globalization			CO5
	Topic 2	Foreign Investment			CO5
	Topic 3	Multinational Corporations			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Justin Paul. Business Environment: Text and cases.			
	Other References	1. Mishra S K & Puri V K - Economic Environment of Business (Himalaya Publishing House, 3 rd Edition). 2. Adhikari M- Economic Environment of Business (Excel Books), 2000, 8th ed, Sultan Chand 3. Francis Cherunilam – Business Environment, Text and Cases (Himalaya Publishing House, 8 th Edition). 4. N. Gregory Mankiw- Principles of Macroeconomics, Cengage Learning			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PS01	PS02	PS03
CO1	3	3	2	1	1	2	-	-	-
CO2	2	3	2	1	1	1	-	-	-
CO3	2	2	2	2	1	2	-	-	-
CO4	2	2	-	1	-	1	-	-	-
CO5	3	1	1	2	1	2	-	-	-

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBA 148	
2	Course Title	Organizational Behaviour	
3	Credits	04	
4	Contact Hours (L-T-P)	4-0-0	
	Course Status	Compulsory	
5	Course Objective	<p>This course aims to improve students understanding of human behaviour in organization and the ability to lead people to achieve more effectively toward increased organizational performance and effectiveness.</p> <p>After completing this course, students should be able to:</p> <ul style="list-style-type: none"> • Understand individual behaviour in organizations, including diversity, attitudes, job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories. • Understand group behaviour in organizations, including communication, leadership, power and politics, conflict, and negotiations. • Understand the organizational system, including organizational structures, human resources, and change. 	
6	Course Outcomes	<p>CO1: To list and define basic organizational behaviour principles, and describe how these influence behaviours in the workplace.</p> <p>CO2: To understand the concepts of OB to influence and manage behaviour in the organization systems.</p> <p>CO3: To demonstrate development of essential people management and good team working skills.</p> <p>CO4: To analyse the behaviour of individuals and groups in organisations in terms of organisational behaviour theories, models and concepts</p> <p>CO5- To understand the leadership and organisational change.</p>	
7	Course Description	<p>This course provides a comprehensive analysis of individual and group behaviour in organizations. Its purpose is to provide an understanding of how organizations can be managed more effectively and at the same time enhance the quality of employees work life.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to OB	
	A	Concept, Meaning, nature and significance of OB	CO1
	B	Contributing Disciplines, Models of OB	CO1
	C	Challenges and limitations of OB	CO1
	Unit 2	Individual Differences	
	A	Perception – Meaning, Factors influencing perception, Errors- Halo Effect, Stereotype, Projection	CO2, CO4
	B	Attitudes- components, functions and job-related attitude	CO2, CO4

	C	Personality- Determinants, Trait Theory- Big 5 Model, MBTI, Freudian Theory of personality	CO2, CO4
	Unit 3	Learning and Motivation	
	A	Learning Concepts and Theories- Classical, Operant, and social learning theory	CO2, CO4
	B	Motivation– Concept, types and importance	CO2, CO4
	C	Theories of Motivation- Hierarchy of needs, two factor theory	CO2, CO4
	Unit 4	Groups and Teams	
	A	Group: Concept, Types of Groups, Group Development Process (Tuckman),	CO2, CO4
	B	Team: Meaning, Difference between groups and teams, types of teams	CO2, CO3
	C	Group Decision Making process and Techniques- Brainstorming, Nominal Group Technique, Delphi Technique, Social Loafing and Group think	CO2, CO3
	Unit 5	Leadership and Organizational Change	
	A	Leadership Theories- Trait theory, Behavioral theory (Ohio, Michigan, Managerial Grid)	CO5
	B	Situational (path goal theory); Difference between leader and manager	CO5
	C	Change: Concept, Kurt Lewin’s Model, Resistance to change, overcoming resistance to change	CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Aswathappa K. - Organizational Behavior, Himalaya Publishing House	
	Other References	1. Kavita Singh, “Organization Behavior”, Pearson ed. 2010 2. L. M. Prasad “Organizational Behavior”, Sultan Chand and Sons	

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	1	3	2	1
CO2	1	1	1	1	2	2	1	2	2
CO3	1	1	1	2	1	2	2	1	2
CO4	1	2	1	1	2	2	2	1	1
CO5	1	2	1	1	1	2	2	1	1

School: SBS		Batch: 2018-2022	
Program: MBA Integrated		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBA 149	
2	Course Title	FINANCIAL ACCOUNTING-2	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To acquaint the students with the concepts, significance and principles of Financial Accounting. 2. To highlight the necessity of accounting process, basic structure of financial statements. 3. To appreciate the relevance of accounting treatment of depreciation and financial statements with respect to its impact on the profitability of the firm.	
6	Course Outcomes	On completion of this module, the students will be able to CO1: describe the basic concepts and key terms used in Financial Accounting. CO2: Explain and recognise elements of financial statements and record transactions. CO3: prepare and critically analyse the financial statements. CO4: apply the accounting concepts, techniques and analytical skills at an organization level.	
7	Course Description	This course introduces the basic concepts and principle of the accounting for preparing the financial statements such as income statements such as income statement and balance sheet. Several important concepts will be studied in detail including accounting cycle, recording of transactions, and treatment of depreciation and preparation of financial statements.	
8	Outline syllabus		CO Mapping
	Unit A	Depreciation Accounting	
	A	Concept of depreciation; Meaning, Causes of depreciation; Basic features of depreciation; Depreciation, Depletion, Amortization, and Dilapidations Meaning of depreciation Accounting; Objectives of providing depreciation;	CO1
	B	Methods of providing depreciation- fixed instalment method & diminishing balance method.	CO1, CO4
	C	Provisions and Reserves	CO1
	Unit B	Final Accounts with adjustments	

	A	Introduction to Final Accounts – Trading Account, Profit & Loss Account, Balance Sheet.			CO1, CO2
	B	Preparation of Trading, Profit & Loss Account, Manufacturing Account and Balance Sheet (with adjustments).			CO2, CO3
	C	Marshalling of Balance Sheet			CO3
	Unit C	Inventory Valuation & Goodwill Valuation.			
	A	Meaning of inventory, Objectives of inventory valuation, Inventory systems.			CO1
	B	Methods of valuation of inventory: FIFO, LIFO, HIFO.			CO1, CO3
	C	Goodwill Valuation			CO3, CO4
	Unit D	Understanding Corporate Financial Statements in Annual reports			
	A	Introduction, Features of Balance Sheet, Assets (Application of funds), Miscellaneous Expenditure and debit balance in profit & Loss Account, Liabilities (Sources of funds), Loan Funds, Shareholders’ fund.			CO1, CO2
	B	Meaning, Objectives, Process, Uses, Limitations of financial statement analysis.			CO2, CO3
	C	Types of analysis			CO3, CO4
	Unit E	Ratio Analysis			
	A	Meaning, Nature and Significance of Ratio Analysis.			CO1
	B	Ratio Analysis (Liquidity Ratios, Turnover ratios)			CO1, CO4
	C	Ratio Analysis (Solvency Ratios, Profitability Ratios, Valuation Ratios)			CO1, CO4
	Mode of examination	Theory			
	Weightage Distribution	CA 30%	MTE 20%	ETE 50%	
	Text book*	1. A textbook of Financial Accounting – Dr.A.K. Singhal, Dr. H.J. Ghosh Roy, VAYU Education of India			
	Other references	4. Basic Accounting- RajniSofat&Preeti Hiro, Eastern Economy Edition 5. A textbook of Accounting for Management - S.N. Maheshwari and S.K. Maheshwari, Vikas Publishing House Pvt. Limited. 6. Accounting and Financial Analysis & Management – Agarwal & Agarwal, PragatiPrakashan, Meerut			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PS O1	PS O2	PS O3	PS O4
CO 1	2	1	1	1	-	-	2	2	1	1
CO 2	2	2	2	1	-	-	2	2	1	1

CO 3	3	2	2	1	-	-	1	2	1	1
CO 4	3	3	3	1	-	1	2	2	2	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: School of Business Studies		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBA 155	
2	Course Title	Economic and Business Legislation	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Compulsory	
5	Course Objective	The objective of this course is to 1.Develop an understanding he relationship between law and business 2.Provide an overview of economic and business laws that affects the conduct of business in India	
6	Course Outcomes	On the completion of the course the student will be able to CO1: To list the necessary elements affecting the legality of contracts entered into by parties in business CO2: To identify the various types of business organisations CO3: To understand the essentials of a Contract of Sale CO4. To appraise about different consumer dispute redressed agencies, their constitution, jurisdiction and powers CO5: To summarize how foreign exchange dealings are managed and regulated by FEMA and what is the offence of Money Laundering	
7	Course Description	The course introduces the students to the basics of various economic and business Legislations governing business activities.	
8	Outline syllabus		CO Mapping
	Unit 1	Business Contracts	
	A	Indian Contract Act 1872; Essentials of a Valid Contract	CO1
	B	Discharge of Contract, Breach of Contract, Remedies	CO1
	C	E contract	CO1
	Unit 2	Business Organizations	
	A	Indian Partnership Act 1932 - Essentials of partnership, Kinds of partners	CO3
	B	Registration of Partnership Firms, Effects of non-registration, Rights and Liabilities of Partners	CO3
	C	Brief overview of The Limited Liability Partnership Act, 2008	CO3
	Unit 3	Business Transactions	
	A	The Sales of Goods Act 1930; Essentials of a contract of	CO2

		sale, Sale and agreement to sell,	
	B	Conditions and Warranties, Nemo Dat Quod Non- Habet,	CO2
	C	Rights of Buyers and Sellers	CO2
	Unit 4	Consumer Protection Act 1986	
	A	The Consumer Protection Act 1986: Objectives of Consumer Protection Act, Rights of Consumer,	CO4
	B	Consumer, Grounds of filing complaint	CO4
	C	Consumer dispute, Consumer Dispute Redressal Agencies	CO4
	Unit 5	Foreign Payment Transactions	
	A	A brief overview of Foreign Exchange Management Act, 1999	CO5
	B	The Prevention of Money Laundering Act, 2002: Offence of Money Laundering	CO5
	C	Economic Offences in India	CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Business and Corporate Laws, Dr Harpreet Kaur, LexisNexis	
	Other References	<ul style="list-style-type: none"> Laws for Business, MM Sulphery & Az-har Basheer, Third edition, PHI publications Legal Aspects of Business, Ravinder Kumar, Cengage Learning, Second impression 2009 Legal Aspects of Business, RSN Pillai & Bagavathi, S Chand Publications Business Law, PC Tulsian & Bharat Tulsian, Third edition, McGraw Hill Education (pvt) Ltd 	

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3
CO 1	2	1	1	2	2	-	2	-	1
CO 2	2	1	1	2	1	-	2	2	1
CO 3	3	2	2	2	2	1	2	2	2
CO 4	2	1	1	1	1	2	2	2	1
CO 5	2	1	1	3	2	-	1	1	1

1-Slight (Low) 2 -Medium,3-High

School: SBS		Batch: 2018-2022	
Program: MBA INT		Current Academic Year: 2018-2019	
Branch:		Semester: II	
1	Course Code	BBP-153	
2	Course Title	Total Personality Development-II	
3	Credits	3	
4	Contact Hours (L-T-P)	0-0-6	
	Course Type	Compulsory	
5	Course Objective	5. To enhance holistic development of students and improve their employability skills. 6. Emphasizing on reading a variety of texts and developing social skills. 7. To enhance Listening Skills in order to follow instructions actively. 8. Enacting, analyzing texts and performing them through written and listening skills.	
6	Course Outcomes	CO1: The student will be able: To discover and identify intrapersonal, interpersonal skills and be an effective goal-oriented team player. CO2: The student will be able: To demonstrate professional skills with idealistic and practical skills. CO3: The student will be able: To apply and construct communication and pronunciation skills. CO4: The student will be able: To analyse and compare attitude and understand its influence on behaviour. CO5: The student will be able: To measure and evaluate text for validity and accuracy. CO6: The student will be able: To assess the concept of translating these reading, writing and listening into different set of skills such as proof reading, ability to convey messages through verbal and non-verbal communication.	
7	Course Description	To enhance the holistic development of students and improve their employability skills with the help of various tools and also emphasizing on reading variety of texts, enacting them and performing them in order to equip them with appropriate body language and vocal aptitude.	
8	Outline syllabus		CO Mapping
	Unit 1	Debates	
	A	How to facilitate a debate?	CO1
	B	Difference between Interactive and Functional Debates	CO1
	C	Practice Session	CO1
	Unit 2	Communication Interpersonal Skills	
	A	Principles of Interpersonal Communication Skills	CO2, CO3 & CO4
	B	Importance of Empathy vs. Sympathy/EQ vs. IQ	CO2, CO3 & CO4
	C	Social Skill Development Methods	CO2, CO3, CO4 & 6
	Unit 3	Introduction to use of Tenses	

	A	Recap of Concept of Tenses Past/ Future and Present)			CO3
	B	Worksheets on Tenses			CO4
	C	Sentence Correction drill			CO54
	Unit 4	Reading Skills			
	A	Importance of Reading Skills & Four basic effective reading			CO4, CO5
	B	TOEFL Reading Passages			CO4, CO3
	C	Comprehensions			CO4, CO5
	Unit 5	Listening Skills			
	A	Importance of Listening Skills			CO1 & CO2
	B	Difference between Active and Passive Listening			CO1 & CO2
	C	Poor Listening vs. Effective Listening			CO6 & CO5
	Unit 6	Impactful Videos and Follow-ups			
	A	The most Inspiring people (Life-Skills Activities			CO6 & CO4
	B	Book Review of Book 1			CO3
	C	Book Review of Book 2			CO3
	Mode of examination	Practical			
	Weightage Distribution	CA	MTE	ETE	
		60%		40%	
	Text book/s*	Leader interpersonal and influence skills; The soft skills of leadership by E. Riggio and Sheryill. J. Tan &			
	Other References	Wren Martin: Books on Grammar Stephen M Covey - 7 Habits of Highly Effective People (Book)			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	1	2	-	2	3	2	-	2	3	
CO 2	-	3	2	3	2	3	2	3	3	
CO 3	2	-	3	2	2	3	2	3	1	
CO 4	1	2	1	-	2	2	2	2	2	
CO 5	1	2	2	1	2	3	-	3	3	
CO 6	1	2	1	1	2	2	-	3	2	

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: School of Business Studies		Batch: 2018-2022	
Program: MBA		Current Academic Year: 2019-2020	
Branch: -		Semester: III	
1	Course Code	BBA231	
2	Course Title	International Marketing	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Discipline Specific Course	
5	Course Description	To give an overview of the scenario on international marketing which offer unlimited opportunities to the organization. 2. To equip students with the understanding of environments with capability to develop products and other marketing mix elements to develop effective international market plan.	
6	Course Objective	1. To make students explain the concept of International Marketing. 2. To make students analyze the various environmental variables affecting International Marketing 3. To make students explain various product and price strategies followed in International Marketing 4. To make students explain various distribution and promotion strategies followed in International Marketing 5. To make students assess the Foreign Trade Policy and Documentation structure facilitating international marketing	
7	Course Outcomes	After the completion of the course the students will be able to: CO1: To make the students understand the basics of international marketing and its role in competitive Globalized markets CO2: To equip the students with core concepts and knowledge related to International Marketing ever changing disruptive product innovations. CO3: To inculcate the students with state-of-the-art Knowledge expertise and skill development to handle product innovations in international markets CO4: To nurture the students with strategic knowledge base of upcoming international trade facilitation trends and procedures CO5: To mould the students as professionals in Foreign trade documentation with sound analytical domain knowledge	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to International Marketing	
	A 1	<ul style="list-style-type: none"> Nature and scope, basis of international trade 	CO1

	A 2	<ul style="list-style-type: none">Difference between domestic, international, multinational, global and transnational marketing	CO1		
	A 3	<ul style="list-style-type: none">EPRG framework	CO1		
	Unit B	International Business Environment			
	B 1	<ul style="list-style-type: none">Scanning of International Environment: Social, cultural, political and legal environments	CO2		
	B 2	<ul style="list-style-type: none">Market analysis and foreign market entry strategies, trade barriers, regional and international agreements	CO2		
	B 3	<ul style="list-style-type: none">International marketing research and information system	CO2		
	Unit C	International Marketing- Product & Price			
	C 1	<ul style="list-style-type: none">Product strategies: International product planning, product design strategies – standardization v/s customization (adaptation), adoption and diffusion of new products	CO3		
	C 2	<ul style="list-style-type: none">branding strategies, international product life cycle	CO3		
	C 3	<ul style="list-style-type: none">Pricing Strategies: Methods of pricing, factors affecting international pricing, transfer pricing, dumping, price escalation, balance of trade, balance of payments	CO3		
	Unit D	International Marketing- Distribution & Promotion			
	D 1	<ul style="list-style-type: none">Distribution Strategies: Direct and indirect channels of distribution, factors affecting channel decisions, international channel members – their role and functions	CO4		
	D 2	<ul style="list-style-type: none">Promotion Strategies: Promoting product/ service in international market, advertising decisions – standardization v/s localization, media decisions	CO4		
	D 3	<ul style="list-style-type: none">IMC in International Marketing	CO4		
	Unit E	Exim Policy & Documentation			
	E 1	<ul style="list-style-type: none">Overview of EXIM Policy	CO5		
	E 2	<ul style="list-style-type: none">Basic understanding of export & import documentation and procedures	CO5		
	E 3	<ul style="list-style-type: none">Issues in international Marketing	CO5		
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	International Marketing, P.K. Vasudeva, (Excel)			
	Other References	1. Jain Subhash C., ‘International Marketing’, South – Western Thomson Learning 2. Cateura Philip R and Graham John L, International Marketing, TMH			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO 2	PSO 3	PSO4
CO 1	2	1	-	-	1	1	2	1	1	1
CO 2	1	2	1	-	2	1	2	2	1	2
CO 3	1	2	-	2	1	1	2	2	2	2
CO 4	1	2	2	2	2	1	2	2	2	2
CO 5	1	2	-	1	2	1	2	2	2	2
Avg	1.20	1.80	1.50	1.67	1.60	1.00	2.00	1.80	1.60	1.80

School: SBS		Batch :2018-2022
Program: MBA(INTGD)		Current Academic Year: 2019-2020
Branch:		Semester: III
1	Course Code	BCM 236
2	Course Title	Basic Business Statistics
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory
5	Course Objective	1. People in business, economic and social sciences are increasingly aware of the need to be able to handle a range of statistical tools. 2. This foundation module is designed to fill this need into several practical and powerful applications of statistics. 3. The idea is to present the basic statistics and emphasis the application of statistics for management problems. 4. The emphasis is on developing competence in using basic statistical methods in understanding and interpreting data. 5. The module also aims on getting students familiarize with the usage of basic tools and techniques in obtaining statistical measure and interpreting the same.
6	Course Outcomes	At the end of the course students will be able to: CO1: The student will be able to identify basic numerical processes within a statistical context. CO2: The student will be able to interpret data in view of evidences. CO3: The student will be able to solve various problems of statistics. CO4: The student will be able to analyze data make predictions of the future

7	Course Description	In this course, you will learn how to apply statistical tools to analyze data, draw conclusions, and make predictions of the future. The course will begin with data distributions, followed by probability analysis, sampling, hypothesis testing, inferential statistics, and, finally, regression.		
8	Outline syllabus			CO Mapping
	Unit 1	Introduction to Statistics and Representation of Data		
	A	Statistics- Definition and functions. Scope and limitations of statistics.		CO1
	B	Collection of data and formulation of frequency distribution. Diagrammatic presentation of data-bar graph and pie charts.		CO1, CO2
	C	Graphical presentation of frequency distribution- Histograms, ogive curves		CO1, CO2, CO3
	Unit 2	Sampling and Probability		
	A	Introduction, concept of population, Sampling, Probability sampling and non-Probability Sampling		CO1
	B	Basic Probability, Conditional Probability		CO1, CO3
	C	Applications of Probability		CO2, CO3
	Unit 3	Measures of Central Tendency		
	A	Arithmetic Mean and its properties. Methods of calculating Mean The Weighted Arithmetic Mean, Correcting incorrect mean		CO1, CO2
	B	Median and Mode, Significance of median and mode, Relation among Mean, median and Mode.		CO1.CO2. CO3
	C	Partition values: quartiles, deciles and percentiles		CO2, CO3
	Unit 4	Measures of Dispersion		
	A	Introduction to Dispersion, range, IQR, quartile deviation.		CO1, CO2
	B	Methods of calculating Mean deviation		CO2, CO3
	C	Methods of calculating standard deviation and coefficient of variance.		CO3, CO4
	Unit 5	Relationship Between Variables		
	A	Basic Linear correlation (Two variables), Karl Pearson’s correlation coefficient, Spearman’s Rank correlation coefficient.		CO1, CO2
	B	Simple and Multiple Linear regression		CO3, CO4
	C	Problems based on correlation and regression		CO3, CO4
	Mode of examination	Theory		
	Weightage Distribution	CA	MTE	ETE
		30%	20%	50%
	Text book/s*	• Gupta S.P., Gupta, M.P., Business Statistics, Sultan Chand & Co		
	Other References	• Vohra N D, Business Statistics, Tata McGraw Hill, Sharma J.K, Business Statistics, Pearson		

Pos Cos	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PS O1	PS O2	PS O3	PS O4
CO1	2	2	1	1	2	2	...	1	1
CO2	2	3	2	1	1	2	--	1	1	--
CO3	2	1	1	2	2	1	1	2	1	1
CO4	2	2	1	1	2	2	...	1	1	1

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2019-2020	
Branch: -		Semester: III	
1	Course Code	BBA 214	
2	Course Title	Human Resource Management	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Status	Compulsory	
5	Course Description	The course has been designed to enable the students to address the human resource management practices in organizations, by providing a strong foundation in HR related issues.	
6	Course Objective	<ul style="list-style-type: none"> The course is designed to impart basic knowledge about HRM scope, objectives and functions The course aims to build students' interest and capability to perform basic HRM functions and tasks. It further aims to build students' interest and capability to take HRM as specialization for studies at Master level. 	
7	Course Outcomes	CO1: Explain the importance of human resources and their effective Management in organizations. CO2: Demonstrate a basic understanding of fundamental concepts, Principles, techniques of Manpower planning. CO3: Analyze the relevance & methods of recruitment, selection & Induction with reference to the effectiveness of the organization. CO4: Explore the conceptual basis of training and development & be able to choose the suitable type of training according to organizational need. CO5: Analyze the importance of the performance management system in enhancing employee performance & its impact on compensation.	
8	Outline syllabus		CO Mapping
	Unit A	Basics of HRM	
	A 1	<ul style="list-style-type: none"> Human Resources- Meaning; Concept & scope; Evolution of HRM, PM Vs HRM, SHRM Vs HRM 	CO1, CO2
	A 2	<ul style="list-style-type: none"> HRM: HRM Functions-Managerial & Operative; Current Issues & Challenges, HR as competitive advantage. 	CO1, CO2
	A 3	<ul style="list-style-type: none"> Objectives of HRM, Role of HR Manager, HR Plans & policies 	CO1, CO2
	Unit B	Manpower Planning & Recruitment	
	B 1	<ul style="list-style-type: none"> Job Analysis-meaning-Job Description & Job Specification, Implications of Job Analysis 	CO2
	B 2	<ul style="list-style-type: none"> Manpower Planning- Purpose & Process, Demand & Supply Forecasting 	CO2
	B 3	<ul style="list-style-type: none"> Recruitment-Concept, Sources 	CO2, CO3

	Unit C	Selection & Induction			
	C 1	<ul style="list-style-type: none"> Selection Concept- Meaning & Purpose 			CO3
	C 2	<ul style="list-style-type: none"> Selection Process (From Screening to Induction) 			CO3
	C 3	<ul style="list-style-type: none"> Induction / Orientation-Concept & Process 			CO3
	Unit D	Training			
	D 1	<ul style="list-style-type: none"> Training-Importance, objectives & Process (ADDIE Model), Difference b/w Education, Training & Development 			CO4
	D 2	<ul style="list-style-type: none"> Methods of Employee Training – On the Job Methods (Apprenticeship, Mentoring & Job Rotation) 			CO4
	D 3	<ul style="list-style-type: none"> Training-Off the Job Methods (Lectures, Vestibule Training, Case Analysis) 			CO4
	Unit E	Performance Appraisal & Compensation			
	E 1	<ul style="list-style-type: none"> Concept and Objectives of Performance Appraisal, Process of PA 			CO5
	E 2	<ul style="list-style-type: none"> Rating & Ranking Method, Forced Distribution, 360 Degree Appraisal, Errors in Performance appraisal, 			CO5
	E 3	<ul style="list-style-type: none"> Direct & Indirect Compensation components 			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	<ul style="list-style-type: none"> Human Resource Management, K Satrapi, McGraw Hill, New Delhi 			
	Other References	<ul style="list-style-type: none"> Human Resource Management: Text and Cases, Rao VSP, Second edition, Excel Books, New Delhi. Fundamentals of Human resource Management, Decinzo Robbins, Eleventh Edition, Wiley 			

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	2	2	2	1	2	2	1	2	1
CO2	2	1	1	1	1	1	1	1	1
CO3	3	1	2	2	2	3	1	1	1
CO4	3	2	1	1	1	2	2	1	1
CO5	2	1	1	1	2	1	1	1	1

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: School of Business Studies		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2019-2020	
Branch: -		Semester: III	
1	Course Code	BBA 269	
2	Course Title	Intellectual Property Rights and Competition Law	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0 -0	
	Course Status	Compulsory	
5	Course Description	The course covers the basic aspects of IPR such as Copyrights; Patents; Trademarks; Industrial Designs; Geographical Indication. Further, the course covers the Law relating to Competition in India and its intersection with IPR.	
6	Course Objective	The purpose of this course is to enable students: <ol style="list-style-type: none"> 1. Acquaint them about fundamental aspects of Intellectual Property Rights. 2. Understand the different kinds of Intellectual Property rights 3. Deepen their understanding for the need of protecting Intellectual Property Rights. 4. To acquaint them with the basic knowledge of competition law and anti-competitive practices that is adopted in the commercial world. 	
7	Course Outcomes	CO1: To describe the importance and need of Intellectual Property Rights CO2: To classify and differentiate various types of Intellectual Property Rights CO3: To illustrate a Patent, Industrial design and Trade secret CO4: To evaluate the need of Competition Law and identify issues involved in anticompetitive practices CO5: To assess the intersection between Competition and IPR	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to Intellectual Property Rights	
	A 1	<ul style="list-style-type: none"> • International Genesis and Development of IPR. 	CO1
	A 2	<ul style="list-style-type: none"> • Introduction and the need for intellectual property rights 	CO1
	A 3	<ul style="list-style-type: none"> • IP Law infringement in a digital world 	CO1
	Unit B	Copyrights and Trademarks, Geographical Indications	
	B 1	<ul style="list-style-type: none"> • Meaning and Scope. 	CO2
	B 2	<ul style="list-style-type: none"> • Various Copyright and Trademark issues around the World. 	CO2

	B 3	<ul style="list-style-type: none">Geographical Indication – Meaning, importance	CO2		
	Unit C	Patents, Industrial Designs, Trade Secret			
	C 1	<ul style="list-style-type: none">What is a patent, what is protected by a patent	CO3		
	C 2	<ul style="list-style-type: none">Rights of a patent holder	CO3		
	C 3	<ul style="list-style-type: none">Industrial designs and Trade secret	CO3		
	Unit D	Competition Law			
	D 1	<ul style="list-style-type: none">Why do we need Competition?	CO4		
	D 2	<ul style="list-style-type: none">Abuse of dominant Position, Anti competitive agreement	CO4		
	D 3	<ul style="list-style-type: none">Regulation of Competition	CO4		
	Unit E	Competition Commission of India			
	E 1	<ul style="list-style-type: none">Structure and Function of CCI	CO5		
	E 2	<ul style="list-style-type: none">Competition Advocacy in India	CO5		
		<ul style="list-style-type: none">Competition and IPR	CO5		
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	B.L. Wadehra; Law Relating to Patents, Trade Marks, Copyright, Designs &Geographical Indications; Universal law Publishing Pvt. Ltd., India 2000			
	Other References	<ul style="list-style-type: none">Intellectual Property Rights: Unleashing the Knowledge Economy by Prabuddha Ganguli, Tata McGraw-Hill Publishing Company, 2001Ajit Parulekar and Sarita D’ Souza, Indian Patents Law – Legal & Business Implications; Macmillan India ltd, 2006P. Narayanan; Law of Copyright and Industrial Designs; Eastern law House, Delhi, 2010			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3
CO 1	2	1	1	2	2	1	2	1	1
CO 2	3	1	2	2	1	1	2	2	1
CO 3	3	3	2	2	2	1	3	2	2
CO 4	2	1	1	3	2	2	3	2	1

CO 4	2	1	1	3	2	2	3	2	1
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1 Slight (Low) 2-Moderate (Medium) 3-Substantial (High)

School: SCHOOL OF BUSINESS STUDIES		Batch: MBA Integrated (2018-2022)
Program: MBA(Int.)		Academic Year 2019-2020
Branch: -		Semester: III
1	Course Code	BBA 270
2	Course Title	Entrepreneurship Development
3	Credits	4
4	Contact Hours (L-T-P)	4-0-0
Course Status		
5	Course Description	The entrepreneurship course aims at developing the entrepreneurial spirit and abilities among the students. This course will broaden a basic understanding obtained in the functional areas as they apply to new venture creation and growth, the business plan, and obtaining funding. The objective is to equip the students with the necessary knowledge, skills and competencies which are required to become a successful entrepreneur.
6	Course Objective	1. To provide an understanding and necessary knowledge, skills and competencies for becoming a successful entrepreneur. 2. To help in identifying and exploiting opportunities and developing business plans. 3. To give necessary knowledge required to deal with the various issues relating to starting a new enterprise. 4. Equip the necessary knowledge and skill sets required for managing the established enterprise. 5. To help the students in understanding the entrepreneurial development framework available in India along-with Start-Up India and Make in India initiative.
7	Course Outcomes	The student will be able to: CO1: Describe and demonstrate the knowledge, skills and competencies relating to entrepreneur and entrepreneurship. CO2: Understand, classify and explain entrepreneurship along-with the entrepreneurial development framework available in India including Start-Up India and Make in India initiative. CO3: Demonstrate and apply the knowledge of Idea generation techniques, feasibility analysis, Opportunity identification and selection.

		CO4: Analyze the given business opportunity, business plan and demonstrate the knowledge of various issues involved in starting and managing growth of a new enterprise. CO5: Assess and evaluate opportunity, business plan and the entrepreneurial environment available to new start-ups and MSMEs. CO6: Create, develop and present the business plan based on an identified opportunity.	
8	Outline syllabus		CO Mapping
	Unit A	Understanding Entrepreneurship and the Entrepreneur	
	A 1	<ul style="list-style-type: none"> Why Entrepreneurship The Concept & Process of Entrepreneurship Exercise/Activity: Identify your entrepreneurial potential 	CO1, CO2
	A 2	<ul style="list-style-type: none"> Types of entrepreneurships and entrepreneur Entrepreneur Vs. Manager Vs. Intrapreneur The Women & Social Entrepreneurship: Opportunities & Challenges 	CO2
	A 3	<ul style="list-style-type: none"> The Qualities, Characteristics & Competencies of an Entrepreneur An overview of corporate Entrepreneurship Exercise/Case study 	CO1, CO2
	Unit B	Idea, Opportunity and the Business Plan Development	
	B 1	<ul style="list-style-type: none"> Idea vs. Opportunity and Idea generation techniques Identifying/ sources of opportunities and evaluating opportunities Idea generation exercise 	CO3, CO4, CO5
	B 2	<ul style="list-style-type: none"> Doing Feasibility Analysis: Product, Market, Economic, Organizational, Technical, and financial feasibility Exercise/ Activity to conduct Feasibility Analysis 	CO1, CO3
	B 3	<ul style="list-style-type: none"> Writing and Presenting effective Business Plans Business model and its dimensions Exercise/ Discussion of Business Plan Formulation 	CO1, CO2, CO6
	Unit C	Launching the New Enterprise	
	C 1	<ul style="list-style-type: none"> Forming the New venture Team Selecting appropriate Business Ownership Structure Exercise/ Activity: Forming New Venture Team 	CO2, CO4
	C 2	<ul style="list-style-type: none"> IPR issues in starting an enterprise Legal aspects of a business 	CO4
	C 3	<ul style="list-style-type: none"> Financing the New Venture: Various sources of 	CO1, CO4

		finance including Angel Investors; Venture capitalist; Private equity and IPO			
		<ul style="list-style-type: none">Steps and Procedures to start a small-scale enterprise in India			
	Unit D	Managing the Growth and Exit of the firms			
	D 1	<ul style="list-style-type: none">Understanding the Stages of an Entrepreneurial VentureThe Strategies of growthCase study	CO4		
	D 2	<ul style="list-style-type: none">Managerial mindset vs. Entrepreneurial mindset in decision makingKey factors to be considered during the Growth StageGroup Presentation/ Business Plan Presentation	CO2, CO4		
	D 3	<ul style="list-style-type: none">The Exit Strategy for a businessGroup Presentation/ Business Plan Presentation	CO4		
	Unit E	Understanding the Entrepreneurship Development Framework in India			
	E 1	<ul style="list-style-type: none">An overview of MSMEs in India and MSME Act.Policies, Schemes & Incentives available to entrepreneurs in India	CO2, CO5		
	E 2	<ul style="list-style-type: none">Understanding the Institutional (National, State and District level) support Systems for Entrepreneurship Development in IndiaAn overview of Start-up India & Make in India Initiatives	CO2, CO5		
	E 3	<ul style="list-style-type: none">Group Presentation/ Business Plan Presentation	CO6		
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Entrepreneurship: A South Asian Perspective by Donald F. Kuratko & T.V. Rao, Cengage Learning,			
	Other References	<ul style="list-style-type: none">Entrepreneurship by Hirsch & Peters; McGraw Hill Publication.Essentials of Entrepreneurship and Small Business Management by Norman Scarborough and Jeffery R Cornwall, Published by Pearson India; 8EEntrepreneurship and Innovation in			

		Corporations (2008); Morris Michael H. Kuratko, Donald F. & Covin Jeffrey G., Cengage Learning	
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POs/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	2	1	2	-	-	3	3	2	3
CO2	2	-	2		2	3	2	2	3
CO3	3	2	3	1	-	2	3	2	2
CO4	2	1	2	3	2	2	3	2	3
CO5	1	2	2	3	3	1	2	1	3
CO6	-	3	1	2	3	2	-	2	-

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Integrated		Current Academic Year: 2019-2020	
Branch:		Semester: III	
1	Course Code	BBA236	
2	Course Title	Business Communication Skills - 1	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	The objectives are: 1. To make students understand basics of Business Communication and their functional relationship with management. 2. To hone students' writing skills. 3. To develop their Speaking and listening skills. 4. To enable students to apply various communication skills effectively.	
6	Course Outcomes	CO1: The students will be able to understand basics of Business Communication and their relevance to business growth. CO2: The students will be able to prepare effective professional documents. CO3: The students will be able to demonstrate effective speaking skills CO4: The students will be able to apply various communication skills for business/Professional growth.	
7	Course Description	Communication plays a crucially important role in the development of personality, in getting a good job and in all aspects of a business. The purpose of this course, therefore, is to equip students with required communication skills.	
8	Outline syllabus		CO Mapping
	Unit 1	Business Communication	
	A	Introduction to and Objectives of Business Communication	CO1
	B	Elements & Process of Communication	CO1
	C	Types & Levels of Communication, barriers to Communication	CO1
	Unit 2	Business Writing – 1	
	A	Steps: Planning, Prewriting, Final writing, Revising	CO2, CO4
	B	Approaches: Direct, Indirect, Tailoring language and content to the audience	CO2, CO4
	C	7 Cs of Communication	CO2, CO4
	Unit 3	Business Writing - 2	
	A	Drafting an application	CO2.CO4

	B	Business Letters			CO2, CO4
	C	Agenda, Minutes			CO2, CO4
	Unit 4	Listening Skills			
	A	Listening as a management tool			CO4
	B	Barriers to Listening			CO4
	C	Guidelines for improving listening skills			CO4
	Unit 5	Speaking Skills			
	A	Paralinguistic feature. Art of Speaking, Goals of Speaking, Styles of Speaking, Guidelines for developing speaking skills			CO3
	B	Debate			CO3
	C	Extempore, Speech Delivery			CO3
	Mode of examination	Theory/Jury/Practical/Viva			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	P.D. Chaturvedi & Mukesh Chaturvedi, Business Communication: Concepts, Cases, and Applications. Pearson			
	Other References				

1-Slight (Low)
2-Moderate
3-Substantial (High)

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO.1	3	3	2	2	3	3	3	3	1	1
CO.2	3	3	2	2	3	2	2	1	--	--
CO.3	2	2	1	2	2	2	2	1	1	--
CO.4	3	3	2	2	3	3	3	2	1	1

(Medium)

School: School of Business Studies		Batch: 2018-2022	
Program: MBA Int.		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BBA 242	
2	Course Title	Marketing Strategy	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Compulsory	
5	Course Description	This course is aimed at enable critical thinking and analysis of Marketing Strategy	
6	Course Objectives	1. To understand fundamental concepts in marketing strategy development and execution. 2. To understand various marketing strategy factors in the competitive landscape. 3. The role of creative decision making and innovation for marketing strategy	
7	Course Outcomes	CO1: Student will be able to understand idea about the dimensions of marketing strategy formulation. CO2: To apply creative decision making based on subjective and analytical skill in the evaluation of marketing strategy. CO3: Student will be able to infer marketing strategies and assess key implementation issues/challenges associated with them. CO4: To evaluate Markets and Strategic Issues in Marketing	
8	Outline syllabus		CO Mapping
	Unit A		
	A 1	Basic concepts of marketing strategy	CO1
	A 2	Strategic planning process: marketing plan	CO1
	A 3	Corporate and division Strategic Planning Mission and Vision Statement	CO1
	Unit B		
	B 1	Strategy Formulation; External and internal Environmental Analysis ETOP and SAP; SWOT Analysis	CO2
	B 2	Competitor analysis: identifying competitors, identifying competitors' objective.	CO2
	B 3	Developing marketing goals and objectives.	CO2
	Unit C		

	C 1	Product Strategy; Product Portfolio Strategy; New product development; Managing products and brands			CO3
	C 2	Pricing Strategy: Key Issues in pricing strategy, Fixed versus dynamic pricing, Case Study			CO3
	C 3	Distribution Strategy: Trends in marketing channels, Distribution concepts, collaborations.			CO3
	Unit D				
	D 1	Strategic issues in IMC			CO3
	D 2	Advertising Strategies			CO3
	D 3	Sales Promotion Strategies & Digital Marketing			CO3
	Unit E				
	E 1	Strategic issues in marketing and control,			CO4
	E 2	Evaluating markets			CO4
	E 3	Approach to marketing implementation			CO4
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s	1. Strategic Marketing by O C Ferrell & Michael D Hartline, Engage Learning			
	Other References	1. Strategic Market Management, Aaker, David A. 2. Strategic Marketing Management, Richard M.S. Wilson, 3. Strategic Marketing: An Introduction, 2000, London: Routledge 4. Strategic Marketing: Cases & Concepts John Atkinson & Ian Wilson – Addison. 5. Strategic Marketing, 5e David W Cravens – Irwin Inc Wesley Longman			

POs COs	PO1	PO2	PO3	PO4	PSO1	PSO2	PSO3
CO1	3	2	1	1	2	1	1
CO2	1	2	1	2	2	1	1
CO3	2	2	2	2	2	1	1
CO4	2	2	1	2	1	2	1

Team Building & Leadership

School: SBS		Batch: 2018-2022	
Program:		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BBA 244	
2	Course Title	Team Building & Leadership	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Compulsory	
5	Course Objective	<ol style="list-style-type: none"> 1. To learn the interpretive framework necessary to understand how high-performance teams will function in a particular cultural location. 2. To learn the stages of team development and gain the skills to move embryonic teams through those stages to the highest levels of team performance. 3. To gain self-awareness of personal leadership style, strength and personality for the purpose of effective team leadership. 4. To develop the critical coaching competencies for effective team leadership. 	
6	Course Outcomes	<p>The students will be able to:</p> <p>CO1: Define principles & concepts of groups, teams, conflicts & leadership</p> <p>CO2: Explain types, models & theories of conflict, leadership and team building</p> <p>CO3: Develop essential team building & leadership skills</p> <p>CO4: Analyze the challenges and problems related to team building and leadership</p> <p>CO5: Evaluate the causes of conflicts and best conflict resolution technique(s) for the corresponding conflict</p>	
7	Course Description	<p>The overall objective of this Course is to build and develop students' competency in teamwork and Leadership. Students will gain knowledge and skills about leadership development and team-building skills based on theories, principles, concepts, application, exercises/class activities, and experiential learning.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	Understanding Teams	
	A	Group vs teams, Stages of team development	CO1, CO2, CO3
	B	Types of teams, Team building process- How to build great teams?	CO1, CO2, CO3

	C	Managing cross-functional teams, diverse teams, virtual teams, self-managed teams- Challenges Team building in globalized era			CO1, CO2, CO4
	Unit 2	Group			
	A	What is a group, types of groups: Formal and informal groups			CO1, CO2
	B	Group Structure: Group roles, status, size, norms			CO1, CO3
	C	Group decision making processes- group think.			CO3, CO4
	Unit 3	Leadership			
	A	Leadership Defined, Attributes of an effective leader			CO1, CO2
	B	Managing & leading teams			CO3, CO4
	C	Leadership vs management, Leadership Styles			CO2, CO3
	Unit 4	Theories of leadership			
	A	Trait Theory-Big five/ OCEAN model.			CO2
	B	Behavioral Theory – Managerial Grid-Mouton & Model			CO2
	C	Contingency Theory -Hersey Blanchard theory.			CO2
	Unit 5	Conflict			
	A	Conflict- Concept, Causes and types			CO1, CO2, CO5
	B	Stages of conflict formation			CO3
	C	Conflict Resolution for effective Team building			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Rathan Reddy-Team building & Leadership (Jaico)			
	Other References	<ul style="list-style-type: none">Sahu R K-Group dynamics & team buildingWest Michael – Effective Team Work (Excel Books, 1st Ed.)Sadler Philip – Leadership (Crest Publishing House)Case studies, video clippings, TEDx Talks, Readings			

PO Cos	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	1	2	2	1	1	3	3	1	-	1
CO2	1	2	2	1	1	3	3	1	-	1
CO3	1	2	2	1	1	3	3	2	-	1
CO4	1	2	2	1	1	2	3	2	-	1
CO5	1	2	2	1	1	2	3	1	-	1

1-Slight (Low) - Weak

2-Moderate (Medium) - Moderate

3-Substantial (High) - Strong

School: SBS		Batch: 2018-2022	
Program: MBA INTG		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BBA 210	
2	Course Title	Financial Management	
3	Credits	4	
4	Contact Hours (L-T-P)	4-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To acquaint the students with the concepts of Financial Management and the significance of decision making in finance. 2. To highlight the necessity of managing current assets and current liabilities 3. To appreciate the relevance of capital structure and dividend decisions with respect to its impact on valuation of the firm.	
6	Course Outcomes	On completion of this module, the students will be able to CO1: describe the basic concepts and key terms used in Financial Management. CO2: infer the relevance of decision making under various available alternatives. CO3: apply the various tools and techniques used in financial decision making for shareholders' wealth maximization. CO4: distinguish amongst the various alternatives in the view of valuation of firm. CO5: integrate the results of analysis to make financial decisions.	
7	Course Description	This is an introductory course in Financial Management, focusing on the major decisions made by financial managers of an organization. The course will develop students' analytical and decision-making skills in finance through the use of theory questions and practical problems.	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction of Financial Management	
	A	Nature, concept and functions of financial management	CO1
	B	Finance vs. accounting, Objective of financial management; Profit maximization vs. wealth maximization	CO1
	C	Time value of money- Meaning and Objectives, present & future value, simple & comp. interest, annuity (Ordinary Annuity & Annuity Due), Perpetuity.	CO1, CO2
	Unit 2	Capital Budgeting	
	A	Meaning and concepts of capital budgeting, need of capital budgeting,	CO1, CO2
	B	Practical Problems on Discounted Cash Flow Techniques: Discounting Payback period, NPV, PI, IRR	CO3, CO4, CO5
	C	Practical Problems on Non-Discounted Cash Flow Techniques: Payback period and ARR	CO3, CO4, CO5

	Unit 3	Working Capital Management			
	A	Concept and need of working capital management, determinants of working capital requirements, working capital cycle			CO1
	B	Receivable management- meaning and objectives Cash management- meaning and objectives, Motives of Holding cash			CO1
	C	Inventory management- meaning and objectives, Techniques of Inventory management - EOQ, ABC Analysis.			CO1, CO3
	Unit 4	Capital Structure and Cost of Capital			
	A	Meaning and objective of Capital structure, optimum capital structure.			CO1
	B	Capital structure theories- Theoretical concepts of NI, NOI, Traditional.			CO4
	C	Cost of capital- concept and meaning, Cost of Debt, Cost of Equity (Zero-Growth Dividends, Constant Growth in Dividends), Cost of Preference Share, Calculation of WACC.			CO3, CO4, CO5
	Unit 5	Dividend decisions			
	A	Dividend policy- meaning & concept, concept of retained earnings, factors influencing dividend policy, concept of Bonus shares and Rights Shares.			CO1, CO2
	B	Walter's model of dividend policy and its application			CO3, CO4
	C	Gordon model of dividend policy and its application			CO3, CO4
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	R.P. Rustavi- Financial Management- (Taxman Publication)			
	Other References	Financial Management: I. M. Pandey (Vikas Publication) Financial management: Theory and Practice, Prasanna Chandra (Mc-Graw Hill) Financial Management: Text, Problems and Cases, M Y Khan and P K Jain, Mc Graw Hill Publication			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3
CO1	2	1	2	1	1	1	2	1	-
CO2	2	3	2	1	1	2	3	-	-
CO3	2	-	2	1	1	1	3	2	1
CO4	2	3	2	1	1	1	3	-	1
CO5	2	3	2	2	1	1	3	1	1

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022
Program: MBA Integrated		Current Academic Year: 2019-2020
Branch:		Semester: IV
1	Course Code	BBA 272
2	Course Title	Information Technology for Managers
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory
5	Course Objective	<p>1. To introduce the concept of Information Technology and its application in organizations</p> <p>2. The course would expose the students to the managerial issues relating to IT and will help them identify and evaluate various organizational applications of IT.</p> <p>3. This course leads students to impart an understanding of professional, ethical, legal, security and social issues, and responsibilities in information technology.</p> <p>4. It will help them to have ability to hold progressively more responsible positions in the IT field, including positions that are supervisory or managerial in nature.</p>
6	Course Outcomes	<p>CO1: The student will be able to identify organizational requirements and current and emerging technologies</p> <p>CO2: The student will be able to describe the impact of IT solutions in a global, societal, and ethical context</p> <p>CO3: The student will be able to apply problem solving skills, core IT concepts, best practices and standards to information technologies</p> <p>CO4: The student will be able to analyze local and global impact of computing on individuals, organizations, and society.</p> <p>CO5: The student will be able to evaluate business situations and problems related to information technology</p> <p>CO6: The student will be able to design, integrate and administer IT-based solutions into the organizational environment</p>
7	Course Description	A good understanding of information technology is of vital importance for any manager in today's scenario. Effective management and implementation of IT resources have now become routine task for many middle level and senior managers. It includes computer and information literacy, with the main emphasis on competency with software through hands-on practice. Topics include E-business, ERP, SCM and CRM, DBMS, Business Intelligence & DSS, Managing IT projects.
8	Outline syllabus	CO Mapping
	Unit 1	IT in the Organisations

	A	IT Supports Organisational Performance in Turbulent Business			CO1
	B	Information Technologies: Concept, Types and IT Support			CO2
	C	Case Study –A study on different level of MIS			CO3
	Unit 2	Digital, Mobile and Social Commerce			
	A	E-Business & E-Commerce Models and Strategies			CO1
	B	Mobile Technologies and Commerce, Web 2.0 and social media			CO4
	C	Case Study on Digital Media			CO5
	Unit 3	Organizational Applications			
	A	Functional Business Systems, Enterprise Systems ERP, SCM and CRM			CO5
	B	Inter organizational, Large-Scale and Global Information Systems			CO5
	C	Case Study- IRCTC, DBMS			CO6
	Unit 4	Decision Making and Strategy			
	A	Business Intelligence and Decision Support Systems			CO1, CO2
	B	IT Strategy and Planning, Impact of IT on Enterprises, Users and the Environment			CO4, CO5
	C	Case Study on Decision making system			CO6
	Unit 5	Managing IT			
	A	Adopting IT Projects, Implementing IT Projects			CO3
	B	Business Process Management, Managerial Issues			CO2
	C	Case Study-Expert System/AI			CO5, CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	O'Brien, James A., George M. Marakas, and Ramesh Behl (2013). Management Information Systems, 10/e; New Delhi: McGraw Hill Education			
	Other References	1. Laudon, Kenneth C., Laudon, P. Jane (2013). Management Information System -Managing the Digital Firm, 12/e; New Delhi: Pearson Education 2. Turban, Efraim and Linda Volonino (2015). Information Technology for Management - Transforming Organizations in the Digital Economy, 7/e; New Delhi: Wiley India			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO3	PSO4
CO 1	2	1	1	1	1	1	2	1	1	1
CO 2	2	1	2	1	1	1	2	1	1	2
CO 3	2	2	1	1	1	1	1	2	2	2
CO 4	1	2	1	2	1	1	2	3	2	2
CO 5	1	2	1	2	1	1	2	2	2	2
CO 6	1	2	1	2	1	1	2	2	2	2

1-Slight
2-Moderate

3-Substantial (High)

(Low)
(Medium)

School:		Batch: 2018-2022	
Program: MBA Intd		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BBA 273	
2	Course Title	Environmental Management	
3	Credits	2	
4	Contact Hours (L-T-P)	2-0-0	
	Course Type	Compulsory	
5	Course Objective	<ol style="list-style-type: none"> 1. To understand the basic concepts of environment management and the issues faced therein. 2. To provide an understanding of the natural environmental resources, hazards faced and control measures 3. To understand the social issues surrounding environment management. 4. To get an understanding of the various acts, policies developed to protect the environment. 	
6	Course Outcomes	<p>CO1: The student will be able to have knowledge about fundamentals of environment and the ecosystem</p> <p>CO2: The student will be able to understand about hazards faced by environment along with the growing energy needs, environment impact assessment green technologies and green design</p> <p>CO3: The student will be able to relate to the various acts for environmental protection and to green solutions</p> <p>CO4: The student will be able to analyses impact of climate change and pollution on environment and green solutions</p> <p>CO5: Students will be able to evaluate the solutions for environmental protection.</p>	
7	Course Description	<p>This course enables students to understand their natural environment while also comprehending its conservation and management in a better manner. The course focuses on the natural environmental resources and their effective utilization.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	Fundamentals of environment	
	A	Fundamentals of Environment: Basic concepts on environment, environment management –definition, importance, environmental degradation, Multidisciplinary nature of environment	CO1, CO2, CO3
	B	Ecosystems and ecological succession	CO1

	C	Global environmental issues: global warming and climate change, acid rains	CO2, CO3, CO4
	Unit 2	Energy resources	
	A	Renewable & Non-Renewable Resources of energy and Deforestation	CO1, CO2, CO4
	B	Water Resources: use and overutilization of surface and ground water, floods & droughts	CO1, CO2, CO3
	C	Energy Resources – growing energy needs, energy resources and global development	CO2, CO3
	Unit 3	Biodiversity and pollution	
	A	Biodiversity & its conservation	CO2, CO3
	B	Environmental Pollution	CO1, CO4
	C	Control measures for air, water and soil pollution; nuclear hazards	CO3
	Unit 4	Environment protection	
	A	Social Issues in Environment: Environment Protection Act, Ozone layer depletion and nuclear accidents, approaches with regard to environment protection	CO2, CO4
	B	Human Population – human health, human rights and environment	CO3
	C	Wildlife protection act, issues in enforcement of environmental legislations and public awareness	CO4
	Unit 5	Green Solutions	
	A	Environmental Impact Assessment	CO1, CO2, CO3
	B	Environmental Standards, Green Technologies and green solutions	CO2 CO3, CO4
	C	Green architecture and green design	CO2, CO3
	Mode of examination	Theory/Jury/Practical/Viva	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Principles of Environmental Studies: <u>Monarchy C</u> 2006	
	Other References		

PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
-	-	1	1	1	-	-	-	-	-
-	-	2	2	2	-	-	-	-	-
-	-	2	2	2	-	-	-	-	-
-	-	2	2	1	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-								

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Integrated		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BBA249	
2	Course Title	Business Communication Skills-II	
3	Credits	3	
4	Contact Hours (L-T-P)	3- 0 -0	
	Course Type	Compulsory	
5	Course Objective	The objectives are: 1.To make students understand functional relationship between communication and management 2. To enable them to improve their various communication skills: Writing, Speaking, Presentation, and Non-verbal. 3. To enable students to plan, manage and handle various communications related issues.	
6	Course Outcomes	CO1: The students will be able to identify various communication issues that make or mar the business growth. CO2: The students will be able to hone their speaking and writing skills. CO3: The students will be able to understand the value and correct application of non-verbal communication. CO4: The students will be able to apply various communication skills to business world.	
7	Course Description	This course is designed to give students a comprehensive view of communication, its scope and importance in business and professional world. The course aims at developing skills of effective written and oral communication in students. It will provide students the tools necessary to make their way in different business and corporate environments.	
8	Outline syllabus		CO Mapping
	Unit 1		
	A	Introduction to Effective Organizational Communication	CO1, CO4
	B	Communication Structure: Vertical, Horizontal, Grapevine	CO1, CO4
	C	Communication Concerns of Managers	CO1, CO4
	Unit 2	Non-Verbal Communication	
	A	Classification of Non-Verbal Communication	CO3
	B	Paralanguage	CO3
	C	Application in Professional life	CO3
	Unit 3	Writing Skills	
	A	Strategies for Different kinds of Messages: Persuasive, Informative, Bad News, Neutral tone etc.	CO2, CO4 CO2, CO4
	B	Email Writing Skills, WhatsApp Messaging in	CO2, CO4

		Formal/Professional Environment.			
	C	Resume, Cover letter			CO2, CO4
	Unit 4	Presentation Skills			
	A	Essentials of Effective Presentation			CO2, CO4
	B	Preparing a Presentation			CO2, CO4
	C	Delivery			CO2, CO4
	Unit 5	Speaking Skills			
	A	Conversation Control			CO2, CO4
	B	Role plays, Meetings			CO2, CO4
	C	Group Discussion			CO2, CO4
	Mode of examination	Theory/Jury/Practical/Viva			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	P.D. Chaturvedi & Mukesh Chaturvedi, Business Communication: Concepts, Cases, and Applications. Pearson.			
	Other References				

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO.1	3	3	1	1	3	2	1	2	--	--
CO.2	3	2	1	2	3	2	1	2	1	--
CO.3	3	2	2	1	3	2	1	2	1	--
CO4	3	2	2	1	3	2	1	2	1	--

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Intd		Current Academic Year: 2019-2020	
Branch:		Semester: IV	
1	Course Code	BCP 252	
2	Course Title	Contemporary Issues in Business	
3	Credits	2	
4	Contact Hours (L-T-P)	0-0-4	
	Course Status	Compulsory /Elective/Open Elective	
5	Course Objective	The objectives are to: 1. Familiarise students with contemporary business issues 2. Make them understand how to respond to various challenging situations 3.Equip them with certain skills to face and handle real life challenges	
6	Course Outcomes	The students will be able to: CO1: Describe various contemporary business situations CO2: Identify how to respond to challenges CO3: Demonstrate the ability to solve business issues CO4: Connect contemporary issues with real life challenges faced by them	
7	Course Description	This module is designed to enable students to understand and critically evaluate how current issues are affecting and will affect business management and performance. There is an emphasis upon analysing the causes of major issues and examining the various scenarios.	
8	Outline syllabus		
	Unit 1	Corporate Social Responsibility (CSR)	
	A	Discussion	CO1
	B	Case Study	CO1
	C	Project	CO2, CO3
	Unit 2	Ethics and Corporate Governance	
	A	Discussion	CO1
	B	Case Study	CO2
	C	Project	CO3
	Unit 3	Technological Disruptions in Business	
	A	Discussion	CO1, CO2
	B	Case Study	CO2
	C	Project	CO3
	Unit 4	Business Strategy	
	A	Discussion	CO1
	B	Case Study	CO1

	C	Project	CO3, CO4	
	Unit 5	Future of Business Strategy		
	A	Discussion	CO1	
	B	Case Study	CO2, CO4	
	C	Project	CO4	
	Mode of examination	Theory/Jury/Practical/Viva		
	Weightage Distribution	CA	MTE	ETE
		30%	20%	50%
	Text book/s*	News Papers, TV/Radio News etc.		
	Other References			

PO COs	PO1	PO2	PO3	PO4	PO5	PO6
CO1	2	1	2	1	1	1
CO2	2	1	2	2	1	1
CO3	3	1	2	1	1	1
CO4	3	2	1	1	2	1

School: SBS		Batch: 2018-2022	
Program: MBA		Current Academic Year: 2020-2021	
Branch:		Semester: V	
1	Course Code	MBA 134	
2	Course Title	Quantitative Techniques for Business Decisions	
3	Credits	3	
4	Cont act Hours (L-T-P)	3-0-0	
5	Course Objective	An introductory course in statistics, designed to provide with the basic concepts and methods of statistical analysis for processes and products. The cardinal objective of the course is to increase the extent to which statistical thinking is embedded in management thinking for decision making. The course includes tools such as MS-Excel, Minitab and SPSS so as to make teaching pragmatically oriented rather being confined to books, thereby contributing towards enhancing the employability in Industry	
6	Course Outcomes	CO1: The student will be able to demonstrate understanding of basic concepts of probability and statistics embedded in various management problems CO2: The student will be able to demonstrate proficiency in analyzing data using statistical methods in their course which is required as a stepping stone to study other management modules CO3: The student will be able to show proficiency in basic statistical skills embedded in their course for effective decision making CO4: The student will be able to analyse data for business organization CO5: The student will be able to align the business needs with corporate goals and strategies by using subject learning	
7	Course Description	The course provides with the basic concepts and methods of statistical analysis so as to enhance statistical thinking for decision making	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to Statistics and Data Collection & Presentation	
	A	Definition of Statistics, Importance of Statistics, Role of Statistics in Decision making, Limitations of Statistics	CO1, CO2
	B	Collection of Data, Data and Information	CO2,
	C	Frequency Distribution, Bar Diagrams , Histograms, Ogives, Pie Charts,	CO2, CO3
	Unit 2	Measures of Central Tendency	

	A	Introduction, Requisite of a good measures of a central tendency	CO1, CO2
	B	Averages, Combined Mean, Weighted Arithmetic Calculating Mean and Harmonic Mean	CO1, CO2

	C	Geometric Mean for grouped and grouped data, Median, Mode, Empirical relation between mean, median and mode. Quantiles, Constructing Polygons and Ogives and using them to find median, Quantiles and mode	CO2, CO3
	Unit 3	Measures of Dispersion	
	A	Range and Interquartile range and deviation, Mean Deviation and Mean Absolute Deviation,	CO1, CO2, CO3, CO4
	B	Variance and Standard Deviation, Effect of shift of origin and scale, Coefficient of variation. Empirical relationship between different measures of variation	CO2, CO3
	C	Measures of Skewness, Measures of Kurtosis, five number summary	CO2, CO3
	Unit 4	Correlation and Regression	
	A	Correlation Correlation analysis-meaning and types of correlation, Karl Pearson 's coefficient of correlation, Spearman 's rank correlation	CO2, CO3, CO5
	B	Regression: Regression analysis, Method of least square, Properties of regression coefficients and Relationship between and Regression coefficients and Correlation, Introduction to Multiple Correlation and Regression.	CO2, CO3, CO4, CO5
	C	Class Exercise: USING Excel to run statistics tools.	CO2, CO3, CO4
	Unit 5	Probability & Probability Distributions	
	A	Probability: Basic set theory, Addition and Multiplication Theorem of Probability, Conditional Probability, Bayes Theorem	CO1, CO2
	B	Probability Distributions: Random variable, Discrete RV and Continuous RV,	CO1, CO2, CO3
	C	Probability Distributions: - Binomial, Poisson and Normal Probability distributions	CO1, CO2, CO3, CO5
	Mode of	Theory	

	examination				
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	1. Business Statistics-S. P Gupta & M.P Gupta, 2014 Edition.			
	Others	1. Levin & Rubin, Statistics for Business 2. Paul Newbold, Statistics for Business and Economics (Pearson Education) 3. Anderson, Quantitative Methods in Business (Thomson Learning, Bombay) 4. R.S Bhardwaj, Business Statistics (Excel, N. Delhi) 5. J.S. Chandan, An Introduction to Statistical Methods (Vikas Publishing House, Delhi)			

POs COs	P O 1	P O 2	P O 3	P O 4	PO 5	P O 6	PS O1	PS O2	PS O3	PS O4
CO 1	1	3	1	1	1	1	2	3	3	3
CO 2	1	3	1	1	1	1	2	3	3	3
CO 3	1	3	1	1	1	1	2	3	3	3
CO 4	1	2	1	2	2	1	2	2	2	2
CO 5	1	3	1	2	2	1	2	2	2	2
Av g	1.00	2.80	1.00	1.40	1.40	1.00	2.00	2.60	2.60	2.60

1. Addressed to *Slight (Low=1) extent*
2. Addressed to *Moderate (Medium=2) extent*
3. Addressed to *Substantial (High=3) extent*

School: SBS		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2020-2021
Branch: HR		Semester: V
1	Course Code	MBA304
2	Course Title	Industrial Relations and labor law
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
Course Status		Compulsory
5	Course Objective	<p>The objective of the course is</p> <ul style="list-style-type: none"> • To Expose students to labor legislations in India • To identify the current labour legislations and its applicability to industries • To learn about Various compliances under the provisions of the different Acts • To understand the implications of noncompliance of relevant provisions as applicable to each industry.
6	Course Outcomes	<p>The students will be able to:</p> <p>CO1: Identify the different labour legislations applicable to relevant segment of industry.</p> <p>CO2: Interpret the important provisions of various labour legislations.</p> <p>CO3: Apply the relevant provisions of the act for specific industry.</p> <p>CO4: Analyse critically various provisions of the labour legislations.</p> <p>CO5: Assess the importance of each provision of the acts for its application and maintenance of records.</p>
7	Course Description	The course aims to develop an understanding of various laws under Indian labour legislation and how to apply the same to relevant industry.

8	Outline syllabus			CO Mapping
	UNIT A	Payment of wages Act 1936 and Minimum Wages Act 1948		
	Topic 1	•Overview, important definitions and applicability of the acts		CO1/CO2/CO3
	Topic 2	•Main provisions of Payment of wages Act		CO4/CO5
	Topic 3	•Minimum wages Act		CO1/CO2
	UNIT B	Employee provident fund and Misc. Act 1952		
	Topic 1	<ul style="list-style-type: none"> Overview, important definition and applicability of the act 		CO1/CO2
	Topic 2	<ul style="list-style-type: none"> Employee Provident Fund and employee Pension schemes 		CO3/CO4
	Topic 3	<ul style="list-style-type: none"> Employer /employee contribution, administrative charges and various records to be maintained by the employer 		CO5
	UNIT C	Employee State Insurance Act 1948		
	Topic 1	<ul style="list-style-type: none"> Overview, important definition and applicability of the act 		CO1/CO2
	Topic 2	<ul style="list-style-type: none"> Various benefits under ESIC Scheme 		CO3/CO4
	Topic 3	<ul style="list-style-type: none"> Employer /employee contribution and various records to be maintained by the employer 		CO5
	UNIT D	Payment of Gratuity Act 1972		
	Topic 1	<ul style="list-style-type: none"> Overview, important definition and applicability of the act 		CO1/CO2
	Topic 2	<ul style="list-style-type: none"> Eligibility for Gratuity 		CO3/CO4
	Topic 3	<ul style="list-style-type: none"> Calculation of Gratuity and records to be maintained 		CO4/CO5
	UNIT E	Payment of Bonus Act 1965		
	Topic 1	<ul style="list-style-type: none"> Overview, important definition and applicability of the act Eligibility of an employee for Bonus 		CO1/CO2/ CO3/CO4
	Topic 2	<ul style="list-style-type: none"> Calculation of Bonus – Process (set off and set on) and Percentage 		CO4
	Topic 3	<ul style="list-style-type: none"> Records to be maintained 		CO5
	Mode of examination	Theory		
	Weightage Distribution	CA	MTE	ETE
		30%	20%	50%
	Text book/s*	Labour laws for Managers, B.D Singh, Excel Books		
	Other References	1. Bare Acts 2. Labour laws journal		

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
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CO1	2	1	-	2	2	2	1	1	-	2
CO2	2	2	-	2	2	2	2	2	-	3
CO3	2	2	-	2	2	2	2	2	-	3
CO4	2	3	-	2	2	4	2	2	-	3
CO5	2	3	-	2	2	2	2	2	-	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

Scholes's		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2020-2021
Branch:		Semester: V
1	Course Code	FINANCIAL REPORTING & ANALYSIS
2	Course Title	MBA 129
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
Course Type		Compulsory
5	Course Objective	1. Understand the applications of financial accounting in various managerial decisions. 2. Understand the Accounting Cycle and Financial statements. 3. Apply the understanding of different techniques of analysis of financial. statements in managerial planning and decision making; 4. To provide students with a firm foundation for their second-year studies in financial specialization. 5. Acquire refined numerical, analytical, presentational, group work and time management skills.
6	Course Outcomes	CO1. Define the key concepts of financial reporting & financial statements CO2. Explain the element of financial statement of corporate and non-corporate entities CO3. Application of accounting concepts, standards and IFRS. CO4. Analysis and understanding of different techniques of analysis of financial statements in managerial planning and decision making. CO5. Evaluate the financial statement of various sectors. CO6. Composition of important components of an annual report.
7	Course Description	Financial Analysis and reporting are an integral part of overall financial analysis carried out by various business organizations in India and all

		around the world. It depicts the financial health of any company and helps the companies to augment their financial resources and management of generated funds efficiently. It compels the business firms to remain judicious in fund allocation to different activities and sub activities and use the generated funds carefully. Financial analysis guides the companies about their future course of action and the direction that any particular company should move on.	
8	Outline syllabus		CO Mapping
	Unit 1		
	A	Introduction of course and its significance in business. Purpose of financial reporting, users of financial reports. A brief introduction of Annual report and its contents with Annexure.	CO1
	B	Meaning and types of financial statements, Types of financial analysis; steps involved in Financial Statement Analysis; Techniques and limitations of Financial Analysis.	CO1
	C	(i) GAAP in India, (ii) Accounting Standards (AS) –applicability, brief introduction and scope. (iii) International Financial Reporting Standards (IFRSs)	CO1, CO3
	Unit 2		
	A	Definition, functions Uses, Understanding of various items of Balance-sheet and Income Statement.	CO1, CO2
	B	Forms of Balance Sheet & Income Statement –Contents & Presentation, Relationship between Balance-sheet & Income Statement	CO1, CO2
	C	Revenue & Capital Expenditures and Receipts, Inventories, Receivables, Assets (Fixed, Tangible, Intangible) Revenue, Retained Earnings, Income Tax, Dividend, Diluted Dividend etc.	CO1, CO2
	Unit 3		
	A	The Analyst's checklist; Reformulation of Balance sheet	CO4
	B	The Analyst's checklist; Reformulation of Income State - Workshop	CO4
	C	Notes to the Accounts and Significant Accounting Policies. - Workshop	CO4, CO5
	Unit 4		
	A	Introduction, Techniques –Comparative Financial Statements and Interpretation of Financial Statements	CO4

	B	Common Size Statement analysis –Introduction, Analysis and Interpretation – Demonstration of various sectors - Workshop			CO4, CO5
	C	Trend Analysis - Introduction, Analysis and Interpretation – Demonstration of various sectors – Workshop			CO5
	Unit 5				
	A	Ratio Analysis-Profitability, Liquidity, Turnover, Shareholders etc. Meaning, Uses, Sources and Uses of Cash, Preparation of Cash Flow Statement as per AS-3			CO1, CO6
	B	Annual Report –Director’s Report, Auditor’s Report, Report on Corporate Governance, Report on CSR etc., Management Discussion & Analysis - Workshop			CO6
	C	Ratio Analysis-Profitability, Liquidity, Turnover, Shareholders etc.			CO4, CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Financial Statement Analysis and Reporting by Peddina Mohana Rao, PHI Learning Private Limited, New Delhi			
	Other References	<ul style="list-style-type: none"> Corporate Financial Reporting and Analysis by Young 3ed; WILEY India Pvt. Ltd. Accounting Text and Cases by Anthony, Hawkins and Merchant 12th Edition Tata Mc Graw Hill Financial Accounting: For Business Managers, Bhattacharyya Ashish K, Prentice Hall of India Pvt Ltd. Financial Accounting: A Managerial emphasis, Ashok Bannerjee, Excel Books Introduction to Financial Accounting, Horngren, Pearson Education Financial Accounting – A Managerial Perspective by R. Narayanaswamy 3rd Edition PHI Learning Pvt Ltd. Journals <ul style="list-style-type: none"> ➤ Management Accountant ➤ Chartered Accountant ➤ Chartered Finance Analyst ➤ Journal of Accounting and Finance Websites <ul style="list-style-type: none"> ➤ Online Courses: Financial Accounting, David F. Hawkins, Paul M. Healy, Michael Sartor by Harvard Business School Publications (http://hbsp.harvard.edu/) 			

		<p>➤ For Accounting standards please refer to the following link http://www.icaai.org/post.html?post_id=474</p> <p>➤ <u>For International Financial Reporting Standards (IFRS)refer to the following link</u> http://www.ifrs.com/overview_landing.html</p> <p>➤ www.accountingformanagement.com</p>	
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POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	1	-	-	-	-
CO2	2	2	2	1	-	1	-	-	-	-
CO3	2	2	2	1	1	-	-	-	-	-
CO4	2	2	2	2	-	1	-	-	-	-
CO5	2	2	2	1	-	-	-	-	-	-
CO6	2	2	2	1	1	1	-	-	-	-

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2020-2021	
Branch:		Semester: V	
1	Course Code	MBA 133	
2	Course Title	Economic Analysis for Business Decisions.	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To provide a conceptual framework of how a business firm operates and makes decisions on output, input, pricing and strategizing 2. To orient them towards economic theories which are critical in managerial decision-making. 3. To expose the learners into operation of economic concepts in real time decision making and market activities around them. 4. To make them conscious about interaction of macroeconomic factors with decision-making approaches and techniques	
6	Course Outcomes	CO1: Describe firm level business decisions through conceptual framework of an economic unit as well as of an economic system consisting external environment. CO2: Analyse constraints and scope of consumer demand and producer 's supply potential with the help of economic methods. CO3: Evaluate the impact of business decisions in economic terms and assess their viability, efficacy and sustainability. CO4: Demonstrate a clear grasp on role of government policy, firm level competition and external sector in explaining economic growth. CO5: Assess managerial decisions in local and global scenarios with economic perspective.	
7	Course Description	The Emphasis of this course is on interdisciplinary approaches of learning economic concepts and their applications. A fair bit of understanding of Economics is essential for managers for contextualizing business scenarios in view of prevailing economic conditions. This course is concerned about the application of economic methods in the managerial decision-making process. It includes microeconomic approaches along with macroeconomic variables and country specific economic policy issues. Plentiful Case Studies, Examples and Numerical Problems are key elements of pedagogical features of this course. The recommended text book is well equipped with problem solving approaches in each of chapter-ends.	
8	Outline syllabus		CO Mapping
	Unit A	Nature, Scope and Methods of Managerial Economics Theory of Firm	CO1

A 1	Definitions and Relationships with other Disciplines Elements of Managerial Economics	CO1, CO2, C O3
A 2	Theory of the Firm, Nature of the Firm;	CO1, CO2,
	Transaction Cost Theory, Motivation Theory, Property Rights Theory	CO3
A 3	Basic Profit Maximizing Model Multi- product strategy Product Line Profit Maximization & Product Mix Profit Maximization	CO1, CO2, CO3
Unit B	Demand Theory and Consumer Theory in Business Decisions	CO2, CO1, CO3
B 1	Definition, Representation and Meaning of Demand; Factors determining demand, Demand Schedule, Law of Demand and Law of Supply	CO1, CO2, CO3
B 2	Consumer Behavior -Utility: - Cardinal and Ordinal, Budget Line, Indifference Curve, Law of Diminishing Marginal Utility	CO2, CO3
B 3	Inferior Goods, Giffen Goods, Substitute and Complementary Goods, Consumer Equilibrium. Price Elasticity and Income Elasticity	CO2, CO3, CO4
Unit C	Theory of Production, Cost Theory, Pricing and Market Structure in Business Decisions	CO1, CO2, CO3
C 1	Short Run and Long Run Production Decisions , Break-Even Points, Economies of Scale, Scope and Diseconomies	CO1, CO2, CO3
C 2	Short Run & Long Run Cost Behavior, Normal Profit, Super Normal Profit and Optimization of Cost	CO1, CO2, CO3, CO5
C 3	Market Structure and Pricing, (Pricing Strategy, Price Discrimination, Perfect Competition & Imperfect Competitions	CO2, CO3, CO5
Unit D	The Economics of Information, Market Failure and Application of Game Theory	CO3, CO4, CO5
D 1	The Problem of Adverse Selection and Moral Hazard	CO3, CO4
D 2	Market Failure- Externalities; Positive and Negative Externality, Public Goods, Merit Goods, Non-Merit Goods,	CO3, CO4, CO5
D 3	Games of Complete Information- Pure Strategy, Mixed Strategy, Nash Equilibrium and Games of Incomplete Information- Contract, Auctions, Signaling in job markets	CO3, CO5
Unit E	Macroeconomic Concepts and Policies in Business Decisions	CO1, CO2, CO4

E 1	Macroeconomic Environment, National Income Accounting, Definition and application of Key Macroeconomic Terms; (GDP, Balance of Payment, Inflation, Unemployment, Repo/Reverse Repo Rates, Fiscal Deficit and IIP- Index of Industrial Production)				CO1, CO2, CO3, CO4	
	E 2	Keynesian Aggregate Demand, Autonomous Investment,				CO1, CO2,
		Multiplier & Accelerator. Application of Monetary and Fiscal Policies in Business Decisions				CO3, CO4
E 3	Government Regulations in Business Decisions – Meaning, Objectives and Effects of Industrial Policy, Competition Policy and Foreign Exchange Management Policy,				CO1, CO2, CO3, CO4	
Mode of examination: - Theory	Theory					
Weightage Distribution	CA		MTE	ETE		
	30%		20%	50%		
Textbook/s	<ol style="list-style-type: none">1. Managerial Economics: A Problem-Solving Approach – Author- Nick Wilkinson, Cambridge University Press. (Available Online) http://www.railassociation.ir/Download/Article/Books/Managerial%20Economics-%20A%20Problem%20Solving%20Approach.pdf2. Principles of Economics – Author- N. Mankiw, Cengage Publishing. (Available in School Library)3. Indian Economy- Sanjeev Verma, Unique Publisher 2nd Edition					
Other References	<ol style="list-style-type: none">1. Managerial Economics: Principles and Worldwide Applications Author: Dominick Salvatore, Adapted by Raikes Srivastava (Available in School Library)2. Microeconomics for Management Students- Author- R.H.Dholakia and A. N.Oza, Oxford University Press, 1999. (Available in School Library)3. Economics for Managers, International Edition, - Mark Hirschey, South Western College Publishing, (Available in School Library)4. Managerial Economics: Foundations of Business Analysis and Strategy Author- Thomas and Maurice McGraw Hill Education; 10 edition (1 July 2017)5. Indian Economy: - Mishra and Puri, Himalya Publishing House, (Available in School Library)					

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO1	2	1	1	1	1	1	2	2	1	1
CO2	2	2	2	1	1	1	2	2	2	1
CO3	2	2	2	1	1	1	2	2	1	2
CO4	2	2	2	1	1	1	2	2	1	2
CO5	2	2	2	1	1	1	2	2	1	2
Avg	2	2	2	1	1	1	2	2	1	2

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2020-2021	
Branch:		Semester: V	
1	Course Code	MBA 145	
2	Course Title	Cross Cultural Management	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	1. To introduce the key concepts and main theoretical framework of culture. 2. To introduce how cultural differences may impact the management of individuals, teams and organizations. 3. To introduce effective human resource management practice in multinational organizations. 4. To develop the students' critical thinking and creativity.	
6	Course Outcomes	CO1: The student will be able to define different facets of culture like value beliefs etc. CO2: Examine components and characteristics of cultural codes. CO3: The student will be able to explain the various models related to culture. CO4: The student will be able to illustrate the role of culture, religion and intercultural communication on business. CO5: The student will be able to analyse the link between different cultural spheres as well as challenges for Multinational Corporations.	
7	Course Description	This Course provides an understanding of culture and its importance for organizational and individual success. The course describes the various facets of culture like values, beliefs, attitudes etc., This course also explains the various cultural models and concept of Industry/corporate and Professional culture.	
8	Outline syllabus		CO Mapping
	Unit 1	Understanding of Culture	
	A	Culture and its Importance- concept of culture and cross-cultural management	CO1, CO2
	B	Facets of culture: Ethos, values, beliefs, unique history, attitudes	CO1
	C	Impact of culture on International Business.	CO1, CO2

	Unit 2	Cultural Models	
	A	Hofstede cultural dimensions, cross-cultural dimensions	CO1, CO3
	B	Hampden & Trompenaars's Model	CO1, CO3
	C	Kluckhohn -Strodtbeck Model	CO1, CO3
	Unit 3	Global Business Environment and Cross-Cultural Management	
	A	Major characteristics and challenges of Multinational Corporations.	CO1, CO5
	B	Culture and workforce diversity	CO1
	C	Impact on Expatriates-Repatriation and cross-cultural training	CO1, CO5
	Unit 4	Role of regional, industry/corporate culture & professional culture and link between different cultural spheres	
	A	Regional culture and it's role	CO2
	B	Industry/corporate and Professional culture	CO2
	C	Link between different cultural spheres	CO5
	Unit 5	Cross Culture communication and Negotiation	
	A	Barriers to intercultural communication	CO1
	B	Non - verbal communication	CO1
	C	Negotiation in cross cultural environment	CO1, CO5
	Mode of examination	Theory/Jury/Practical/Viva	
	Weightage Distribution	CA	ETE
		30%	50%
	Text book/s*	Browaeys, M.J. 7 Prince, R., Understanding Cross Cultural Management by II edition, Pearson Publication, New Delhi	
	Other References	Luthans, F.& Doh, P.J. (2006), International management: Culture, Strategy and Behaviour, 8 Edition, Tata Mc -Graw Hill	

PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
1	1	2	2	1	1	1	1	1	1
1	1	1	1	1	2	1	1	1	1
2	1	2	2	1	1	2	1	1	1
2	1	2	1	1	1	1	1	1	1

2	1	2	1	1	1	1	1	1	1
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1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022
Program: MBA-Intgd		Current Academic Year: 2020-2021
Branch:		Semester: V
1	Course Code	MBA305
2	Course Title	Project Planning and Management of Innovative Ventures
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory
5	Course Objective	1. Understand the nuances of project management. 2. Understand the key functions to launch an innovative venture 3. Understand the various growth and strategic exit options available to an innovative venture
6	Course Outcomes	CO1: The student will be able to describe the basics of project management CO2: The student will be able to identify different requirements for and functions of an innovative venture CO3: The student will be able to develop a marketing plan for the venture

		CO4: The student will be able to prepare a blueprint for their innovative venture CO5: The student will be able to assess and choose suitable growth and exit strategies.
7	Course Description	Project planning and management is an essential skillset for many entrepreneurial ventures. The course aims to guide students by exposing students to various facets such as what is project management; how to understand and start an entrepreneurial venture; operational and financial landscape of an entrepreneurial set-up; marketing; the new product development associated with a project and growth and exit strategies available to the projects
8	Outline syllabus	
	Unit 1	Introduction to Project Management and Entrepreneurial Landscape in India
	A	Characteristics of projects, Definition and objectives of Project Management
	B	Doing Business in India-Challenges; Types of Organizations and Legal Compliances
	C	The Role of Intellectual Property Rights in the Entrepreneurial Landscape
	Unit 2	Operations and Financial Management for Innovative Ventures
	A	Introduction; Purchasing Process and Inventory Management Managing During Disasters-Identifying; reducing; planning for disasters
	B	Understanding and Preparing Financial Statements and their limitations
	C	Understanding Cash Flow Management-Cash Management; Financial Blue-Print for One's own venture
	Unit 3	Human Resource Management of an Innovative Venture
	A	Introduction-Hunting for Suitable Candidates; Conducting Interviews and Induction and creating a blue print for the same.
	B	Motivating Employees-Fixing a salary; perks and other ways of motivating employees and creating a blue-print for the same.

	C	Training and Termination-Different kinds of training and dealing with situations of firing	CO 2
	Unit 4	Marketing for an Innovative Venture	
	A	Characteristics of Entrepreneurial Marketing	CO 2
	B	Market Research and Segmentation, Targeting and Positioning; Branding and creating a blue -print for the same.	CO2; CO 4
	C	4Ps and creating a blue-print for the same and New Product Development in the context of Entrepreneurship	CO2; CO 4
	Unit 5	Growth and Exit Strategies for an Innovative Venture	
	A	Stages of Growth; Growth Strategies; Global Expansion and Financing Growth for an entrepreneurial firm	CO 2; CO5
	B	Reason for exiting; long- and short-term preparation for an exit	CO 2; CO5
	C	Seller Financing and IPO	CO 3
	Mode of examination	Theory/Jury/Practical/Viva	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Entrepreneurship by Rajeev Roy; 2e; Published by Oxford Higher Education.	
	Other References	Articles from various publications.	

PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3
2	1	2	1	2	3	1	1	3
2	3	1	1	1	2	1	1	2
3	3	3	3	1	1	3	1	3
3	3	3	3	1	1	3	1	3
2	1	2	1	2	2	1	1	2

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Int.		Current Academic Year: 2020-2021	
Branch: -		Semester: VI	
1	Course Code	MBA311	
2	Course Title	Research Methodology	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Compulsory	
5	Course Description	This Course provides an understanding of research and its importance for developing research plan for identified problems in business. This subject will sensitize the student to handle complexities problems in the organization. The course will help the student to research project in organisation.	
6	Course Objective	To provide the students with an adequate understanding of how business research methods can be used as a decision-making tool by the managers in organizations	
7	Course Outcomes	CO 1: The student will be able to understand the concepts of Research CO 2: The student will be able to collect data and information for research CO 3: The student will be able to analyse data and information CO4: The student will be able to do report writing using systematically.	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to research	
	A 1	Meaning, Nature Scope of Research.	CO1
	A 2	Types of Research, Ethical issues in business research	CO1
	A 3	Criteria of good research, Types of research, Methods of Research. .	CO1
	Unit B	Fundamentals of Research Process	
	B 1	Business Research: An overview <ul style="list-style-type: none"> Research process Steps involved in preparing business research plan/proposal 	CO1
	B 2	<ul style="list-style-type: none"> problem formulations 	CO2

	B 3	Understanding Research Methodology	CO2
	Unit C	Business Research Design	
	C 1	Exploratory research: Meaning, suitability, collection, hypothesis formulation	CO2
	C 2	Descriptive research: Meaning, types of descriptive studies, data collection methods.	CO2
	C 3	Causal research: Meaning, various types of experimental designs, types of errors affecting research design	CO3
	Unit D	Data Collection Methods	
	D 1	Data collection Methods: Primary and Secondary data – Sources – advantages/disadvantages.	CO3
	D 2	Measurement & Scaling Techniques: Nominal Scale, Ordinal Scale, Interval Scale, Rating Scale, Criteria for good measurement, attitude measurement – Likert's Scale	CO3
	D 3	Data collection Types – Qualitative & Quantitative	CO4
	Unit E	Data Presentation, Analysis & Interpretation, Writing Report	
	E 1	Editing, Coding, Classification, Tabulation, Analysis, & Interpretation.	CO4
	E 2	Data analysis-I: Testing of hypothesis-- Tests of significance Z, t, F and Chi-Square.	CO4
	E 3	Data analysis-II: Correlation and Regression techniques Components of written research report	CO4
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Business Research Methods by Naval Bajpai Pearson	
	Other References	Research methodology by, C R Kothari	

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	3	3	2	1	1	1	3	3	1	1
CO 2	3	3	2	1	1	1	1	3	1	3
CO 3	3	3	2	2	1	1	1	3	3	3
CO 4	3	3	3	1	1	1	1	3	3	3

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)



1	Course number	MBA163		
2	Course Title	Production and Operations Management		
3	Credits	3		
4	Contact Hours (L-T-P)	3-0-0		
5	Course Objective	<p>The aim of this course is to develop an understanding of the various concepts and techniques involved in the production and operations management.</p> <p>The focus of this course is to:</p> <ul style="list-style-type: none"> • Provide students with the understanding of role and importance of operations as core of business. • Facilitate students to identify, apply and analyze various issues of challenges faced by operations manager. • Develop skills to use of different tools for solving operations management problems. 		
6	Course Outcomes	<p>At the end of this course, Students will be able to:</p> <p>CO1 The student will be able to identify and define type of process as per the requirement of particular product and also importance of Production</p> <p>CO2. The student will be able to explain and differentiate various issues and challenges faced by operations manager.</p> <p>CO3.To solve numerical and calculate the data for problems in operations.</p> <p>CO4.The students should be able to analyze critical dimensions of production.</p> <p>CO5.The students should be able to evaluate alternatives and take decision about operational problems.</p>		
7	Course Description.	In this course, you will learn how to apply the various concepts of POM and interpret technical issues which are theoretical as well as practical in real life.		
8	Outline Syllabus Topics			CO Mapping
		Unit I	Introduction to POM	
		A	Introduction to Production and Operations Management, Role of operations management in an organisation, Operations Management – Concept; Functions and activities.	CO1
		B	Product and Service Design; New Product Development Process, Prototyping, Concurrent Design and DFMA; Service layout design, Service blueprinting.	CO1, CO2
		C	Types of production Systems – Intermittent and Continuous production systems, Project type manufacturing, Cellular Manufacturing, Flexible Manufacturing System (FMS), Robotics.	CO2, CO3, CO4
		Unit II	Facility Location and Layout	

		A	Facility location – factors to be considered, Site location decisions - Point Rating Method.	CO1
		B	Facility Layout – facility layout for different types of production systems.	CO1, CO2
		C	Capacity Planning and Aggregate Planning; Master production scheduling (MPS).	CO2, CO3, CO4
		Unit III	Materials Management	
		A	Purchase Management - Concept, Objectives, Functions	CO1, CO2, CO3
		B	Inventory Management – EOQ, EBQ, ABC Analysis.	CO1, CO2, CO3
		C	Material Requirement Planning (MRP).	, CO1CO2, CO3
		Unit IV	Project Management	
		A	Introduction to the concepts of project management.	CO1, CO3
		B	Critical Path Method (CPM) and Program Evaluation and Review Technique (PERT)	CO2, CO3
		C	Introduction to Microsoft Project software for project planning, management, and control.	CO2, CO3
		Unit V	Quality Management & Quality Control Techniques	
		A	Basic Quality Concepts, Total Quality Management (TQM), Continuous Improvement (Kaizen), 7 tools of quality, 5S and Six Sigma, Introduction to ISO 9000.	CO2, CO3
		B	Acceptance Sampling and Statistical Process Control- X bar chart, R chart, P chart and C chart.	CO3, CO4, CO5
		C	Quality Circles and its applications.	CO3, CO4, CO5
	Mode of Examination:			
	Weightage Distribution	<ul style="list-style-type: none">Continuous Assessment 30% Mid Term 20%End Term Examination 50 %		
	Text book	Operations Management by William J Stevenson, Tata McGraw Hill Education, 9th edition.		
	Other references	<ol style="list-style-type: none">Operations Management, Theory & Practice, by B. Mahadevan, Pearson Education, 2nd editionOperations Management along the supply chain by Russell and Taylor, Wiley India Edition, 2012		

Pos Cos	PO 1	PO 2	PO 3	P O 4	PO5	PO 6	<i>PSO 1</i>	<i>PSO 2</i>	<i>PSO 3</i>	<i>PSO 4</i>
CO1	2	2	2	1	1	2	2	2	2	2
CO2	2	2	2	2	1	2	2	2	2	2
CO3	2	3	2	1	2	2	3	2	3	2
CO4	2	3	2	1	2	2	2	3	2	2
CO5	2	2	2	1	1	2	2	2	2	1

School: SBS		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2020-2021
Branch:		Semester: VI
1	Course Code	MBA 157
2	Course Title	International Business
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	<u>Compulsory</u>
5	Course Objective	1. To make students relate with the Prospects and Consequence of Globalisation and to make them awareness about major issues in international business today. 2. To make the students explain various trade theories and hence, make them understand the reason for the international trade. 3. To make students illustrate various Environmental Forces affecting the international trade. 4. To make students categorize factors impacting international business strategy 5. To make students explain contemporary issues in International Operations
6	Course Outcomes	After the completion of the course, the students will be able to: CO1: Relate with the Prospects and Consequence of Globalisation and with major issues in international business today. K1 CO2: Explain various trade theories and hence, would be able to understand the reason for the international trade. K2 CO3: Illustrate various Environmental Forces affecting the international trade. K3 CO4: Categorize the factors impacting international business strategy in terms of country evaluation selection and the impact of trade policy. K4 CO5: Explain contemporary issues in international operations. K4
7	Course Description	International Business course is a great mix of theories and practices that will prepare the students for business on a global platform. The course with cover topics such as Globalization issues, trade theories, global environment, factors impacting international strategy making and International Operations.
8	Outline syllabus	CO Mapping
	Unit 1	Globalization and forces pushing it
	A	Introduction to Globalization: Features, effects of Globalisation. Case – The global playground. Opening case
		CO1

		of Chapter number 1.	
	B	Measurement of Globalisation, Indices of globalization.	CO1
	C	Eastward shift in balance of economic power: Reading - https://ourworldindata.org/trade-and-globalization , Modes of entry into IB, International Trade and FDI: Reading Chapter 1 – page 18 to 21.	CO1
	Unit 2	Theories of International Trade	
	A	Balance of Payment - theory and practice. Case – Costa Rica. Opening case of chapter 6 of the text book.	CO2
	B	Mercantile theory, Absolute cost advantage theory, Comparative cost advantage theory. Factor endowment theory, Stolper-Samuelson theorem and new trade theory.	CO2
	C	Product Life Cycle (PLC) and Porter Diamond Theory. Case – Factor Mobility Theory in IT Industry. Chapter ending case of chapter 6 of the text book.	CO2
	Unit 3	International Business Environment	
	A	Brief of PESTLE framework. Culture and its impact of international and Global Business. Case – “The Java Lounge – adjusting to Saudi Arabian Culture”. Opening case of chapter 2.	CO3
	B	Financial Environment: IMF, Foreign Exchange Market. Case – “Going down to the wire in money transfer market”. Opening case of chapter 9.	CO3
	C	Trade Blocks – PTA, FTA, Customs Union, Common Market, Monetary Union and Political Union. Case – “Toyota’s European Drive”. Opening case of chapter 8.	CO3
	Unit 4	International Business Strategy	
	A	Country Evaluation and Selection. Case – “Carrefour: finding retail space in all the right places”. Opening case of chapter 12.	CO4
	B	Foreign Trade Policy and reasoning. Case – “A Small-Business Export Strategy”. Opening case of chapter 13.	CO4
	C	WTO. Reading – Chapter 8.	CO4
	Unit 5	International Business and Operations	
	A	International pricing mechanisms. Reading – Chapter 16, Page 625.	CO5
	B	International Marketing. Case – “Avon Calls for Global Market”. Opening case study of chapter 16.	CO5
	C	Global Manufacturing. Case – “Samsonite’s Global Supply	CO5

		Chain”. Opening case study of chapter 17.			
	Mode of examination	Theory/Jury/Practical/Viva			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Daniels John D., Lee H. Radebaugh, Daniel P. Sullivan and Prashant Salwan, <i>International Business- Environment and Operations</i> , 12 th Edition (2010), Pearson, New Delhi.			
	Other References	<ol style="list-style-type: none"> 1. Swami (Rd.) Parthasarathy: 2010: Global Trade in New Millennium: 2nd edition 2. Krugman, P & Obsfield, Maurice: International Economics. 3. Ministry of Commerce, Handbook of procedure, Vol I & II, Government of India, New Delhi. 4. Ball, Donald A., Wendell H. Mc Culloch, Jr.; J Michael Geringer, Michael S. Minor and Jeanne M Mc Nett, <i>International Economics</i>, 2008, McGraw Hill, Chapter 7 & 13. 5. Samuelson Paul A. and William D. Nordhaus, <i>Economics</i>, (18th Ed.), Tata McGraw Hill Publishing Company; Part 4. 6. Hanley, Nick, Jason F.Shogren, and Ben White <i>Environmental Economics in Theory and Practice</i>, Macmillan, reprinted 2008, Chapter 14. 7. Dobson, Wendy, <i>Gravity shift—How Asia’s New Economic Powerhouses will shape the 21st century</i>. Hachette India, 2010. 8. Mahabir Sawhney and Philip Kotler— ‘<i>Marketing in the Age of Information Democracy</i>’ in <i>Kellogg on Marketing</i>, Edited by Dawn Iacobucci, Wiley, India,2006. 9. <i>Harvard Business Review on Emerging Markets</i>, Harvard Business Press,2008. 			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO1 2	PSO 1	PSO 2	PSO 3	PSO 4
CO201 .1	2	2	2					1			
CO201 .2		3						1	2		
CO201 .3	3		1								
CO201 .4	2								3		
CO201 .5			3							2	2

Correlation:
1-Slight (Low)
2-Moderate (Medium)
3- Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2020-2021	
Branch:		Semester: VI	
1	Course Code	CORPORATE FINANCE	
2	Course Title	MBA 139	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory	
5	Course Objective	<p>Every decision that a firm makes has a corporate finance component to it. The subject, corporate finance thus includes all of a firm's decision that has financial implications. Those broadly include (i) Financial Decisions, (ii) Investment Decisions & (iii) Dividend Decisions. These decisions have the implications on the firms' market/share value.</p> <p>As a Finance Manager, you have to take the above decisions. The objective of this course is to provide you with the conceptual framework necessary to understand above financial issues and the techniques to manage them efficiently and effectively. You may choose a career in manufacturing companies, non-governmental or service sector, investment banks or management consultancy, thorough learning of the art of financial management is a must</p>	
6	Course Outcomes	<p>On completion of this module the student will be able to:</p> <p>CO1. Examine key concepts of corporate finance.</p> <p>CO2. Interpret the time value of money and risk.</p> <p>CO3. Apply various methods of capital budgeting and cost of capital.</p> <p>CO4. Explain the sequential steps of working capital management.</p> <p>CO5. Evaluate dividend decisions for a firm.</p> <p>CO6. Integrate contemporary issues in corporate finance.</p>	
7	Course Description	<p>Project Finance and Management deals with the decision of project planning, analysis, selection, financing, Implementation and review. A project manager will be concerned with project financial and managerial decisions</p>	
8	Outline syllabus		CO Mapping
	Unit 1		
	A	Introduction of the module, need and Importance of	CO1

		financial management, Financial Functions, Financial Decisions, Objectives & Scope of Financial Management	
	B	Operating environment, Risk and Uncertainty, Measurement of Risk, Relationship between Risk and Return.	CO1, CO2
	C	Time Value of Money, Valuation concepts. Techniques, Practical applications of Compounding and Present Value Techniques.	CO1, CO2
	Unit 2		
	A	A brief description of various instruments of long-term sources of finance; Introduction, Meaning & definition of capital structure, Determinant and Pattern of Capital Structure, Optimum Capital Structure.	CO2
	B	Concept, Classification & Importance of cost of capital, Measurement of cost of capital of different components of cost of capital, Computation of Weighted Average Cost of Capital,	CO2
	C	Meaning of Lease, Types of Leases, Difference between Operating lease and Finance Lease	CO2
	Unit 3		
	A	Introduction, Need, Scope, Importance and Limitations of Capital Budgeting Decisions,	CO3
	B	Capital Budgeting process and Approaches of Capital Budgeting Decisions –Traditional approaches	CO3
	C	Discounted Cash Flow (DCF) approaches.	CO3
	Unit 4		
	A	Introduction, Meaning, types & Determinants of working capital; Importance of the Management of Working Capital, Sources of Financing of Working Capital, Components of Working Capital, Working Capital Cycle.	CO4
	B	Introduction, Meaning & Objective of Receivables Management, Factors affecting the size of Receivables, Motives for holding cash, Factors determining cash.	CO4, CO6
	C	Introduction, Objectives, Importance of Inventory Management, Techniques of Inventory Control.	CO4, CO6
	Unit 5		
	A	Introduction, Meaning and Types of dividends; Dividend Policy –Meaning, Factors influencing dividend policy. Relationship between Dividend Policy and Value of Firm, Relevance Theory of Dividend – Walter’s approach &	CO5

		Criticism.			
	B	Gordon's approach to dividends & Criticism.			CO5
	C	Irrelevant concept of dividend, Modigliani and Miller's approach, Criticism of M-M Approach.			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	"Financial Management – Theory and Practice", Prasanna Chandra, 7ed. (Tata McGraw Hill)			
	Other References	- "Financial Management", IM Pandey (Vikas Publishing House) - "Financial Management & Policy", James C. Van Horne, (Prentice Hall, New Delhi) - "Fundamentals of Corporate Finance" by Ross, Waterfield Jordan, (Tata McGraw Hill) - "Corporate Finance – Theory & Practice" Aswath Damodaran, (John Wiley & Sons) - Financial Management, MY Khan and PK Jain, (Tata McGraw Hill) Newspaper, Magazines and Journals - Economic Times, Business Line, Business Standard - Journal of Finance - Business India, Business Today, Capital Market - Management Accountant - Chartered Accountant - Chartered Finance Analyst - Journal of Accounting and Finance			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	1	-	-	-	-
CO2	2	2	2	1	-	1	-	-	-	-
CO3	2	2	2	1	1	-	-	-	-	-
CO4	2	2	2	2	-	1	-	-	-	-
CO5	2	2	2	1	-	-	-	-	-	-
CO6	2	2	2	1	1	1	-	-	-	-

School: SBS		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2020-2021
Branch:		Semester: VI
1	Course Code	MANAGERIAL ACCOUNTING FOR BUSINESS DECISIONS
2	Course Title	MBA159
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory
5	Course Objective	<ol style="list-style-type: none"> 1. Understand the applications of cost accounting in various managerial decisions 2. Understand the various cost terms in managerial decisions. 3. Apply the understanding of different techniques of managerial accounting in planning and decision making; 4. Awareness about few selected contemporary developments in cost and management accounting. 5. To provide students with a firm foundation for their second-year studies in financial specialization. 6. Acquire refined numerical, analytical, presentational, group work and time management skills
6	Course Outcomes	<p>On completion of this module the student will be able to:</p> <ol style="list-style-type: none"> 1. Examine the key concepts of cost and management accounting. 2. Interpret different components of cost sheet. 3. Application of Marginal costing and cost volume profit analysis. 4. Explain the sequential steps of the project management 5. Evaluate different budgetary tools. 6. Plan Activity Based Costing.
7	Course Description	The Objective of this course is to provide the information they need for planning, control and decision making. If your goal is to be an effective manager, thorough understanding of managerial accounting is essential. Emphasis is placed on the interpretation and use of accounting information rather than its creation and accumulation.
8	Outline syllabus	CO Mapping
	Unit 1	

	A	Introduction of the module, need and Importance in various business decisions, Functions, Tools, Scope, and limitations of Management Accounting, Distinction between Financial Accounting and Management Accounting; Installation of Management Accounting System; Organization of Management Accounting.	CO1
	B	Introduction of cost, costing, Cost Accounting; Distinction between Cost Accounting and Management Accounting.	CO1
	C	Various Types of Cost concepts for Decision make and Profit Planning.	CO1
	Unit 2		
	A	Introduction, Components of Cost Sheet	CO2
	B	Preparation of Cost-sheet	CO2
	C	Introduction, Computation of cost & Profit; Advantages and Limitations of Variable Costing.	CO2
	Unit 3		
	A	Introduction, Break-Even Analysis, Break-Even Chart; Profit-Volume Analysis; Margin of Safety; Key Factor	CO3
	B	Concept of Decision-making, Steps in Decision-making; Make or Buy decision, shut down or continue.	CO3
	C	Introduction, Budget –Definition, Objectives, Advantages & Limitations; Types of Budgets; Preparation of Cash Budget, Flexible Budget, Master Budget etc. Zero Base Budgeting.	CO3, CO5
	Unit 4		
	A	Introduction, Meaning & types of Standards	CO3, CO5
	B	Establishment of Cost Standards; Components of Standard Cost; Quality Costs.	CO3, CO5
	C	Introduction, Material Variances and Labour Variances,	CO3rX, CO5
	Unit 5		
	A	Introduction, Meaning and Objectives and Types of Responsibility Centers.	CO6
		An Introduction of emerging terms used in managerial accounting.	
	B	Introduction, Cost driver, Application of Activity Based Costing, Difference between traditional costing and activity-based costing.	CO3, CO6

	C	Introduction, Meaning and Objectives and Types of Responsibility Centers.			CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	- <i>Management Accounting by M Y Khan & P K Jain, TATA McGraw Hill Publication, Latest Edition.</i>			
	Other References	- Introduction to Management Accounting by Charles T. Horngren, Gary L. Sundem, William O. Stratton, Pearson Education, Thirteenth Edition. - <i>Management and Cost Accounting by Colin Drury, International Thomson Business Press, Fourth Edition.</i> - Managerial Accounting by James Jambalvo; Wiley India Pvt. Ltd, New Delhi - <i>Advanced Management Accounting – Robert S. Kaplan & Anthony A. Atkinson – Pearson Education Asia, Third Edition.</i> Journals ➤ Management Accountant ➤ Chartered Accountant ➤ Chartered Finance Analyst Journal of Accounting and Finance			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	1	-	-	-	-
CO2	2	2	2	1	-	1	-	-	-	-
CO3	2	2	2	1	1	-	-	-	-	-
CO4	2	2	2	2	-	1	-	-	-	-
CO5	2	2	2	1	-	-	-	-	-	-
CO6	2	2	2	1	1	1	-	-	-	-

School: SBS		Batch: 2018-2022
Program: MBA Intgd.		Current Academic Year: 2020-2021
Branch:		Semester: VI
1	Course Code	MBA312
2	Course Title	Organizational Change Management
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
5	Course Objective	<ol style="list-style-type: none"> 1. To understand the functioning of business organisations, basic concepts of organisational structure and design. 2. To explain the various concept related to organizational change and development. 3. To understand the organisational change process and examine individual, group as well as organisational reactions to change. 4. To provide different perspectives on Organizational Development at the individual, group, and organizational levels of analysis. 5. To identify organizational situations that would benefit from Organisational Development interventions.
6	Course Outcomes	<p>The student will be able to:</p> <p>CO1: Describe the functioning of organisations, basic concept of organisational design, structure and system.</p> <p>CO2: Explain the concept of organisational change, different approaches of its management, how organisations behave and react to change, why change efforts can fail, overcoming organisational resistance, making change successful, the strategic role of change in the organisation and the impact of change (or failure to change) on organisational performance.</p> <p>CO3: Apply the competencies which are required for effective change management at organisation, group and individual levels.</p> <p>CO4: Analyse change management process in an organisation and various change models.</p> <p>CO5: Analyse challenges to effective change management and resistance to change.</p>

7	Course Description	This course aims to provide a deep understanding about the key concepts of organisational changes, issues in managing organisational changes, the need for change, why organizations fail to change, why individuals resist for change and how change helps organizations become more competitive and profitable. In this course, students will also be exposed to the concept and significance of organisational development and its intervention.	
8	Outline syllabus		CO Mapping
	Unit 1	Understanding Organizational System, Structure and Design	
	A	Definition – Organization, Organizing, Organisational Structure; Types of Organisational Structure	CO1
	B	Organisational Systems; Open System Approach	CO1
	C	Concept of Organisational Design; Bureaucratic Model and Behavioural Model; Business Process Re-engineering	CO1
	Unit 2	Introduction to Organisational Change	
	A	Concept and Nature of Organizational Change; Forces for change, Barriers of Change	CO2
	B	Types of Change: Continuous or Incremental Change, Discontinuous or Radial Change, Participate Change and Directive Change, Planned Change, Emergent Change, Developmental, Transitional and Transformational Change	CO2
	C	Levels of Change: Knowledge Changes, Attitudinal Changes, Individual Behaviour Changes and Organizational Performance Changes; Key Elements for success in organisational change	CO2
	Unit 3	Managing Organisational Change	
	A	Skills required for change management, Change Management Iceberg	CO3
	B	Communicating Change: Need for Communicating Change, Factors Involved in Communicating Change, Methods and Techniques for Communicating Change, Role of Top Management in Communicating Change	CO3
	C	Meaning and Concept of Change Agents, Types of Change Agents, Change Agent Styles	CO3
	Unit 4	Change Models and Process	
	A	Change Management Process	CO4
	B	Lewin's change management model, ADKAR Model	CO4
	C	Kotter's Eight-Step Model, The McKinsey 7-S model	CO4
	Unit 5	Resistance to Change	

	A	Concept of Resistance to Change, Forms of Resistance-individual and organizational, Reactions to Change			CO5
	B	Techniques to Overcome Resistance			CO5
	C	Change and Culture			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	1. Organizational Change and Development, Dipak Kumar Bhattacharyya, Oxford University Press. 2. Kavitha Singh Organizational change and Development, Excel Books New Delhi, 2010.			
	Other References	1. Nilekani, V. and Ramnarine, S., Managing Organizational Change, Response Books, New Delhi. 2. Hurst, David K., Crisis and Renewal: Meeting the Challenge of Organizational Change, Harvard University Press, Mass. 3. Robert A Paton, James Mc Colman, 'Change Management; A guide to effective implementation', Response books, 2005.			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	1	1	1	1	1	3	1	1	1
CO2	3	1	1	1	1	1	3	2	1	1
CO3	1	2	1	1	2	2	3	2	1	2
CO4	1	3	1	1	2	1	3	2	1	1
CO5	2	3	1	1	2	2	3	2	1	1

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: School of Business Studies		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2020-2021	
Branch:		Semester: VI	
1	Course Code	MBA313	
2	Course Title	Corporate Law	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Compulsory	
5	Course Objective	The objective is to enable students to understand the impact of Companies Act, role of the Securities and Exchange Board of India (SEBI), and the impact of scams etc.	
6	Course Outcomes	On the completion of the course the student will be able to: CO1: To outline the process of incorporation of a Company CO2: To describe the financial structure of the company CO3: To explain the various types of director and meetings CO4. To illustrate the responsibility of the Company to the society CO5: To summarize the effect of other regulations affecting the functioning of the companies.	
7	Course Description	The course introduces the students to the various aspects of Corporate Law.	
8	Outline syllabus		CO Mapping
	Unit 1		
	A	Characteristics of a company, Landmark case - Salomon vs. Salomon Co Ltd- Separate legal entity, Lifting the corporate veil	CO1
	B	Types of companies, Promoters, Formation and incorporation of a company.	CO1
	C	Memorandum of association. Doctrine of ultra vires. Articles of association. Doctrine of indoor management and its exceptions	CO1
	Unit 2	Financial Structure and Membership	
	A	Meaning of the term 'Capital', Shares – Kinds, Equity Shares and Preference Shares (including distinction), Raising of Capital, Public issue of shares, Right Shares/Bonus Shares	CO2
	B	Salient features of Prospectus, Shelf Prospectus, Red-Herring Prospectus, Statement in lieu of Prospectus, Share	CO2

		capital, Liability for untrue statement in Prospectus.			
	C	Debentures – Characteristics, Kinds of Charges, Allotment of Shares, Essentials of Valid Allotment, Demat Account, Members vs. Shareholders, Methods of becoming a Member, Termination of Membership, Rights and Duties of Members			CO2
	Unit 3	Company Management and Meetings			
	A	Directors - Qualification and Disqualification of Directors, Appointment of Directors, Number of Directorship, Removal of Directors, Powers and Liabilities of Directors, Remuneration of Directors			CO3
	B	Meetings – Annual General Meeting, Extraordinary General Meeting, Statutory requirements – Notice, Agenda, Quorum, Proxy, Chairperson, Methods of Voting, Resolution – Ordinary and Special Resolution distinguished, Minutes			CO3
	C	Prevention of oppression and Mismanagement			CO3
	Unit 4	Winding Up, CSR, Annual Report			
	A	Meaning, Modes of Winding up, Official Liquidator and his Duties			CO4
	B	Corporate Social Responsibility -Provisions in Companies Act 2013			CO4, CO5
	C	Role of SEBI, Annual Report			CO4, CO5
	Unit 5	Emerging areas – A Brief Overview			
	A	Securities and Contract Regulation Act			CO5
	B	Compétition Act 2002			CO5
	C	Insolvency Law in India			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	The New Company Law, Dr N.V. Paranjape, Central Law Agency			
	Other References	<ul style="list-style-type: none">Singh, Avatar, <i>Introduction to Company Law</i>, 10th ed., 2006, Eastern Book Co.Singh, Avatar, <i>Company Law</i>, 15th ed., 2007, Reprinted 2009, EBC Web storeThe Companies Act 2013			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	2	1	3	2	2	-	2	-	1	1
CO 2	2	1	1	2	1	-	2	2	1	1
CO 3	2	2	2	2	2	1	2	2	2	1
CO 4	2	1	1	1	1	2	2	2	1	1
CO 5	2	1	3	1	2	-	1	1	1	1

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School:		SBS 2018-2022
Program: MBA INTGD		Current Academic Year: 2020-2021
Semester		VI
1	Course Code	MBP 164
2	Course Title	Employability Skill Development -1
3	Credits	3
4	Contact Hours (L-T-P)	0-0-6
	Course Type	Compulsory
5	Course Objective	<p>To demonstrate competency on each of the employability skills to meet the expectations of the corporates by upgrade students across varied industry enhancing their employability skills.</p> <p>To enhance holistic development of students and improve their employability and analytical skills.</p> <p>Provide a 360-degree exposure to learning elements of Business Ethics, Behavioural traits and positive self-branding along with positive altitudinal abilities.</p> <p>To Understand the concept of Business Communication (written) and be able to</p> <p>i. Draft reports</p> <p>ii. Prepare summer project report.</p> <p>To attract employment opportunities through the vast social networking medium by reaching out to different people and communities using such platforms as LinkedIn, Facebook, Twitter, Wats app etc.</p>
6	Course Outcomes	<p>On successful completion of this module students will be able to:</p> <p>CO1: The students will understand the working culture of the corporates and further improve their skills.</p> <p>CO2: Inculcate Innovation & Critical Thinking abilities/Problem solving attitude.</p> <p>CO3: Inculcate flexibility in their attitude and be open learning in order to progress.</p>

		CO4: learn Business Communication and its importance in the present scenarios. CO5: Practice effective use and utility of visual aids.		
7	Course Description	To enhance the holistic development of students and improve their employability skills with the help of various tools and also emphasizing on presentation through Project report and case studies, enacting them in order to equip themselves with appropriate body language and vocal aptitude.		
8	Outline syllabus			CO Mapping
	Unit 1	Employability Skills: An introduction		
	A	Introduction & importance		CO1
	B	Types of Employability Skills		CO1
	C	How to Improve Employability Skills		CO1
	Unit 2	Etiquette & Manners		
	A	Introduction, Importance		CO2, CO3 & CO4
	B	Types of Etiquette		CO2, CO3 & CO4
	C	Business /Office Etiquettes for Managers		CO2, CO3, CO4 & 5
	Unit 3	Netiquette (Social Media Etiquette)		
	A	Introduction		CO3
	B	Basic Rules of Social Media Ethics & Etiquette		CO4
	C	Responsible Use of social media		CO5, CO4
	Unit 4	Effective Public Speaking		
	A	Planning Preparation & Delivery		CO4, CO5
	B	To Overcome Anxiety & Nervousness		CO4, CO3
	C	Using Non-Verbal Communication in Public Speaking		CO4, CO5
	Unit 5	Employment Communication: Resume & Job Application		
	A	Introduction: Resume, CV, Job Application or Cover Letter		CO1 & CO2
	B	Different Formats of Resume		CO1 & CO2
	C	How to develop an Impressive Resume		& CO5
	Mode of examination	Practical/Viva		
	Weightage	CA	MTE	ETE

	Distribution	60%	-----	40%	
	Text book/s*	P.D. Chaturvedi and Mukesh Chaturvedi, Business Communication: Concepts, Cases and Applications, Pearson			
	Other References	Managing Soft Skills & Personality Development, M.S.Rao, Wiley			

PO 1	PO 2	PO 3	PO 4	PO 5	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5
3	2	1	2	3	-	2	3	1	-
1	2	2	3	2	2	3	3	1	-
-	2	-	2	3	2	3	1	3	2
-	1	2	3	-	1	2	2	-	3
2	3	3	1	2	-	3	3	2	2

School: SBS		Batch :2018-2022
Program: MBA INTG		Current Academic Year: 2020-2021
Branch: General		Semester: VI
1	Course Code	MBA193
2	Course Title	Operations Research
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory
5	Course Objective	1. To understand, interpret, and evaluate changes in a phenomenon in the hope of anticipating the course of future events correctly 2. To teach a practical approach to modeling time series data 3. To help student identify and propose models, estimate them with data, diagnose whether they fit, and interpret their meanings. 4. Though Computer software is utilized, an understanding of underlying concepts and methods would be stressed
6	Course Outcomes	CO1: The student will be able to list the application of optimization techniques in managerial decision making CO2: The student will be able to describe some real time business situations as a mathematical model CO3: The student will be able to solve a problem, work out its optimum solution and interpret the result CO4: The student will be able to infer the excel output for taking business decisions CO5: The student will be able to recommend the best possible solution of a problem under the given constraints.
7	Course Description	In this age of information and technology boom and the era of increasing integration of economies where geographical boundaries are becoming meaningless for trade and business, winning firms and managers will be those who are in sync with the fast-changing business dynamics. Business managers need to identify and analyze the resource available with them. They need to optimally utilize these resources and come up with best possible solution under the given constraints. In this context, the course aims to provide students with a methodological framework and foundation for management decision making and to be of long-lasting value through their careers irrespective of management field that they choose.
8	Outline syllabus	CO Mapping
	Unit 1	Introduction to Operations Research

	A	Scope and applications of Operations Research in managerial decision making. Modelling Approach- Mathematical Models and algorithms. Phases of Operations Research	CO1, CO2
	B	Decision making environments: Decision making under certainty, uncertainty and risk situations, Maxmin ,	CO1, CO2
		Minmax, Maxmax, Minmin, Hurwitz and Savage principle. EMV, EOL, EVPI. Decision Tree Approach and its applications.	
	C	Using MS-Excel to create Payoff and Opportunity loss tables and interpreting them for decision making	CO1, CO2
	Unit 2	Linear Programming Applications in Marketing, Finance and Operations Management	
	A	Formulations of LP Problems Graphical Method of solving LP problems- Maximization and Minimization Problems Infeasible, feasible and infinite solutions	CO1, CO2
	B	Degeneracy in LP Problems. Applications of LPP - Portfolio management, media selection, A-Make-or-Buy Decision, shadow price, Sensitivity analysis	CO1, CO2, CO3
	C	<i>Using Excel Solver to Solve LPP and derive and interpret Sensitivity report</i>	CO1, CO2, CO3
	Unit 3	Transportation & Transshipment and Assignment & Travelling Salesman Problems	
	A	Transportation Problem: Introduction to transportation problem, NW corner rule, Transshipment Problems- Formulation (Solving to be done by Excel)	CO3, CO4
	B	Application of transportation problem- Human Resource, Inventory Management, Calculation of Layover time. <i>Using Excel Solver for solving transportation problems</i>	CO3, CO4
	C	Assignment Model: Introduction and its application- Maximization and minimization problem. Travelling salesman problem with breaking incomplete loop <i>Applications of transportation and assignment problems, Using Excel Solver for solving assignment problems</i>	CO3, CO4
	Unit 4	Game Theory	
	A	Concept of Game: Solving Two person zero- sum game; Pure and mixed strategy games; Saddle point; Dominance Rule, LPP method to solve Game Theory Problems	CO3, CO4, CO5
	B	<i>Using Excel Solver for solving Game theory problems</i>	CO3, CO4,

			CO5
C	<i>Applications of Game theory in business and economics</i>		CO3, CO4
Unit 5	Replacement Problem		
A	Replacement of assets that deteriorate with time;		CO3, CO4, CO5
B	Replacement of assets which fail suddenly, both cases- When Time value of Money is considered and when not considered.		CO3, CO4, CO5
C	<i>Using excel to draw and interpret various tables for replacement problems.</i>		CO3, CO4, CO5
Mode of examination	Theory and Practical		
Weightage Distribution	CA	MTE	ETE
	30%	20%	50%
Text book/s*	Hamdy A. Taha; Operations Research- An Introduction, Pearson Education, 8 th Edition		
Other References	1. M.P. Gupta and R.B. Khanna; Quantitative Techniques for Decision Making, PHI 4 th Edition 2. J.K. Sharma Operations Research Theory and Applications; Macmillan India Ltd. 4 th Edition		

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	1	1	2	1	1	1	2	1	1	1
CO2	2	2	2	2	2	1	1	1	1	2
CO3	1	2	1	1	1	2	1	2	2	1
CO4	1	2	2	1	2	1	2	2	2	2
CO5	1	2	1	1	2	1	2	2	2	2
Avg	1.20	1.80	1.60	1.20	1.60	1.20	1.60	1.60	1.60	1.60

1- Slight (Low)
 2- Moderate
 (Medium) 3-
 Substantial (High)

School:		School of Business Studies Batch: 2018-2022
Program: MBA Intgd		Current Academic Year: 2021-2022
Branch: IB		Semester: VII
1	Course Code	MBA311
2	Course Title	Global Competitiveness Analysis
3	Credits	03
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Elective
5	Course Objective	<p>The objectives of this course are:</p> <ul style="list-style-type: none"> a) to provide a conceptual and analytical framework for estimating competitiveness of a country sector b) to introduce excel based analytical tools to estimate competitiveness and c) to expose the learners to India's global competitiveness across sectors d) to provide a critical understanding of various business and competition centered management perspectives e) to develop effective interpretation, analysis and decision-making processes of firms of any size.
6	Course Outcomes	<p>The student will be able to:</p> <p>CO1: Recognise the complexity and the elusiveness of "competitiveness", for any country.</p> <p>CO2: Examine the links between the concepts of competitiveness and development of a country.</p> <p>CO3: Identify the economic, political and social determinants of competitiveness and their interdependencies.</p> <p>CO4: Analyse different quantitative and qualitative approaches regarding the creation and measurement of competitiveness.</p> <p>CO5: Summarize strategic and tactical decisions taken by firms to enter and compete in international markets</p>

7	Course Description	This module will give introduction to the concept of competitiveness and examine the historical evolution of the concept. Participants should deduct main characteristics and become aware of the fact that competitiveness is an extremely multifaceted concept. Competitiveness is regarded as a crucial prerequisite of success, and expected to bring about economic growth, sustained development and increase in the standard of living of populations. By the same token, there are concerns about the links between competitiveness and economic prosperity and the level of poverty, in particular of developing countries.
8	Outline syllabus	CO Mapping
	Unit 1	Global Competitiveness Index (Reading: 1)
	A	The 12 pillars of global competitiveness: Country specific analysis - Providing background & overview of the global competitiveness, the global competitiveness index (GCI)
	B	Analytical methods in estimating global competitiveness - Analyze the fundamental analytical methods used to measure global competitiveness, describing & discussing 12 pillars of global competitiveness
	C	Trends in India's Competitiveness Profile – Understand India's position & trend of the competitiveness vis-à-vis other countries, peer comparison, analyzing in details each 12 pillars - institutions, infrastructure, macroeconomic environment, health and primary education, higher education and training, goods market efficiency, labor market efficiency, financial market development, technological readiness, market size, business sophistication, and innovation
	Unit 2	Measuring Competitiveness of a sector (Reading 2)
	A	Price and cost competitiveness – Elucidate basic concepts of competitiveness with respect to price and cost, analytical details
	B	Import, export and overall competitiveness – Analyze the details of Import, export and overall competitiveness, peer comparison, explaining implication of outcomes
	C	Indicators of global competitiveness – Understand and analyse in details indicators of global competitiveness and implications thereof
	Unit 3	Developing Policy Analysis Matrix (PAM) to analyse competitiveness in agricultural sector (Reading 3)
	A	Definition, Representation and Meaning of PAM – Analysing in details concepts, purposes & meaning of PAM, understanding Framework for Agricultural Policy Analysis, private &

		social profitability	
B		EPAM – including environmental components in PAM – Understanding environmental externalities in PAM, -environmental market failures due to environmental degradation/negative externalities, public policy to combat such externalities and implications thereof.	CO4, CO5
C		Calculating nominal protection coefficient and effective protection coefficient (using Excel) Learning hands on experience about calculating nominal protection coefficient (npc) and effective protection coefficient (epc); understanding concepts of npc epc using excel and implications thereof	CO4, CO5
Unit 4	Domestic Resource Cost Ratio (Reading 3)		
A		DRCR – an analytical framework - Understanding concepts of DRCR, its calculation and implications	CO4, CO5
B		Estimating private and social prices - Concepts of private and social prices, methodology of estimation & implications	CO4, CO5
C		Sensitivity analysis – Basic understanding of sensitivity analysis, methodology, implications	CO4, CO5
Unit 5	Revealed Comparative Advantage (Reading 4)		
A		Concept and meaning – trade creation and trade diversion – Understanding concepts of trade creation & trade diversion and their implications through historical as well as contemporary events/incidents, country studies	CO4, CO5
B		Estimating RCA using excel – Understanding how revealed comparative advantages (RCAs) can be calculated in excel, their implications and use in international economics & trade, conceptual understanding of RCAs	CO4, CO5
C		Analysing Free Trade agreement using RCA - Understanding how FTAs can be analyzed through the concepts & applications of RCAs	CO4, CO5

Mode of examination	Theory			
Weightage Distribution	CA	MTE	ETE	
	30%	20%	50%	
Text book/s*	The Global Competitiveness Report 2018-19 (available for free download at- http://www3.weforum.org/docs/GCR2018/05FullReport/TheGlobalCompetitivenessReport2018.pdf)			

Other References	<input type="checkbox"/> Indicators of international competitiveness: Conceptual aspects and evaluation by Mattine Durand and Claude Giorno (available for free download at https://www.oecd.org/eco/outlook/33841783.pdf) <input type="checkbox"/> Computing summary ratios (available for free download at http://web.stanford.edu/group/ERI/indonesia/courses/manuals/pam-book/)
	RCEP – Thailand Trade Creation and Trade Diversion: Evidence and Analysis (available for free download at http://ageconsearch.umn.edu/bitstream/205432/2/2015_AAEA%20Conference_RCEP%20Thailand%20Trade%20Creation%20and%20Trade%20Diversion_(Wanasin).pdf)

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PS O 1	PS O 2	PS O 3	PS O 4
CO1	3	2	2				1	1	2	1
CO2	3	1	1				1	2	2	1
CO3	3	2	2				3	1	1	1
CO4	2	3	1				2	2	1	2
CO5	1	1	1				1	1	1	1
	2.40	1.80	1.40				1.60	1.40	1.40	1.20

1-Slight (Low)

2-Moderate (Medium)

**3-Substantial
(High)**

School: School of Business Studies		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA 218	
2	Course Title	Advertising Management	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Description	This course is intended to provide the students with a conceptual understanding as well as practical execution skills of advertising.	
6	Course Objective	1. To make the students aware of the theoretical principles and best practices of advertising 2. To make the students familiar with the mechanics of advertising campaign planning and execution 3. To make the students comprehend the intricacies of media management in advertising	
7	Course Outcomes	CO1: The student will be able to list, define and describe the different components of promotion mix CO2: The student will be able to explain the relative merits and demerits of advertising and also classify advertisements. CO3: The student will be able to prepare an action plan for a proposed advertising campaign. CO4: The student will be able to distinguish among the different components of an advertisement copy and also explain the different kinds of appeals used in advertising. CO5: The student will be able to choose media options for a proposed advertising campaign and also evaluate the ethical aspects of a given advertisement.	
8	Outline syllabus		CO Mapping
	Unit A		
	A1	<ul style="list-style-type: none"> Role of promotion in marketing mix 	CO1
	A2	<ul style="list-style-type: none"> Components of promotion mix 	CO1
	A3	<ul style="list-style-type: none"> Integrated marketing communications 	CO1
	Unit B		
	B1	<ul style="list-style-type: none"> Need, scope, objectives and importance of advertising 	CO2
	B2	<ul style="list-style-type: none"> Strengths and weaknesses of advertising as a promotional tool 	CO2

	B3	• Types of advertisements			CO2
	Unit C				
	C1	• Role of advertising in modern marketing			CO3
	C2	• Setting advertising goals - the DAGMAR approach			CO3
	C3	• Message strategies and tactics			CO3
	Unit D				
	D1	• Creative approaches, copy-writing and copy-testing			CO4
	D2	• Advertising copy design - copy layout			CO4
	D3	• Advertising appeals and themes			CO4
	Unit E				
	E1	• Types of media; media planning and scheduling			CO5
	E2	• Advertising budget; measuring advertising effectiveness			CO5
	E3	• Ethical aspects of advertising			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s	‘Advertising and Promotion – An IMC Perspective’ by George E. Belch, Michael A. Belch and Keyoor Purani (McGraw-Hill)			
	Other References	• ‘Advertising and Promotions – An IMC Perspective’ by Kruti Shah and Alan D’Souza (McGraw-Hill) • ‘Advertising – Planning and Implementation’ – Sangeeta Sharma and Raghuvir Singh (Prentice Hall)			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO1	2	1	1	1	1	1	2	2	1	1
CO2	2	2	2	1	1	1	2	2	2	1
CO3	2	2	2	1	1	1	2	2	1	2
CO4	2	2	2	1	1	1	2	2	1	2
CO5	2	2	2	1	1	1	2	2	1	2

School: School of Business Studies		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2021-2022	
Branch: -		Semester: VII	
1	Course Code	MBA 219	
2	Course Title	SALES AND DISTRIBUTION MANAGEMENT	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Description	This course intent to cover the basic aspect of sales management and distribution management. It also covers the basic aspects of supply chain management	
6	Course Objective	<ul style="list-style-type: none"> To familiarize the students with the various Sales & Distribution concepts and strategies used. To enable them to develop the Sales & Distribution strategies and plans To develop an acumen among the students to understand the practices of Sales & Distribution industry in India. 	
7	Course Outcomes	After the completion of the course the students will be able to: CO1: To define fundamental concepts of sales management CO2: To explain various sales management models for organizations CO3: To understand various concepts of distribution management CO4: To illustrate various channels of distribution and new trends in distribution. CO5: To analyze different aspects of supply chain management	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to Sales Management	
	A 1	What are Sales, Difference in sales and Marketing	CO1
	A 2	Selling skills and Different Sales Strategies	CO1
	A 3	Emerging trends in sales Management	CO1
	Unit B	Selling Process & Sales Management	
	B 1	Selling Process	CO2
	B 2	Sales Forecasting, Market Demand, Qualitative and Quantitative Methods – Overview of Linear Regression, Time Series Analysis, Moving Averages	CO2
	B 3	Sales organizations, Recruitment of sales force, sales	CO2

		territory management, sales force motivation and compensation, sales force controls.	
	Unit C	Distribution & Management of Marketing Channels	
	C 1	Understanding Dimensions of Distribution Mix	CO3
	C 2	Introduction to Distribution Channels – Designing Distribution Channels Structure, Functions and Flows – Channel participants - Type and Number of Intermediaries, Selecting a channel	CO3
	C 3	Logistics Management, Channel Information Systems, Channel Controls.	CO3
	Unit D	Channels and New trends in distribution	
	D 1	Classifications, Functions, Key Tasks, Limitations	CO4
	D 2	Retail Mangement, International Channels	CO4
	D 3	e- distribution	CO4
	Unit E	SCM	
	E 1	Introduction to SCM, Inbound, Outbound Logistics	CO5
	E 2	Benefits & Issues Related to SCM	CO5
	E 3	Reverse Logistics	CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Sales and Distribution Management by Dr Dr Tapan K. Panda, Dr Sunil Sahadev – Oxford Press	
	Other References	Marketing Channels, Stern, L.W. El Ansari, A.L., Coughlan, A.T.PHI	

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	1	-	-	1	1	2	1	1	1
CO2	1	2	1	-	2	1	2	2	1	2
CO3	1	2	-	2	1	1	2	2	2	2
CO4	1	2	2	2	2	1	2	2	2	2
CO5	1	2	-	1	2	1	2	2	2	2

School: SBS		Batch 2018-2022	
Program: MBA Intgd		2021-2022	
Branch: -		Semester: VII	
1	Course Code	MBA217	
2	Course Title	Service Marketing	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Description	The course equips the students with specialized skills in Services Mktg. and Provides overall Service Quality aspects in various Service Sectors.	
6	Course Objective	<ul style="list-style-type: none"> To equip the students with thorough understanding of Services Marketing core concepts & its role in employability of students. To specialize the students with Services Marketing as their choice with reference to ever changing Demand in Service sector globally. 	
7	Course Outcomes	CO1: To primarily understand the key differentiating factors between products and services and how service quality aspects play a unique role in planning service quality and execution at the work place CO2: To articulate the key service strategies which play a significant role in operations, management information systems and human resource systems in effective handling of service design in organizations CO3: To analyze the typical problems faced by services marketing professionals and the demand for unique service Talent across the globe in various segments CO4: To be in a position to formulate the best Service positioning strategies for Service organizations to compete in the changing global environment CO5: To analyze CRM strategies in Service Industry	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to services	
	A 1	Service economy – evolution and growth of the service sector – nature and scope	Co1
	A 2	Characteristics and classification of services	Co1
	A 3	Service market potential	Co1, Co2
	Unit B	Fundamentals of services marketing	
	B 1	Assessing opportunities for services marketing; expanded marketing-mix for services	Co1
	B 2	Consumer behaviour specific to services; service quality	Co1, Co2
	B 3	Service market segmentation; targeting and selection of service	Co3

		markets	
	Unit C	Customer relationship management in services marketing	
	C 1	Relationship marketing in service consumption; understanding customer needs and expectations in services	Co3,
	C 2	Strategic responses to the intangibility of service performance	Co2, Co3
	C 3	Service life cycle; new service development	Co3
	Unit D	Service delivery	
	D 1	People in services; service process	Co2
	D 2	Distributing services – direct distribution, channel functions, channel selection	Co1, Co2
	D 3	Design and layout of service delivery; capacity and demand management	Co3
C	Unit E	Services Marketing & Information Technology	
	E 1	Service-marketing strategies in various Sectors	Co3, Co4
	E 2	Designing communications-mix for promoting services	Co3, Co4
	E 3	Role of information technology in services marketing	Co2, Co3
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	<ul style="list-style-type: none"> Services Marketing - Integrating Customer Focus Across the Firm' by Valarie A. Zeithaml, Mary Jo Bitner, Dwayne D. Gremler and Ajay Pandit (McGraw-Hill) Services Marketing, People, Technology, Strategy, 7th Edition, by Lovelock Wirtz Chatterjee (Pearson) 	
	Other References	<input type="checkbox"/> 'Services Marketing – The Indian Context' by R. Srinivasan (Prentice Hall) 'Services Marketing – Text and Cases by Harsh V. Verma (Pearson) <u>Case studies</u> Air Lines & Air India <input type="checkbox"/> Mc-Donalds <input type="checkbox"/> Apollo Hospitals <input type="checkbox"/> ICICI Bank <input type="checkbox"/> Life Insurance Corporation & Private Insurance Cos	
Pos Cos	PO1	PO2	PO3
	PO4	PO5	PO6
	PSO 1	PSO 2	PSO 3
	PSO 4		
CO 1	2	3	2
			2
			2
			3
			3
			2
			2
			3

CO 2	2	2	2	3	2	2	2	3	2	3
CO 3	2	3	2	2	2	2	3	3	3	3
CO 4	2	3	2	2	2	3	2	2	3	3
CO 5	2	1	2	2	1	1	2	2	1	2
Avg	2.00	2.40	2.00	2.20	1.80	2.20	2.40	2.40	2.20	2.80

School: SBS		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2021-2022
Branch: Dual – Finance/ B & F		Semester: VII
1	Course Code	MBA 215
2	Course Title	Security Analysis and Portfolio Management
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
5	Course Objective	1. To acquaint the students with the concept of Security Analysis & Portfolio Management. 2. To learn the methods to value securities, especially equity, bonds and debentures 3. To comprehend the working knowledge of Futures & Options. 4. To adept in developing portfolio for clients comprising of Futures & Options, Mutual funds, Insurance, Real estate etc.
6	Course Outcomes	On completion of this module the student will be able to: CO1. Describe the key concepts of investment, securities, analysis of securities and portfolio management. CO2. Apply various fundamental and technical analysis techniques to value the securities. CO3. Estimate the value of various kind of securities like fixed income securities, equity shares, financial derivatives etc. CO4. Analysis of securities for portfolio construction. CO5 Construct portfolio for investors. CO6 Appraise portfolio performance
7	Course Description	Security Analysis and Portfolio Management relates to investment in financial assets with specific attention to the returns and risk associated with investing in securities. The subject is aimed at providing insight to the various analytical techniques used in evaluation of the various investment opportunities. The course also provides of extension of these concepts to

		the portfolio of securities and the concept of diversification, management of a portfolio.	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to Security Analysis and Portfolio Management	
	A	Objectives of Investment, Investment V/S Speculation, Investment Attributes and Avenues. Traditional Vs Modern Approach to Security Analysis and Portfolio Management,	CO1
	B	Structure of Indian Security markets- An overview, Security Trading Operations, Securities and Exchange Board of India – regulatory functions and role	CO1
	C	Understanding the risk and return of a security, Systematic and Unsystematic Risks, Measurement of Risk, Beta Coefficient and its applications.	CO1, CO2
	Unit 2	Valuation of Securities	
	A	Approaches to valuation of securities – Fundamental Analysis, E-I-C Framework.	CO2, CO3
	B	Valuations of Bonds: Measurement of bond prices and yields - Yield to maturity, risk in bonds.	CO2, CO3
	C	Valuation of Equity Shares: Constant growth rate, two stage growth rate model and Multiple periods holding models	CO2, CO3
	Unit 3	Technical Analysis, EMH and Financial Derivatives	
	A	Fundamental v/s Technical Analysis, Tools and Techniques of Technical Analysis: Charting Techniques, Dow Theory, technical indicators.	CO2, CO3
	B	Efficient Market Hypothesis: Forms of stock market efficiency, Random Walk theory, Empirical evidences and implications.	CO3, CO4
	C	Financial Derivatives – Futures & Options, pricing of options - Black and Scholes-Model. Spot – Future price relationship.	CO3, CO4
	Unit 4	Portfolio Analysis and Selection	
	A	Portfolio Analysis: Portfolio Risk and Return up to three securities. Markowitz and Sharpe index model.	CO4, CO5
	B	Portfolio Selection: Risk and investor preferences, Selecting the optimal portfolio,	CO4, CO5
	C	Portfolio Selection: Applications and Investment Constraints.	CO4, CO5
	Unit 5	Asset Pricing Theories and Portfolio Performance Measurement	
	A	Capital Market Theory, Capital Asset Pricing Model (CAPM), Arbitrage Pricing Theory (APT)	CO4, CO6

	B	Sharpe's Performance measure, Treynor's Performance measure, Jensen's Performance measure.			CO4, CO6
	C	Mutual Funds Performance Evaluation			CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Security Analysis and Portfolio Management, Punithavathy Pandian, Vikas publications, Reprint 2017			
	Other References	1. Chandra P - Investment Analysis and Portfolio Management (Tata Mc Graw Hill) 2. Fischer and Jordan - Security Analysis and Portfolio Management (Prentice-Hall, 1996, 6th edition) 3. Ranganatham - Investment Analysis and Portfolio Management (Pearson Education, 1st Ed.) 4. Bodie, Kane, Marcus & Mohanty - Investment and Indian Perspective (TMH, 6th Ed.).			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	1	1	1	1	1
CO2	2	2	2	1	-	1	1	1	1	1
CO3	2	2	2	1	1	-	1	1	1	1
CO4	2	2	2	2	-	1	1	1	1	1
CO5	2	2	2	1	-	-	1	1	1	1
CO6	2	2	2	1	1	1	1	1	1	1

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA 214	
2	Course Title	Project Finance and Management	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory /Elective	
5	Course Objective	7. The objective of this course is to familiarize the student with both, capital budgeting aspect and the contents of a bankable feasibility report. 8. Working knowledge of estimating cash flows for a project. 9. Behavioural aspects of project finance are also dealt with. 10. Students should develop working knowledge of preparing market and technical report. 11. Aware of the practical difficulties in implementing a project	
6	Course Outcomes	On completion of this module the student will be able to: 1. Recognize complexities involved in Project Management. 2. Interpret the market and demand through technical projections of the project 3. Apply various methods of capital budgeting and risk analysis 4. Explain the sequential steps of the project management 5. Evaluate the project scope, project time, project cost and budgets, project resources, project quality 6. Integrate contemporary issues and project reviews	
7	Course Description	Project Finance and Management deals with the decision of project planning, analysis, selection, financing, Implementation and review. A project manager will be concerned with project financial and managerial decisions	
8	Outline syllabus		CO Mapping
	Unit 1		
	A	<ul style="list-style-type: none"> Project: Concept Phases of Capital Budgeting Facets of Project Analysis 	CO1

		<ul style="list-style-type: none"> • Generation & Screening of project ideas 	
	B	<ul style="list-style-type: none"> • Monitoring the environment • Tools for identifying investment opportunities • Corporate Appraisal 	CO1, CO2
	C	<ul style="list-style-type: none"> • Preliminary Screening • Project Rating Index • Sources of Positive Net Present value 	CO1, CO2
	Unit 2		
	A	<ul style="list-style-type: none"> • Objectives • Collection of Secondary Information, Industry specific sources of information • Conduct of market survey • Analysis tools 	CO2
	B	<ul style="list-style-type: none"> • Demand Forecasting • Qualitative methods: Jury of executive method, Delphi method • Time series projection method: Trend projection, Exponential smoothing and moving average method. • Casual methods: Chain ratio, consumption level method, End use method, Bass diffusion method 	CO2
	C	<ul style="list-style-type: none"> • Technical Analysis of projects • Financial Estimates & Projections of projects 	CO2
	Unit 3		
	A	<ul style="list-style-type: none"> • Investment Criteria • Discounted Cash flow techniques 	CO3
	B	<ul style="list-style-type: none"> • Project Cash flows • Project Cost of Capital 	CO3
	C	<ul style="list-style-type: none"> • Project Risk Analysis 	CO3, CO4
	Unit 4		
	A	<ul style="list-style-type: none"> • Social Cost Benefit Analysis • UNIDO approach 	CO4, CO5
	B	<ul style="list-style-type: none"> • Network techniques for project management CPM & PERT Models	CO4, CO5

	C	<ul style="list-style-type: none">• Practical applications of CPM & Models• Time and Resource planning	CO4, CO5						
	Unit 5								
	A	<ul style="list-style-type: none">• Control of in-progress projects• The post-audit• Abandonment Analysis	CO6						
		<ul style="list-style-type: none">•							
	B	<ul style="list-style-type: none">• Evaluating the capital budgeting	CO3, CO6						
	C	<ul style="list-style-type: none">• Financing Infrastructure Projects• Financing Power Projects.• Public Private Partnership (PPP- Model)	CO6						
	Mode of examination	Theory							
	Weightage Distribution	<table><tr><td>CA</td><td>MTE</td><td>ETE</td></tr><tr><td>30%</td><td>20%</td><td>50%</td></tr></table>	CA	MTE	ETE	30%	20%	50%	
CA	MTE	ETE							
30%	20%	50%							
	Text book/s*	Prasana Chandra, ‘Projects: Planning, Analysis, Selection, Financing, Implementation, and Review, 7 th Edition, Mc Graw Hill							
	Other References	Prasana Chandra, ‘Projects: Planning, Analysis, Selection, Financing, Implementation, and Review, 7 th Edition, Mc Graw Hill							

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	1	1	1	1	1	1
CO2	2	2	2	1	-	1	1	1	1	1
CO3	2	2	2	1	1	-	1	1	1	1
CO4	2	2	2	2	-	1	1	1	1	1
CO5	2	2	2	1	-	-	1	1	1	1
CO6	2	2	2	1	1	1	1	1	1	1

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

TAX PLANNING & MANAGEMENT

School: SBS		Batch: 2018-2022	
Program: MBA Intg		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA216	
2	Course Title	TAX PLANNING & MANAGEMENT	
3	Credits	03	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Objective	The basic objective of this course is to provide an in-depth insight into the concept of Corporate Tax Planning & Management and to equip the students with a reasonable knowledge of tax planning devices. The focus of this course would be exclusively on Direct Taxes.	
6	Course Outcomes	The specific learning outcome of this course is able to: CO1: define the key terms used in Taxation; CO2: describe the significance of tax planning & management in various business decisions; CO3: analyse the tax planning strategies to increase the return on investment CO4: evaluate and monitor the various tax compliances applicable to business entity. CO5: To make them to be a tax consultant in preparing the tax planning, tax management. Payment of tax and filing of tax returns.	
7	Course Description	As a Finance Manager, you have to take the various decisions. The objective of this course is to provide you with the conceptual framework necessary to understand above taxation issues and the techniques to manage tax efficiently and effectively. Here in this course, students will learn and able to analyses the various constituents of tax planning, tax evasion, tax avoidance and tax management etc. You may choose a career in manufacturing companies, non-governmental or service sector, investment banks or management consultancy, thorough learning of the art of Taxation management is a must.	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to Income Tax Act, 1961. – An Overview	
	A Basic concepts	Income, Agricultural Income, Person, Assessee, Assessment Year, Previous Year, Gross Total Income, Total Income.	CO1,

	B Residential Status	Individual, Hindu Undivided Family (HUF), Firm, Company, Association of Persons (AOP), Body of individuals (BOI) etc.	CO1, CO5
	C	Scope of Total Income, Exempted Income, Agricultural	CO1, CO5
	Incidence of Tax	Income & its tax treatment, Aggregation of Income & Tax computation.	
	Unit 2	Introduction to Tax Planning	
	A Tax Planning	Meaning, objectives, per-cautions in tax planning, Limitations of tax planning, Tax evasion, Tax avoidance, Tax management	CO2,
	B Taxation of Companies & Tax planning	Computation of tax liability and tax liability of companies; Minimum Alternative Tax.	CO2, CO3, CO5
	C Dividend Tax	Dividend tax – When the additional tax should be paid? Basis of charge	CO2, CO3, CO5
	Unit 3	Employee Remuneration and Tax Planning	
	A Income under the head of Salary	Meaning of Employee Remuneration, Allowances, Perquisites, Deductions etc.	CO2, CO3, CO5
	B Special provisions for tax planning	Special provisions for tax planning relating to Employee's remunerations from the point of view of Employer and Employee.	CO2, CO3, CO5
	C Total Income and tax computation	Computation of Taxable Salaries, and tax liability on employee remuneration.	CO2, CO3, CO5
	Unit 4	Tax Planning and Managerial Decisions	
	A Tax Planning for new business	Tax Planning for new business with reference to location, nature and form of organization of new business	CO3, CO5
	B Tax Planning relating to Financial Management	Tax Planning relating to capital structure decision, dividend policy and bonus shares	CO3, CO5

	C Tax Planning relating to various corporate decisions.	Tax Planning in respect of own or lease, Make or Buy decisions, Repair, Replace, Renewal or Renovation and Shut-down or Continue Decisions & Tax issues relating to Amalgamation			CO3, CO5
	Unit 5	Tax Management			
	A	Payments covered by TDS Schemes			CO4, CO5
	Tax Deductions and Collection at Source	When and how tax is to be deducted at source from various incomes; Tax collection at source – who is responsible to collect tax at source. Tax compliance about the tax deductions and collection at source.			
	B Advance payment of tax	Liability to advance tax – when to arise; Due dates of payment of advance tax; Tax compliance about the advance payment of tax.			CO4, CO5
	C Filing of Return & Assessments	Time for filing return of income, when return of loss should be filed? Types of Return, Interest and Penalties on default.			CO4, CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Ahuja Girish, Dr. Gupta Ravi, Simplified Approach to Corporate tax, Planning and Management, Flair Publications Pvt Ltd. New Delhi			

Other References	Dr. Vinod Singhania & Dr Monica Singhania - Direct Taxes Planning & Management by Taxman Publications Pvt., Ltd., Latest publication; Dr. S.P. Goyal - Corporate Tax Planning and Management; Sahitya Bhawan Publications, Agra Newspaper, Magazines and Journals the Tax Law Weekly Chartered Accountants Today Economic Times, Business Line, Business Standard. Journal of Finance. Business India, Business Today. Management Accountant. Chartered Accountant. Chartered Finance Analyst. Journal of Accounting and Finance www.incometaxindia.gov.in https://incometaxindiaefiling.gov.in/ www.tDiscipline Specific Coursepc.gov.in.	
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Program Outcome Vs Course Outcomes Mapping Table

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	-	1	-	-	-	3	2	1
CO2	2	3	-	1	-	-	-	3	2	2
CO3	2	3	2	1	-	-	-	3	2	1
CO4	2	3	2	-	-	-	-	2	2	1
CO5	2	2	-	-	1	-	-	2	2	2
Avg	2.00	2.60	2.00	1.00	1.00	-	-	2.60	2.00	1.40

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch : 2018-2022	
Program: MBA (Intgd)		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA 221	
2	Course Title	Employee Training and Development	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Compulsory /Elective/Open Elective	
5	Course Objective	1. To provide the systematic Knowledge of training and development 2. To enable the students to conduct assessment of the training needs. 3. To guide them for designing, developing and implementing the training and development programs. 4. To develop capability to evaluate the effectiveness of training and development programs.	
6	Course Outcomes	CO1: The student will be able to describe the relevance of Training & development for organizational growth. CO2: The student will be able to discuss- Training Needs, various ways to design, develop and evaluate the training program. CO3: The student will be able to prepare- training objectives, ways to design & develop content, suitable training methods according to the implementation methodology and evaluate the outcomes of training programmes. CO4: The student will be able to categorise the training and development related content and analyse their feasibility as per the situation. CO5: The student will be able to develop estimates in terms of resources utilization towards the training & development activities. CO6: The student will be able to develop various formats for the implementation of Training & Development function.	
7	Course Description	This course deals with the process of training and developing people in organisations. It covers a variety of approaches to instruction and learning and contrasts these with their practical application. It comprises of a mix of theory and application aspects related to design and conduct needs analyses and to plan, implement and evaluate training programs.	
8	Outline syllabus		CO Mapping
	Unit 1	TRAINING IN ORGANIZATIONS	
	A	Overview of Training and development, training goals and roles	CO1, CO2
	B	Strategy and Training, Opportunities and challenges for Training	CO1, CO2
	C	Training Process Model, KSAs, Training development & education	CO1, CO2
	Unit 2	TRAINING NEED ANALYSIS & DESIGN	

	A	TNA, Training & Non-Training Needs, Types of Training Needs, Determination of Training Needs.			CO1, CO2
	B	TNA Model- A systematic view to TNA.			CO1, CO2
	C	Training Design, Developing Objectives, Identifying Trainees, Trainer and training design, Constraints in designing a training Program. (Organizational and Trainee population)			CO4, CO5, CO6
	Unit 3	TRAINING METHODS			
	A	On the Job and off the job training methods, benefits and disadvantage involved with each			CO1, CO2
	B	Traditional training methods: lectures and demonstrations, Games and simulations- equipment simulators, business games, in basket technique, case studies, role play, behaviour modelling.			CO1, CO2, CO3
	C	Computerized training methods: Programmed Instructions, Intelligent Tutoring System, Interactive multimedia training, Virtual Reality			CO1, CO2 CO3
	Unit 4	TRAINING IMPLEMENTATION & EVALUATION			
	A	Development of training and its Alternatives.			CO1, CO2
	B	Implementation of Training: factors facilitating the implementation process. Create Instructional strategy			CO1, CO2 CO4.CO6
	C	Evaluation of Training, Kirkpatrick Four Level Approach, resistance to training evaluation, Designing Evaluation form			CO4, CO5, CO6
	Unit 5	MANAGEMENT DEVELOPMENT			
	A	Management Development Programs			CO1, CO2
	B	Types of methods for executive level management			CO1, CO2, CO3
	C	Create a blueprint for an MDP			CO4, CO5, CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Blanchard P. Nick and James W. Thacker (2009) Effective Training- Systems, Strategies and Practices. Pearson Education			
	Other References	Rao, P. L. (2008). Enriching Human Capital Through Training & Development. Excel Books Sahu, R. K. (2005). Training for Development. Excel Books.			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	3	2	3	2	3	3	3	2	3	3
CO 2	3	2	3	3	3	3	2	3	3	3
CO 3	3	3	3	3	3	3	2	3	3	3
CO 4	3	2	3	3	2	3	2	3	2	2
CO 5	3	3	3	3	3	3	2	3	1	1
CO 6	3	3	3	3	3	3	2	3	3	1


1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA(INTGD)		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA 222	
2	Course Title	INTERNATIONAL HUMAN RESOURCES MANAGEMENT	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
5	Course Objective	1. To cover the basic concepts & techniques/practices of Human Resource Management in the International context. 2. To make the students sensitive to cross cultural issues and understanding of international approaches to dealing with people in organizations. 3. To understand the concept of cross-cultural diversity & management. 4. To outline the key concerns of International Organizations and trade unions and the potential constraints that trade union may have on multinationals.	
6	Course Outcomes	On completion of this course, students will be able to: 1. Develop generic skills- especially in diagnosing international HR issues. 2. Evaluate the developing role of human resources in the global arena. 3. Understand external forces (e.g., globalisation, sociocultural changes, political and economic changes) that have the potential to shape international HRM; and 4. Exhibit a global mind-set and sensitivity to cultural issues in organizations. 5. Identify the Human Resource Management challenges facing multinational corporations, including staffing, training & development, performance management, and compensation 6. Demonstrate the knowledge and skills needed to effectively manage human resources.	
7	Course Description	This course examines both applied and theoretical perspectives of the effect of national differences on the processes and systems associated with managing human resources across national boundaries, as in the case of multinational corporations. We look at the diverse ways to conceptualize cross-national differences and challenges facing the management of multinational firms.	
8	Outline syllabus		CO Mapping
	Unit A	IHRM- overview	
	A 1	Difference between HRM and international HRM	CO1

	A 2	Factors affecting IHRM			CO1
	A 3	Challenges to IHRM			CO1, CO2
	Unit B	Diversity			
	B 1	What is diversity, Dimensions of Diversity and Reasons for increasing diversity			CO1
	B 2	Management of Diversity			CO1, CO4
	B 3	Challenges and barriers to managing diversity at workplace			CO1
	Unit C	IHRM- Functions & Practices			
	C 1	Influences of cross-cultural issues on organizations Selection of international employees			CO1, CO4
	C 2	Global Training and appraisal systems for a cross cultural workforce Training, and development of International Staff			CO1
	C 3	Compensation and Performance Management – An international perspective			CO1, CO4
	Unit D	Expatriation and Repatriation			
	D 1	Reasons for expatriation			CO3, CO4
	D 2	Reasons for expatriate failure			CO1, CO3
	D 3	Repatriation process			CO3, CO3
	Unit E	International Labour relations – A brief overview			
	E 1	Role of International Organizations			CO1
	E 2	Employment and Labour Laws – An international perspective			CO1
	E 3	Trade unions			CO4
	Topic E3	Individual incentives Plans-straight piece rate, standard hour, Hasley Premium Plan, Profit sharing, Stock options, Group Incentive Plans- Taylor differential piece rate system, Priests Mans plan			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	INTERNATIONAL HUMAN RESOURCES MANAGEMENT- PETER J. DOWLING, MARION FESTING & ALLEN D. ENGLE CENGAGE FIFTH EDITION			
	Other References	IHRM TONY EDWARDS CHRIS REES PEARSON 2007			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6
CO1	2	1	1	1	1	1
CO2	1	1	1	1	2	1
CO3	2	1	1	1	2	1
CO4	1	1	1	2	2	1

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch :2018-2022		 SHARDA UNIVERSITY Beyond Boundaries
Program: MBA(INTGD)		Current Academic Year: 2021-2022		
Branch:		Semester: VII		
1	Course Code	MBA 299		
2	Course Title	Predictive Analytics using R and Excel		
3	Credits	3		
4	Contact Hours (L-T-P)	3-0-0		
	Course Type	Elective		
5	Course Objective	1. To introduce the basics of predictive analytics using R and Excel. 2. The course would expose the students to learn the basics of data mining process. 3. This course leads students to imparts knowledge of the advanced classification and clustering algorithms. 4. It will help them to recognize simple linear regression and logistic regression along with their areas of applications.		
6	Course Outcomes	CO1: The student will be able to recognize the importance of predictive analysis. CO2: The student will be able to describe the concept of data mining. CO3: The student will be able to apply clustering in real world problems. CO4: The student will be able to analyse regression models. CO5: The student will be able to evaluate problems, issues, and trends using predictive analytics. CO6: The student will be able to plan using predictive analytics.		
7	Outline syllabus		CO Mapping	
	Unit 1	Introduction to predictive analysis		
	A	Introduction to predictive analysis using R and Excel	CO1	
	B	Data mining - introduction	CO1, CO2	
	C	Data exploration	CO1, CO2	
	Unit 2	Classification and clustering		
	A	Nearest Neighbour	CO3	
	B	K-means clustering	CO3	
	C	Advanced clustering algorithms	CO3	
	Unit 3	Regression models		
	A	Fitting data with functions or function fitting	CO1, CO4	
	B	Linear Regression (SLR & MLR)	CO1, CO4	
	C	Logistics regression and in application	CO1, CO4	

	Unit 4	Time series forecasting			
	A	ARIMA Models			CO5, CO6
	B	ARIMAX Models			CO5, CO6
	C	Neural Networks			CO5, CO6
	Unit 5	Text mining & advanced models			
	A	Social media analysis			CO3, CO5
	B	Market Basket Analysis			CO3, CO5
	C	Random forest			CO3, CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	1. Excel 2010 Data Analysis and Business modelling by Wayne Winston 2. R for Business Analytics by A. Ohri 3. Data Mining with Rattle and R by Graham Williams			
	Other References	1. Microsoft Excel 2010 2. Introductory Statistics with R 2e - Peter Dalgaard 3. Applied Predictive Modelling by Max Kuhn and Kjell Johnson 4. Social Media Mining with R by Nathan Danneman and Richard Heiman 5. Modern applied statistics with S by Veneables			

School: SBS		Batch: 2018-2022	
Program: MBA (Integrated)		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBA 230	
2	Course Title	Recent Trends in SCM	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Type	Elective	
5	Course Objective	<ol style="list-style-type: none"> 1. This course introduces the benchmarking parameters for efficient and highly profitable supply chains will be developed for future managers. 2. This course will help students to develop concepts of extended enterprise, outsourcing practices and supply chain reengineering 3. This course will lead students to implement effective Vendor Managed Inventory system for supply chain efficiency 4. The course would expose the students to Use technology to enhance logistics and supply chain management practices for improved efficiency 	
6	Course Outcomes	<p>CO1: The student will be able to describe alternative ways to organize for supply chain management.</p> <p>CO2: The student will be able to demonstrate detailed knowledge and understanding of specialised areas pertaining to different supply chain functions</p> <p>CO3: The student will be able to prepare an effective plan supply chain inventory requirement.</p> <p>CO4: The student will be able to align the management of a supply chain with corporate goals and strategies.</p> <p>CO5: The student will be able to evaluate and manage supply chain.</p> <p>CO6: The student will be able to synthesize various theories, concepts, issues, problems and as a result develop and articulate ideas, views and insights pertaining to supply chain management.</p>	
7	Course Description	<p>Supply chain management has evolved from manual, logistics- and mechanization-focused optimization to modern, digital, and automated integration and coordination of all supply chain elements. It plays a vital role in addressing the growing complexity of today's global supply chains. Primarily, it facilitates and optimizes the flow of products, information, and finances, allowing companies to create better relationship value and improve overall business efficiency.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	Lean and Agile SCM	
	A	Lean, agile supply chain strategies	CO1, CO2
	B	Extended Enterprise concepts	CO1, CO2
	C	Integration of supply chain	CO1, CO2
	Unit 2	Role of IT in SCM	
	A	Re-engineering the supply chain and coordination	CO1, CO3

	B	E-procurement	CO1, CO3
	C	E-commerce, Project work for 3 rd party web-based purchasing hubs	CO1, CO3
	Unit 3	Green SCM	
	A	Green supply chain management	CO4, CO5
	B	Business ethics and values	CO4, CO5
	C	Sustainability, Industrial visits	CO4, CO5
	Unit 4	CPFR	
	A	Vendor managed inventory	CO2, CO5
	B	Collaborative planning, forecasting and replenishment (CPFR) in industrial setting,	CO2, CO5
	C	Industrial project on IT infrastructure needs for CPFR	CO2, CO5
	Unit 5	Outsourcing	
	A	Outsourcing supply chain operations	CO4, CO5, CO6
	B	Postponement decision flexibility of supply chain	CO4, CO5, CO6
	C	Mass customization	CO4, CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Supply Chain Management: Processes, Partnerships, Performance, Douglas M. Lambert (ed).	
	Other References	X-SCM: The New Science of X-treme Supply Chain Management by Lisa H Harrington, Sandor Boyson ; Routledge	

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO1	PSO2	PSO3	PSO4
CO 1	1	2	2	1	1	1	2	2	1	1
CO 2	2	1	2	1	2	1	2	2	1	2
CO 3	2	3	2	2	2	2	1	2	1	2
CO 4	2	2	2	2	2	2	1	2	2	1
CO 5	1	3	2	1	2	2	1	2	1	2
CO 6	2	2	2	1	2	3	2	3	1	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch :2018-2022
Program: MBA(INTGD)		Current Academic Year: 2021-2022
Branch:		Semester: VII
1	Course Code	MBA256
2	Course Title	Introduction to Business Analytics
3	Credits	3
4	Contact Hours (L-T-P)	0-0-6
	Course Type	Compulsory
5	Course Objective	<ol style="list-style-type: none"> 1. To develop the understanding of the basics, intermediate and advanced concepts of data analysis. 2. To apply data analysis techniques with R and Microsoft Excel. 3. To apply quantitative modelling and data analysis techniques to the solution of real-world business problems, communicate findings, and effectively present results using data visualization techniques. 4. To demonstrate knowledge of statistical data analysis techniques utilized in business decision making. 5. To apply principles of Data Science to the analysis of business problems. 6. To use data mining software to solve real-world problems.
6	Course Outcomes	CO1: The student will be able to recognize the concept of Business Analytics CO2: The student will be able to describe deterministic and stochastic data CO3: The student will be able to use Monte Carlo Simulation and carry out risk analysis CO4: The student will be able to analyse trendline and R2 Analysis. CO5: The student will be able to solve the mathematical and statistical problems using Excel and R CO6: The student will be able to create visualization of data and mathematical model of problem solving.
7	Course Description	The problems faced by decision makers in today's competitive business environment are often extremely complex and can be addressed by numerous possible courses of action. Evaluating these alternatives and gaining insight from past performance is the essence of business analytics. This course is designed as an introduction to Business Analytics, an area of business administration that considers the extensive use of data, methods, and fact-based management to support and improve decision making. While business intelligence focuses on data handling, queries and reports to discover patterns and generate information associated with products,

		services and customers, business analytics uses data and models to explain the performance of a business and how it can be improved. This course discusses the benefits of employing analytics and a structured approach to problem-solving in management situations.	
8	Outline syllabus		CO Mapping
	Unit 1	Analytics on Spreadsheets and Using R	
	A	Excel as an Analytics tool, functions and formulas	CO2
	B	Using R as an Analytics Tool, R and R Studio, Using Packages, Variables and Data Sets; Mathematical and statistical functions in Excel and R Visualisation and Exploring Data in Excel and R Modelling	CO2, CO5
	C	Performa Income Statement for a company using specific data set (Both using R and Excel); Using Histogram Tool to develop a frequency distribution for Credit Risk Analysis of a bank using specific data set (Both using R and Excel)	CO2, CO5
	Unit 2	Business Analytics and Data Sets	
	A	Introduction to Business Analytics; Evolution and Applications	CO1, CO2
	B	Scope of Business Analytics (Descriptive, Predictive and Prescriptive); Tools for Business Analytics	CO1, CO2, CO5
	C	Data, Big Data and Data Sources; Data Reliability and Validity; Data Validation; Data Classification and Measurement Scales (Ordinal, Interval and Ratio)	CO1, CO2, CO5
	Unit 3	Models in Business Analytics	
	A	Three Forms of a Model (Verbal, Visual and Mathematical); Decision Models: Assumptions, Uncertainty and Risks	CO1, CO2
	B	Prescriptive Decision Models (Deterministic, Stochastic); Problem Solving with analytics (Problem Recognition, Analysis, Decision and Implementation)	CO1, CO2, CO5
	C	Building Mathematical Model (e.g., Costing Model); Building a Prescriptive Pricing Model	CO2, CO5
	Unit 4	Predictive Analytics	
	A	Modelling Relationships and Trends in Data; Common Mathematical Functions and Predictive Analytics	CO2
	B	Trendline and R ² analysis; Simple Linear Regression, Multiple Regression	CO2, CO4
	C	Cluster Analysis; Agglomerative and Divisive Clustering; Modelling Price-Demand Function with Historical Data; Home Market Value Analysis using regression Clustering Colleges and Universities Data	CO4, CO6
	Unit 5	Simulation and Risk Analysis	
	A	Introduction to Monte Carlo Simulation; Monte Carlo Simulation using Data Tables	CO1, CO3
	B	Monte Carlo Simulation Using Risk Solver Platform	CO1, CO3
	C	Simulations for New Product Development; Creating and Interpreting the Sensitivity Charts and the Overlay Charts	CO1, CO3, CO5


	Mode of examination	Practical			
	Weightage Distribution	CA	MTE	ETE	
		60%		40%	
	Text book/s*	Business Analytics by James R Evans, Pearson Education “R In Action” by Robert I. Kickoff, Dramatic Press; Second edition			
	Other References	3. “Integrated Business Analytics Principles, Concepts and Applications: What, Why and How with SAS” By Marc J. Schneiderman’s, Dara G. Schneiderman’s Abd Christopher M. Starkey, Pearson Education 4. “Handbook of statistical analysis and data mining applications” By Gary Miner, Robert Nisbet, John Elder, Academic Press 5. Business Analytics: An Application Focus” by Purba Hlady Rao			

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PS O1	PSO 2	PSO 3	PSO 4
CO 1	2	1	1	-	1	-	2	2	2	1
CO 2	2	2	1	-	2	-	1	2	2	1
CO 3	2	2	2	2	2	2	2	2	2	2
CO 4	2	3	1	2	2	2	2	2	2	2
CO 5	2	3	1	2	2	1	2	2	2	2
CO 6	2	2	1	2	2	-	2	2	2	2

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022		 SHARDA UNIVERSITY Beyond Boundaries
Program: MBA		Current Academic Year: 2021-2022		
Branch: Business Analytics		Semester: VII		
1	Course Code	MBA297		
2	Course Title	Optimization Techniques Using Excel		
3	Credits	3		
4	Contact Hours (L-T-P)	3-0-0		
	Course Type	Elective		
5	Course Objective	1. To understand, interpret, and evaluate changes in a phenomenon in the hope of anticipating the course of future events correctly 2. To teach a practical approach to modeling time series data 3. To help student identify and propose models, estimate them with data, diagnose whether they fit, and interpret their meanings. 4. Though Computer software is utilized, an understanding of underlying concepts and methods would be stressed		
6	Course Outcomes	CO1: List the application of optimization techniques in Managerial Decision Making CO2: Describe some real time business situations as a mathematical model CO3: Solve a problem, work out its optimum solution and interpret the result CO4: Infer the excel output for taking business decisions		
7	Course Description	In this age of information and technology boom and the era of increasing integration of economies where geographical boundaries are becoming meaningless for trade and business, winning firms and managers will be those who are in sync with the fast-changing business dynamics. Business managers need to identify the sources of and scan for relevant information. They need to collect and analyse them scientifically and cost effectively, interpret them properly and apply them effectively to meet and even periodically revise their business goals. In this context, the course aims to provide students with a methodological framework and foundation for management decision making and to be of long-lasting value through their careers irrespective of management field that they choose.		
8	Outline syllabus		CO Mapping	
	Unit 1	Introduction to Operations Research		
	A	Scope and applications of Operations Research in managerial decision making. Modelling Approach- Mathematical Models and algorithms. Phases of Operations Research	CO1, CO2	
	B	Decision making environments: Decision making under certainty, uncertainty and risk situations, Maxmin , Minmax, Maxmax, Minmin, Hurwitz and Savage principle. EMV, EOL, EVPI. Decision Tree Approach and its applications.		
	C	Using MS-Excel to create Payoff and Opportunity loss tables and interpreting them for decision making	CO1,C02	
	Unit 2	Linear Programming Applications in Marketing, Finance and Operations Management		

	A	Formulations of LP Problems Graphical Method of solving LP problems- Maximization and Minimization Problems Infeasible, feasible and infinite solutions			CO1, CO2
	B	Degeneracy in LP Problems. Applications of LPP - Portfolio management, media selection, A-Make-or-Buy Decision, shadow price, Sensitivity analysis			CO1, CO2, CO3
	C	<i>Using Excel Solver to Solve LPP and derive and interpret Sensitivity report</i>			CO1, CO2, CO3
	Unit 3	Transportation & Transshipment and Assignment & Travelling Salesman Problems			
	A	Transportation Problem: Introduction to transportation problem, NW corner rule, Transshipment Problems- Formulation (Solving to be done by Excel)			CO3, CO4
	B	Application of transportation problem- Human Resource, Inventory Management, Calculation of Layover time. <i>Using Excel Solver for solving transportation problems</i>			CO3, CO4
	C	Assignment Model: Introduction and its application- Maximization and minimization problem. Travelling salesman problem with breaking incomplete loop <i>Applications of transportation and assignment problems, Using Excel Solver for solving assignment problems</i>			CO3, CO4
	Unit 4	Game Theory			
	A	Concept of Game: Solving Two person zero- sum game; Pure and mixed strategy games; Saddle point; Dominance Rule, LPP method to solve Game Theory Problems			CO3, CO4
	B	<i>Using Excel Solver for solving Game theory problems</i>			CO3, CO4
	C	<i>Applications of Game theory in business and economics</i>			CO3, CO4
	Unit 5	Replacement Problem			
	A	Replacement of assets that deteriorate with time;			CO3, CO4
	B	Replacement of assets which fail suddenly, both cases- When Time value of Money is considered and when not considered.			CO3, CO4
	C	<i>Using excel to draw and interpret various tables for replacement problems.</i>			CO3, CO4
	Mode of examination	Theory and Practical			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Hamdy A. Taha; Operations Research- An Introduction, Pearson Education, 8 th Edition			
	Other	1. M.P. Gupta and R.B. Khanna; Quantitative			

References

 Techniques for Decision Making, PHI 4th Edition

2. J.K. Sharma Operations Research Theory and Applications; Macmillan India Ltd. 4th Edition

POs COs	PO1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO1	2	2	1	1	2	1	2	2	2	2
CO2	1	1	1	1	1	1	2	2	2	2
CO3	1	2	1	1	2	1	2	2	2	2
CO4	1	2	1	1	2	1	2	2	2	2
CO5	1	1	1	1	1	1	2	2	2	2
CO6	1	2	1	1	2	1	2	2	2	2

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022
Program: MBA(INTGD) (Dual)		Current Academic Year: 2021-2022
Branch:		Semester: VII
1	Course Code	MBA 298
2	Course Title	Data Analytics using R and Excel
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
5	Course Objective	This course is designed to provide prospective management studies students with the skills necessary to generate reports, analyses and decisions based on a study of relevant data. This course provides the set of skills that are most frequently used in the work place to generate and critically analyze reports.
6	Course Outcomes	At the end of the course students will be able to: CO1: Describe basic quantitative techniques with reference to business and management problems / issues CO2: Express research approaches, techniques and strategies in appropriate manner for managerial decision making CO3: Apply basic knowledge and understanding of data analysis and interpretation in relation to the research process CO4: Select an appropriate technique for addressing the requirement of data analysis
7	Course Description	The course provides with the basic concepts and methods of statistical analysis so as to enhance statistical thinking for decision making
8	Outline syllabus	CO Mapping

	Unit 1	Review of basic statistics	
	A	Measures of Central Tendency: Introduction, Arithmetic Mean, Geometric Mean, Harmonic Mean for ungrouped as well as grouped data, relation between these, Median, Mode, Empirical relation between mean, median and mode, Quantiles (Quartiles, Percentiles, Deciles), Characteristics and Merits and Demerits of various measures of central tendency. Constructing Polygons and Ogives and using them to find median, quantiles and mode.	CO1, CO2
	B	Measures of Dispersion: Range, Inter-quartile range and deviation, Mean Deviation, Variance and Standard Deviation, Effect of shift of origin and scale, Coefficient of variation. Empirical relationship between different measures of variation (Six Sigma philosophy) Measures of Skewness, Measures of Kurtosis.	CO1, CO2
	C	Probability and Probability Distributions: Basic set theory, basic concepts and approaches, Addition and Multiplication Theorem of Probability, Conditional Probability, Probability Distributions: Binomial, Poisson, Normal and Exponential distributions.	CO2
	Unit 2	Correlation and Regression	
	A	Correlation analysis-meaning and types of correlation, Karl Pearson's coefficient of correlation, Spearman's rank correlation.	CO2, CO3
	B	Multiple Correlation, Bivariate Correlation, Partial Correlation	CO2, CO3
	C	Simple linear regression with one independent variable, Method of least square-meaning and two lines of regression	CO2, CO3
	Unit 3	Hypothesis Testing (Parametric)	
	A	Formulation of null and alternative hypothesis, Level of Significance, Type I, Type II errors, Steps for hypothesis testing, One tail and two tailed tests.	CO2, CO3, CO4
	B	Test concerning single mean-Population variance known and unknown, Tests concerning single proportion	CO2, CO3, CO4
	C	Test concerning difference between two means and two proportions, F-Test	CO2, CO3, CO4
	Unit 4	Non-Parametric Tests:	

	A	Chi Square Test- Goodness of fit, Run Test	CO2, CO3, CO4
	B	Sign Test- One sample and two sample, Mann-Watney U test	CO2, CO3, CO4
	C	Kruskal-Wallis test, Kolmogorov –Smirnov Test	CO2, CO3, CO4
	Unit 5	ANOVA	
	A	Introduction-What is ANOVA?	CO2, CO3, CO4
	B	One way ANOVA	CO2, CO3, CO4
	C	Two-way ANOVA	CO2, CO3, CO4
	Mode of examination	Theory	
	Weightage Distribution	CA MTE ETE	
		30% 20% 50%	
	Text book/s*	1. Levin & Rubin, <i>Statistics for Business</i> (Prentice Hall of India, N. Delhi)	
	Other References	1. Paul Newbold, <i>Statistics for Business and Economics</i> (Pearson Education) 2. S. P. Spiegel & Murray, <i>Theory & Problems for Statistics</i> (Schaum Outline Series, Mc Graw Hill) 3. Anderson, <i>Quantitative Methods in Business</i> (Thomson Learning, Bombay) 4. R.S Bhardwaj, <i>Business Statistics</i> (Excel, N. Delhi) 5. J.S. Chandan, <i>An Introduction to Statistical Methods</i> (Vikas Publishing House, Delhi) 6. Business Statistics-S. P Gupta & M.P Gupta, 2014 Edition.	


POS COS	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2	PSO 3	PSO 4	PSO5
CO1	2	2	1	1	1	1	3	2	2	2	2
CO2	1	2	1	1	1	1	2	2	3	3	2
CO3	1	2	1	1	1	1	2	3	2	2	2
CO4	1	2	1	1	1	1	2	2	2	2	3

1. Slight (Low=1) extent
2. Moderate (Medium=2) extent
3. Substantial (High=3) extent

School: SBS		Batch: 2018-2022
Program:		Current Academic Year: 2021-2022
Branch: -		Semester: VII
1	Course Code	MBA220
2	Course Title	Compensation Management
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Compulsory
5	Course Description	The course aims to give an understanding of the various components of employee compensation and its importance. It further aims to develop the skills of the students to design compensation policies of employees at different levels in the organisation.
6	Course Objective	1.To understand the nature and types of compensation 2. To know the legal framework of compensation in India 3.To evaluate and analyse the compensation systems of Indian and multinational companies 4.To understand the role of incentive schemes in overall compensation system
7	Course Outcomes	CO1: To understand the concept and types of compensation CO2: To understand the legal system of compensation in India CO3: To develop compensation plan for various cadres of employees CO4: To analyse and evaluate compensation systems in various industries CO5: To apply specific compensation system in specific industry
8	Outline syllabus	CO Mapping
	Unit A	Introduction to Compensation Management
	A 1	• Meaning, objectives and nature CO1
	A 2	• Types of compensation CO1/CO2
	A 3	Various theories of compensation • Purchase Power theory, • Two Factor theory • ERG Theory CO3
	Unit B	Management of Compensation
	B 1	• Strategic Compensation Planning, Determination of compensation- workers and executives CO3/CO4/CO5
	B 2	• Workers Compensation- Legal framework CO3/CO4/CO5
	B 3	• Components of Workers Compensation, Executive compensation-importance and Components in factories CO3/CO4/CO5
	Unit C	Pay Systems
	C 1	• Various type of pay systems- Performance based pay system CO3/CO4/CO5

	C 2	• Knowledge based pay system and Market based pay system	CO3/CO4
	C 3	• Skill based pay systems	CO3/CO4
	Unit D	Incentive Plans	
	D 1	• Concept and Scope	CO1
	D 2	• Types of Incentives –Individual and Group based incentives	CO3
	D 3	• Individual incentives Plans-Performance based incentives, Merit pay, Profit sharing, Stock options, Group Incentive Plans- Team incentive Plans	CO2/CO3
	Unit E	Global Compensation	
	E 1	• Overview, Importance	CO3
	E 2	• Compensation Practices of Multinational companies	CO4
	E 3	• Components of Compensation at Global level	CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s*	Compensation Management by Dipak Kumar Bhattacharyya, Oxford University Press, 2009	
	Other References	1. Paying for Performance: A Guide to Compensation Management, by Peter T. Chingos, 2. Strategic Compensation: A Human Resource Management Approach, Book by Joseph J Martocchio 3. https://home.kpmg.com/.../management.../performance-compensation-management.ht	

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	1	-	2	2	2	1	1	-	2
CO2	2	2	-	2	2	2	2	2	-	1
CO3	2	2	1	2	2	2	2	2	-	1
CO4	2	3	-	2	2	4	2	2	-	1
CO5	2	3	-	2	2	2	2	2	-	1

School: SBS		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2021-2022	
Branch:		Semester: VII	
1	Course Code	MBP 213	
2	Course Title	Employability Skills Development-II	
3	Credits	3	
4	Contact Hours (L-T-P)	0-0-6	
	Course Status	Compulsory	
5	Course Objective	The objectives are to: 1. Enable students to understand themselves. 2. Hone their employability skills. 3. Develop professional attitude. 4. Improve soft skills.	
6	Course Outcomes	The students will be able to: CO1: Identify their strengths and weaknesses. CO2: Face job selection process. CO3: Work smoothly at workplace. CO4: Manage people effectively CO5: Enhance overall personality and professional Skills	
7	Course Description	This course is designed to train students comprehensively in employability skills so that they could make their way in different business and corporate environments.	
8	Outline Syllabus		
	Unit 1	Self-Awareness BELLS (Building Essential Language and Life Skills)	
	A	Know Yourself, SWOT Analysis, Johari Window, Personality Test - DISC	CO1
	B	Self- Awareness, Goal Setting, Building Positive Attitude	CO1
	C	Enhancing L S R W (Listening Speaking Reading Writing)	CO1

	Unit 2	Campus to Corporate	
	A	Resume and CV Writing	CO2
	B	Workplace communication	CO2
	C	Email Etiquette	CO2
	Unit 3	Soft Skills	
	A	Mind Power, Attitude, Motivation, Time Management.	CO3
	B	Avoiding Arguments, Empathy vs. Sympathy, Critical Thinking	CO3
	C	Teamwork, Interpersonal Skills,	CO3
	Unit 4	Group Discussion	
	A	Dos and Don'ts, Art of Assertiveness, Constructive Criticism, Personal effectiveness.	CO4
	B	GD rounds, assessment and feedback	CO4
	C	GD rounds, assessment and feedback	CO4
	Unit 5	Interview Skills	
	A	Frequently Asked Questions in Interviews	
	B	Mock Interviews	
	C	Grilling Interviews	
	Mode of examination	Practical	
	Weightage Distribution	CA 60%	MTE ETE 40%
	Text book/s*	News Papers, TV/Radio News etc.	
	Other References		

PO COs	PO1	PO2	PO3	PO4	PO5	PO6
CO1	2	2	1	-	2	3
CO2	2	-	3	-	3	3
CO3	2	-	3	-	3	3
CO4	1	-	1	-	3	3
CO5	2	2	1	-	3	3

School: SBS		Batch: 2018-2022
Program: MBA Intgd		Current Academic Year: 2021-2022
Branch: - SCM		Semester: VII
1	Course Code	MBA 228
2	Course Title	Logistics Management, Application & Cases
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
6	Course Objective	To acquaint the students with the role and importance of Logistic Management in industry applications and to make students understand various concepts and applications related to transportation, inventory management, distribution with importance of Information Technology in logistic management
7	Course Outcomes	<p>CO1: To understand basic functions of logistic and its transformation to supply chain over few decades. To analyse its contribution to customer service across value chain.</p> <p>CO2: To understand role of logistic management in inventory, handling of cycle stock and determination of safety stock.</p> <p>CO3: To be aware of drivers of transportation, various mode of transportation, selecting appropriate mode of transportation based on total cost concept. Understanding basics of consolidation break bulk and milk run in transportation.</p> <p>CO4: To understand role of logistics in network design, ware house management system and significance of material handling equipment's.</p> <p>CO5: To understand and analyse growing importance of vendor managed inventory, cross docking facilities, third party logistics, reverse logistics prevalent in industries and role of logistic management in handling uncertain situations.</p>
8	Outline syllabus	CO

		Mapping
	Unit A	Introduction to logistics
	A 1	Concepts and functions of logistics
	A 2	Enablers of supply chain performance
	A 3	Customer service, order processing
	Unit B	Outsourcing / Inventory Management
	B 1	Outsourcing: Make versus Buy
	B 2	Types of inventories, inventory costs
	B 3	Managing cycle stock and safety stock
	Unit C	Transportation and distribution
	C 1	Importance of transportation in logistics - including multimodal transportation
	C 2	Freight transport and distribution – Consolidation, Break Bulk, Milk Runs, etc.,
	C 3	Vehicle scheduling
	Unit D	Logistics Network and role of IT
	D 1	Network design and operations: facility location;
	D 2	Warehousing and material Handling Equipment's
	D 3	Role of IT in logistics network
	Unit E	Latest trends in logistics

E 1	Importance of reverse logistics;	CO4, Co3
E 2	Concept of postponement – product differentiation	CO4

E 3	Vendor Managed Inventory (VMI): Emergence of Third-Party Logistics Provider (3PL); Cross docking;			CO4, CO5
Mode of examination	Theory			
Weightage Distribution	CA	MTE	ETE	
	30%	20%	50%	
Text book/s*	<input type="checkbox"/> Janat Shaw, Supply Chain management: Text and Cases, Pearson, Delhi <input type="checkbox"/> Supply chain management, Strategy Planning and Operation, by Sunil Chopra and Peter Meindl, Third edition			
Other References	<ul style="list-style-type: none"> • Raghuram, Logistics and Supply Chain Management: Cases and concepts, • Ronald H. Ballou, Business Logistics / Supply Chain Management, Pearson. • Cases: • Walmart's: Sustainability Strategy • Samsung electronics and Nokia Distribution Strategy • Amazon and Flipkart Supply chain solutions • Alibaba Logistics and Supply chain model • GATI Model of Logistics and Distribution strategy 			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO 1	1	2	2	1	2	2	1	1	1	1
CO 2	2	3	2	1	1	2	2	2	2	2
CO 3	2	3	2	2	1	2	3	2	1	3
CO 4	2	2	2	2	3	3	2	2	2	2
CO 5	1	3	2	1	2	2	2	2	2	2
Avg	1.60	2.60	2.00	1.40	1.80	2.20	2.00	1.80	1.60	1.60

School: SBS		Batch: 2018-2022	
Program: MBA Intgd		Current Academic Year: 2021-2022	
Branch: -		Semester: VII	
1	Course Code	MBA 229	
2	Course Title	Operational, Strategic & Implementation issues in SCM	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
6	Course Objective	To equip the students with basic understanding of Supply chain Operations and implementation challenges in specific sectors. To gain insights into the role of Information technology in facilitating the Supply chain strategic role in optimum utilization of resources.	
7	Course Outcomes	<p>CO1: To understand the strategic role of supply chain in production, purchasing, Distribution and Sourcing of its operations.</p> <p>CO2: To understand the role of supply chain in Scheduling the operations and its significant role in aggregate planning with focus on Materials Requirement and planning.</p> <p>CO3: To understand the importance of Quality control and inspection in the organization and its significance in Material procurement and planning. To further analyses the role of supply chain in Decision support systems.</p> <p>CO4: To know the importance of Inventory management significance and the role of Vendors in handling inventory. To gain insights into the role of Information technology enabled Supply chain co-ordination and collaborative planning in Organizations.</p> <p>CO5: To enrich the students with Risk handling in Supply chain operations and applications of Software in day-to-day operations.</p>	
8	Outline syllabus		CO Mapping
	Unit A	Outsourcing: Make versus Buy	
	A 1	Sourcing and purchasing strategy	CO1
	A 2	Production strategy	CO1, CO2
	A 3	Distribution strategy	CO1, CO2
	Unit B	Materials Requirement planning	
	B 1	Master scheduling	CO2, CO3
	B 2	Aggregate planning	CO3
	B 3	Material Requirement Planning,	CO3
	Unit C	Quality control and Inspection	
	C 1	Inspection and quality control	CO3, CO4

	C 2	Types of Contracts in sourcing & purchasing			CO3, CO5
	C 3	Procurement in detail with the current techniques,			CO3, CO5
	Unit D	Supply chain collaboration and Design			
	D 1	Decision support systems			CO3, Co4
	D 2	Role of I.T in Supply chain Co-ordination			CO4
	D 3	Data mining & warehousing			CO4, CO5
	Unit E	Multi-Item Inventory management			
	E 1	Vendor Managed Inventory VMI			CO4, Co3
	E 2	Third Party Logistic Providers			CO4
	E 3	Managing Risk in the supply chain			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Janat Shah; Supply Chain Management Text and Cases; Pearson Education 2016			
	Other References	Case studies: 1. Flipkart 2. Samsung Electronics 3. Kodak 4. Dell Computers 5. Indigo and SpiceJet airlines comparison 6. • Mena, C., Terry, L.A., Williams, A. and Ellram, L., 2014. Causes of waste across multi-tier supply networks: Cases in the UK food sector. <i>International Journal of Production Economics</i> , 152, 144-158			

Pos Cos	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO1	1	2	2	3	2	2	2	2	2	2
CO2	3	2	3	3	2	2	2	2	2	2
CO3	2	1	2	2	3	2	3	2	2	2
CO4	1	3	2	3	2	2	2	3	2	2
CO5	1	2	2	2	2	2	2	3	2	2

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022
Program: MBA Intg		Current Academic Year: 2021-2022
Branch:		Semester: VIII
1	Course Code	MBA260
2	Course Title	Strategic Management
3	Credits	03
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Compulsory /Elective/Open Elective
5	Course Objective	<p>The objective of this course is to make students as how to prepare the strategic intent documents; analyse implications thereof in a global business environment with emphasis on the following:</p> <ul style="list-style-type: none"> • Assess the structure of an industry and its influence on potential for profitability of firms in the industry. • Assess a firm's resources and organizational capabilities for their ability to generate competitive advantage. • Develop a strategic plan based on understanding of the industry/market, the resources/capabilities of the firm and its' competitive advantage. • Evaluate growth strategies of a firm such as vertical integration; diversification and internationalization • Understand implementation and control issues of a strategic plan.
6	Course Outcomes	<p>Having completed the course, the student will be able to</p> <p>CO1: Define and describe the basic concepts of strategic management</p> <p>CO2: Understand various tools and frameworks for strategic analysis</p> <p>CO3: Apply the various tools and frameworks for strategic analysis</p> <p>CO4: Analyse the real-life situations of company using a strategic management perspective</p> <p>CO5: Evaluate critically real-life company situations</p> <p>CO6: Develop the strategic solutions for problems/dilemma of an organisation for implementation</p>
7	Course Description	<p>Being a capstone course, Strategic Management (SM) course provides integrated learning from all functional areas. The broad purpose of the course is making students to learn as how to establish a vision for the organization and strategically manage its future. Students would be required to acquire relevant skills for analyzing an organization's situation, identifying appropriate strategies, making a choice and executing the strategy. The course would cover topics including concepts and frameworks of Strategic Management, strategy perspectives, and levels; Competitive I/O and RBV model of strategy, Generic competitive Strategies, and the Value Chain; Corporate level strategies, Strategy execution: Structure, Systems and People, The BSC and 7S Framework. The dominant pedagogy of the course would be case method.</p>

8	Syllabus Outline			CO Mapping
	Unit 1	Introduction to Strategic Management		
	A	Introduction to Strategic Management: concepts		CO1
	B	Perspectives/Approaches Framework, Evolution of strategic management		CO1
	C	Scanning the environment for Firm: PEST, SWOT Analysis		CO1
	Unit 2	Strategy Formulation		
	A	Analysing External Environment: Industry Analysis, Porter's five forces model		CO2, CO3, CO4
	B	Analysing External Environment: Competitive Analysis, Strategic groups		CO1, CO2, CO3
	C	Analysis Resources and Capabilities: Resource based view		CO2, CO3, CO4
	Unit 3	Business Level Strategies		
	A	Business Level Strategy: Generic strategies		CO2, CO3, CO4
	B	Low-Cost Strategy		CO4, CO5, CO6
	C	Differentiation Strategy		CO4, CO5, CO6
	Unit 4	Corporate Level Strategies		
	A	Corporate-Level Strategy, Portfolio analysis: BCG, GE Diversification: what and why		CO1, CO2, CO4, CO5, CO6
	B	Inorganic Growth Strategies: Mergers & Acquisitions, Strategic Alliances		CO3, CO4, CO5
	C	Global Strategy: Competing in foreign markets		CO3, CO4, CO5
	Unit 5	Strategy Implementation		
	A	Strategy Implementation: Organizational structure		CO4, CO5, CO6
	B	Leadership and Corporate culture		CO4, CO5
	C	Strategy Evaluation & Control		CO4, CO5
	Mode of examination	Theory		
	Weightage Distribution	CA	MTE	ETE
		30%	20%	50%
	Text book/s*	<ul style="list-style-type: none"> Robert M Grant: Contemporary Strategic Management (Wiley India) Hill and Jones: Strategic Management, 9th edition, Cengage 		
	Other References	<ul style="list-style-type: none"> Fred R David: Strategic Management, Pearson, 14th Edition Wheelen, Hunger & Rangarajan: Strategic Mgmt. & Bus. Policy (Pearson Edu) 		

Mapping of COs with POs (program objectives)

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	3	1	1	1	1	1				
CO 2	3	1	2	1	1	1				
CO 3	1	2	2	1	1	2				
CO 4	1	3	3	2	2	3				
CO 5	1	3	2	2	2	3				
CO 6	1	3	2	1	3	3				

School: SBS		Batch: 2018-2022	
Program:		Current Academic Year: 2021-2022	
Branch:		Semester: VIII	
1	Course Code	MBA265	
2	Course Title	BRAND MANAGEMENT	
3	Credits	3	
4	Contact Hours (L-T-P)		
	Course Type	Elective	
5	Course Objective	<ul style="list-style-type: none"> To make the students aware of the conceptual constructs of branding To make the students familiar with the formulation and execution of branding strategies in the marketplace To make the students appreciate the strategic importance of branding in modern marketing and also identify the potential challenges in branding 	
6	Course Outcomes	<p>On successful completion of this module students will be able to:</p> <p>CO1. Define and describe the concept of brands and products strategic management process of a newly launched brand.</p> <p>CO2. Describe and classify a strong positioning statement for brand equity, brand building and a brand identity vis-a-vis its existing competitors.</p> <p>CO3: Chalk out an Integrated Marketing Communications as well as pricing strategy for a chosen brand</p> <p>CO4: Analyze a feasible extension of an existing brand and draw conclusions for effective brand decisions.</p> <p>CO5: Analyze and evaluate a global marketing plan for a successful domestic brand.</p> <p>CO6: Create and compile detailed analysis of the brand reinforcement and brand revitalization as well as global branding strategy.</p>	
7	Course Description	<p>The aim of the course is to cover topics in brand management, an area that is at the heart of all marketing efforts and driver of the company top and bottom lines. The objective of the course is to give students a general but penetrative insight and understanding of this vital area in marketing while demonstrating critical application areas in brand communication, reinforcement and revitalization.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction	
	A	Meaning and Importance of Brand; Brand versus Product	CO1
	B	Challenges and Opportunities in Branding; Concept of Brand Equity	CO1, CO2

	C	Brand Management Process; Role of Customer Relationship Management in Brand-building	CO1
	Unit 2	Brand Equity	
	A	Sources of Brand Equity; Brand-building	CO1, CO2
	B	Implications of Brand Building	CO2
	C	Brand Identity	CO2
	Unit 3	Brand Image and Communication	
	A	Brand image	CO2, CO3
	B	Brand communication: Brand Recall, Brand recognition.	CO3
	C	Pricing Strategy; Integrated Marketing Communications, Celebrity Endorsement	CO3
	Unit 4	Brand Strategy	
	A	Brand Value Chain; Types of brands.	CO3, CO4
	B	Designing Brand Strategy; Brand Extension - Advantages and Disadvantages	CO4
	C	Evaluation of Opportunities for Brand Extension; Brand Strategy along the Product Life Cycle	CO4, CO5
	Unit 5	Making Brands International	
	A	Reinforcing the Brand; Brand Revitalization	CO5, CO6
	B	Managing Brand Internationally; Advantages and Disadvantages of Global Marketing	CO5, CO6
	C	Standardization versus Customization; Global Brand Strategy	CO5, CO6
	Mode of examination	Theory/group discussion/Quiz/Assignment.	
	Weightage Distribution	CA 60%	Practical 40%
	Text book/s*		
	Other References		

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	-	-	-	1	1	1
CO2	3	2	1	-	-	-	2	1	1	-
CO3	1	2	2	2	2	-	-	-	-	1
CO4	2	3	-	2	2	-	2	1	2	-
CO5	3	2	3	-	3	-	1	2	2	2
CO6	2	3	3	2	3	2	1	1	-	2

School: School of Business Studies		Batch: 2018-2022
Program: MBA(INTGD)		Current Academic Year: 2021-2022
Branch:		Semester: VIII
1	Course Code	MBA288
2	Course Title	Digital Marketing
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
5	Course Description	This course is aimed at imparting students an understanding of digital marketing tools like social media marketing, email marketing, content, marketing, google adwords and other practical usages of digital marketing in organizations. The course equips the students with state-of-the-art developments in Digital Marketing and allied areas which are instrumental in the development of the economy
6	Course Objectives	<ol style="list-style-type: none"> 1. Today's marketer has to be aware of the digital Market interventions and this course has been designed keeping in mind the requirement of industry on one end and competence enhancement on the other. 2.. To enrich the students with core concepts of Digital Marketing and its role in modern knowledge economy 3.To train the students with knowledge & expertise in the area of Digital Marketing and its applications to facilitate e-business in Global environment 4.To mould the students as professionals in the area of Digital Marketing environment and its applications to enhance security and speed of delivery in competitive environment.
7	Course Outcomes	CO1: To Understand the basic nuances of digital marketing and its role in modern day competitive marketing environment CO2: To be a pioneer in Digital Marketing area with focus on its role in facilitating security issues in product delivery and Customer value CO3: To equip the students with advance developments in digital marketing as a strategy & tool for all the sectors in economy CO4: To enrich the students with thorough knowledge of Digital marketing & allied applications to facilitate e-business in competitive global environment. Co5: To nurture the students as Industry – ready digital marketing professionals with focus on emerging issues & applications related to Digital marketing
8	Outline syllabus	CO Mapping
	Unit A	Introduction to Digital Marketing

	A 1	What is digital marketing	CO1
	A 2	Aligning Internet with Business Objectives	CO1
	A 3	User Behaviour & Navigation	CO1
	Unit B	Search Engine Optimization	
	B 1	Introduction	CO2
	B 2	On & off-page Optimisation, Duplicate Content, Keyword Research, Local SEO, Algorithm Updates	CO2
	B 3	Meta Tags, Layout, Content updates Inbound Links & Link Building	CO2
	Unit C	Digital Analytics	
	C 1	Introduction to Digital Analytics, Management Perspectives of Digital Analytics, Segmentation	CO3
	C 2	Analysis Process, Marketing Management, Experimentation & Testing	CO3
	C 3	Reports & Dashboard	CO3
	Unit D	Social Media Marketing	
	D 1	What is Social Media Marketing? Social Media Channels Engaging with Influencers	CO4
	D 2	Overview of Facebook, Twitter, LinkedIn, Blogging, YouTube and other growing social media	CO4
	D 3	Listening & Reputation Management, Social Media	CO4

		Measurement	
	Unit E	Digital Marketing Strategy	
	E 1	Understanding digital strategy	CO5
	E 2	Email Marketing, Affiliate marketing Content marketing, freelancing	CO5
	E 3	Google AdWords, Website Management	CO5
	Mode of examination	Theory	
	Weightage Distribution	CA 30%	MTE 20%
			ETE 50%
	Text book/s	Teacher Notes	
	Other References	Digital Marketing, Vandana Ahuja, Oxford	

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	3	1	-	-	1	1	2	1	1	1
CO2	1	2	1	-	2	1	2	2	1	2
CO3	1	2	-	2	1	1	2	2	2	2
CO4	1	2	2	2	2	1	2	2	2	2
CO5	1	2	-	1	2	1	2	2	2	2

School: School of Business Studies		Batch: 2018-2022
Program: MBA Intg		Current Academic Year: 2021-2022
Branch:		Semester: VIII
1	Course Code	MBA261
2	Course Title	International Financial Management
3	Credits	3.
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Elective
5	Course Objective	<p>This course aims the students to:</p> <ul style="list-style-type: none"> • Provide the students with an in-depth knowledge of international finance fundamentals and an overview about the types of financial management problems confronted by the modern-day Multinational and Transnational Corporations. • Introduce to the International finance theory international financing/investing activities/ Working and International financial markets. • Describe the international monetary system and the foreign exchange markets. Examine the Balance of Payments (BOP) data and determine its implications for international competition. • Develop knowledge, capability, and skills necessary for making sound financial decisions for a multinational firm in a global environment.
6	Course Outcomes	<p>The student will be able to</p> <p>CO1: Define International Financial & Monetary Environment and recognize the nature & scope of International Financial functions in the operation of an MNC.</p> <p>CO2: Identify risk relating to exchange rate fluctuations and develop strategies to deal with them.</p> <p>CO3: Discover & appraise investment & financing opportunities in the international environment.</p> <p>CO4: Explain & analyse various aspects of international financial management, including the operations of currency markets, capital structure, capital budgeting and short-term working capital needs in international business environment.</p> <p>CO5: Evaluate foreign direct investment and international acquisition opportunities.</p> <p>CO6: Develop strategies to deal with other types of country risks associated with foreign operations.</p>

7	Course Description	This course is concerned with the financial management of the firms that operate in the increasingly globalized business environment. Emphasizing broad concepts and real-world practices rather than extensive quantitative material, the course offers a concise introduction to international finance and provides a clear, conceptual framework for analysing key financial decisions in multinational firms. The approach of the course is to treat international financial management as a natural and logical extension of the principles learned in the introductory financial management course.
8	Outline syllabus	CO Mapping
	Unit 1	International Financial and Monetary Environment
	A	International Business and its modes, MNC: the Key participants in International Financial functions, Nature of International Financial Functions and the Scope of IFM. Issues in Financial decisions of a multinational firm.
	B	IFM v/s Domestic Financial Management, Understanding of International Flow of Funds:
	C	Balance of Payments, Capital Account Convertibility. International Liquidity & Bretton Woods System of Exchange rates.
	Unit 2	Markets for Foreign Exchange rate and Mechanism
	A	Understanding of the Foreign Exchange Market, Distinctive features and its major participants.
	B	Exchange rate Quotations, Understanding of Nominal, Real and Effective Exchange rates
	C	Understanding of SPOT and FORWARD markets and determination of Exchange rate in the spot market. Theories of Exchange rate behaviour and determination of Exchange rate in Forward Market.
	Unit 3	International Investment Decisions
	A	Foreign Direct Investment- Theories of FDI and Costs and benefits of FDI.
	B	International Capital Budgeting- Evaluation criteria, Computation of Cash flows, Cost of Capital and Adjusted present value approach, Sensitivity analysis
	C	Non-Financial Factors in Capital Budgeting/ Evaluation and Management of Political Risks. /International Investment.
	Unit 4	International Financial Decisions
	A	Overview of the International Financial Market- Channels for International Flow of Funds, Selection of Sources and forms of Funds.

	B	The World Bank and International Finance Corporation Asian Development Bank, The Process of Internationalisation and International Banking, Direction and purposes of lending and Lending risk.			CO2, CO3, CO4,
	C	Global Cash Management and Control of International Banks. International Financial Market instruments and Financial Swaps.			CO3, CO3, CO4
	Unit 5	International Working Capital and Miscellaneous Issues			
	A	International Working Capital policy, Basics of managing cash and Near Cash assets, Management of Receivables and Inventory, Financing of current assets.			CO4, CO5, CO6
	B	Financing of Foreign trade and modes of payment in international trade.			CO4, CO5, CO6
	C	International Accounting, Indebtedness and International Taxation			CO4, CO5, CO6
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Uptakes Sharan, International Financial Management, Prentice Hall of India.			
	Other References	Piggate, International Financial Management, Tata McGraw-Hill, New Delhi, 2004. Alan C.Shapiro, Multinational Financial Management, 4/e, Prentice Hall India Private Ltd, 2004 Jeff Madura, International Financial Management, 6th edition, Thomson Publications.			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	1	1	2	1	1	1	2
CO2	1	2	2	2	1	1	2	1	2	1
CO3	2	3	3	3	-	3	1	2	2	1
CO4	1	2	2	2	3	3	1	2	2	2
CO5	2	2	2	2	2	2	2	2	2	2
CO6	2	2	2	2	2		2	2	2	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: School of Business Studies (SBS)		Batch: 2018-2022
Program: M.B.A. Intg.		Current Academic Year: 2021-2022
Branch: Finance (Dual), IB – (Dual & Single)		Semester: VIII
1	Course Code	MBA262
2	Course Title	MERGERS, ACQUISITIONS & CORPORATE RESTRUCTURING
3	Credits	03
4	Contact Hours (L-T-P)	3-0-0
	Course Status	Elective
5	Course Description	<p>Mergers and Acquisitions (M &As) is a comprehensive course which explores the core concepts of mergers & acquisitions and corporate restructuring and the challenges encountered in implementing them. Beginning with the conceptual framework of corporate restructuring, the course goes on to discuss takeovers and M & A, the concept and process of due diligence and legal issues in M & As. The key issues relating to valuation and accounting will be explained. This course will also be discussing the post-merger issues, the human aspects of M &As and cross-border acquisitions.</p>
6	Course Objective	<p>The objective of this course is to acquaint the students with the applications of various concepts and techniques of valuation and standards actually applied in real life M & As cases and challenges in any contemplated M & A transaction so that it enhances the chances of success.</p>
7	Course Outcomes	<p>On completion of this module the student will be able to:</p> <p>CO 1 classifies the different forms of mergers & corporate restructuring.</p>

		<p>CO 2 analyses how a company can create value by adopting different forms of restructuring.</p> <p>CO 3 value how, when and what valuation techniques are to be applied to determine optimum swap ratio.</p> <p>CO 4 deal with the accounting and legal issues in a merger & acquisitions</p> <p>CO 5 assesses how to plan post- merger integration.</p>	
8	Outline syllabus		CO Mapping
	Unit 1	An Introduction to Mergers, Acquisitions and Other Restructuring Activities	
	A <i>Understanding Mergers & Acquisitions</i>	<ul style="list-style-type: none"> • Introduction • Meaning of Merger, amalgamation, acquisition, takeover. • Types of Mergers, reverse merger, • Motives and Benefits of Mergers and Acquisitions • divestiture, de merger, Diversification etc. • Reasons for failure of M & As. Process of M &A. 	CO1,
	B <i>Corporate Restructuring</i>	<ul style="list-style-type: none"> • , Introduction • Corporate Restructuring –Meaning, types. • Causes of Corporate Restructuring. • Barriers of Restructuring • Key elements of Restructuring Process and Strategies for restructuring • Implications of Corporate Restructuring 	CO1,
	C <i>Takeovers</i>	<ul style="list-style-type: none"> • Introduction • Forms of Takeover, Takeover Defenses • Benefits and disadvantages of Takeovers • Buyback of Shares and its process 	CO1,
	Unit 2	Corporate Valuation	
	A <i>Corporate Valuation: Concepts and</i>	<ul style="list-style-type: none"> • Basics of Value, Various Expressions of Value. • Relationship among different types of value • Purposes of Valuation and Impacts on the Value 	CO2,

	Principles	estimates; <ul style="list-style-type: none"> • Methods of Valuation • Principles of Business Valuation 	
	B Corporate Valuation: Techniques	<ul style="list-style-type: none"> • Valuation as a cause of M & A Failure. • Right Valuation to determine Right Price. • Approaches to Corporate Valuation • Economic Gains and Costs of M & A. • The Share Exchange Ratio. Problems and Cases on Valuation of firms.	CO2, CO3
	C Valuing Synergy	<ul style="list-style-type: none"> • Introduction • Benefits from Synergy • Types of Synergy • Synergy and Value Creation in M & A • Synergy and Merger Success 	CO2, CO3
	Unit 3	Corporate Strategy & Organizing for M&A	
	A Corporate Restructuring Strategies	<ul style="list-style-type: none"> • Strategies for entering a New Market; • Tools for Strategy Analysis – SWOT etc. • Framework for M & A Strategies • Formulating Strategies for M & A. • Alternative perspectives on mergers, sources and limits of value creation in different forms of mergers. 	CO2,
	B Strategic Alliance	<ul style="list-style-type: none"> • Cross-border acquisitions – Needs, Benefits and difficulties in Cross Border Acquisitions. • Strategic alliances as an alternative to M&As. 	CO2,
	C Leveraged Buyouts	<ul style="list-style-type: none"> • Leveraged buyouts (LBO) & LBO Sponsors and Mode of LBO 	CO1, 2,

		<ul style="list-style-type: none"> Criteria for Selecting LBO Candidate Concept of Financial Leverage and Risk Theories of LBO Exit Strategies for LBO 	
	Unit 4	Accounting & Legal Issues	
	A <i>Accounting for M & A</i>	<ul style="list-style-type: none"> Accounting treatment as per Ind. AS. Controversies and Dilemma in Accounting for M & A. Problems and Cases on Purchase Consideration. 	CO4
	B <i>Due Diligence</i>	<ul style="list-style-type: none"> Scope and Types of Due Diligence, Transactions requiring Due Diligence Due Diligence Process. Parties interested in Due Diligence Due Diligence in Cross-border Deals. 	CO4
	C <i>Legal Aspects of M & A.</i>	<ul style="list-style-type: none"> Procedural aspects under the Companies Act/Rules. Scheme of Amalgamation. Statutory obligations and SEBI (Substantial Acquisition of Shares & Takeovers) Regulations 2011 Tax issues relating to M & A. 	CO4
	Unit 5	Post – Acquisition Integration –	
	A <i>Post-Merger integration</i>	<ul style="list-style-type: none"> Types of Integration, Tools for Integration Issues involved in Integration Role of HRM in M & A Integration Integrating Cross-border Acquisitions 	CO5
	B <i>Corporate Culture</i>	<ul style="list-style-type: none"> Integrated Organisation. Corporate Culture Due Diligence. Redesigning Post Merger Cultural Process. 	CO5
	C <i>Integration for</i>	<ul style="list-style-type: none"> Meeting the challenges of M&As. Post-Merger Growth Strategies 	CO5

	<i>M & A Success</i>	<ul style="list-style-type: none"> Strategies for Post-merger Success Case Studies on M & A. 			
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	<ul style="list-style-type: none"> MERGERS AND ACQUISITIONS –Strategy, Valuation, Leveraged Buyouts, and Financing by Sheeba Kapil, Kanwal N. Kapil, Wiley India Pvt. Ltd., New Delhi 			
	Other References	<ul style="list-style-type: none"> MERGERS AND ACQUISITIONS –Strategy, Valuation and Integration by Kamal Ghosh Ray, Published by PHI Learning Pvt., Ltd., New Delhi. Mergers & Acquisitions by Rajinder S. Aurora, Kavita Shetty from Oxford Higher Education “Creating Value from Mergers and Acquisitions” by Sudi Sudarshan (Pearson Education) Mergers, Acquisitions, and Other Restructuring Activities: An Integrated Approach to Process, Tools, Cases and Solutions, by Donald Depamphilis, (London, Academic Press, 2001) Mergers & Acquisitions: A Guide to creating value for stakeholders, by Michael A. Hitt, Jeffrey S. Harrison and Duane R. Ireland., (New York, Oxford, 2011) <p>Journals/ Magazines</p> <ul style="list-style-type: none"> Business Today Business World Business India. <p>Websites</p> <ul style="list-style-type: none"> www.investopedia.com 			

		<ul style="list-style-type: none"> • www.trak.in • www.livemint.com 	
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Program Outcome Vs Course Outcomes Mapping Table

POs COs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PSO 1	PSO 2	PSO 3	PSO 4
CO 1	2	2	2	1	1	-	2	3	2	1
CO 2	2	3	2	1	-	-	2	3	2	1
CO 3	2	3	1	-	-	-	2	3	2	2
CO 4	2	3	2	1	-	-	2	3	2	2
CO 5	2	2	1	2	2	2	2	3	2	2

1-Slight (Low)
2-Moderate (Medium)
3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA Intg.		Current Academic Year: 2021-2022	
Branch: HR		Semester: VIII	
1	Course Code	MBA268	
2	Course Title	Organizational Design and Structure	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Objective	<ol style="list-style-type: none"> 1. To identify and manage various organizational structures and 2. To learn about the various theories of organization and its relevance to business 3. To understand and use of different organizational structures for business. 4. To learn the process of organizational design and its relevance to business needs. 	
6	Course Outcomes	<p>The students will be able to -</p> <p>CO1: identify and define key components of organizational design and structure.</p> <p>CO2: Interpret the organizational designs and its application</p> <p>CO3: Apply relevant organizational structure and best practices for business success.</p> <p>CO4: Analyse critically various organizational structures and designs.</p> <p>CO5: assess contemporary issues in organization.</p> <p>CO6: Understand organizational evolutions</p>	
7	Course Description	<p>The course aims to develop an understanding of different human emotions and how to manage these for success in personal and professional life. The course, further aims to examine the impact of emotional intelligence on managerial effectiveness and human relations.</p>	
8	Outline syllabus		CO Mapping
	Unit A	Organizational Design and Structure: Introduction	
	Topic 1	Organization and Concepts	CO1
	Topic 2	Organization Theories, - Scientific management,	CO1/CO2

		Hawthorne Studies, Warren Bennis- Bureaucracy	
	Topic 3	Environmental Perspective- Katz and Kahn	CO1/CO2
	Unit B	Organizational Structure	
	Topic 1	Determinants of Organization Structure	CO3/CO1
	Topic 2	Organization Size- its relationship with Structure	CO4
	Topic 3	Organization Strategy – relationship with Structure	CO4
	Unit C	Organizational Design	
	Topic 1	Organization Design- Choosing the right form	CO2/CO4
	Topic 2	Hierarchical- Bureaucratic	CO2/CO4
	Topic 3	Adhocracy- Matrix, Flatter, Networked	CO2/CO4
	Unit D	Contemporary issues in organizational theory	
	Topic 1	Managing organization change	CO5
	Topic 2	Managing Organization culture	CO5
	Topic 3	Managing organization conflict	CO5
	Unit E	Managing Organizational Evolution	
	Topic 1	How organizations grow	CO6
	Topic 2	Organizational decline-accepting the new reality	CO6
	Topic 3	Explaining cutbacks in middle management	CO6
	Mode of examination	Theory	
	Weightage	CA	MTE
	Distribution	30%	20%
	Text book/s*	Organization Theory- Structure, Design and Applications by Stephen.P. Robbins, Mary Mathew, Prentice Hall of India 1990	
	Other References	<ol style="list-style-type: none"> 1. Organization Theory: Design and change, 5th. by Gareth Jones, Mary Mathew, Pearson Education 2007 2. Organization Theory and Design by Richard Daft, 6edn, south western College publishing, 1998 	

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	1	1	1	2	2	1	1	-	1
CO2	3	3	2	2	2	2	2	1	-	1
CO3	3	3	2	2	2	2	2	1	-	2
CO4	2	3	1	1	2	2	3	2	-	2
CO5	2	3	1	1	2	3	2	2	-	2

CO6	2	2	1	1	2	2	2	2	-	2
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1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022
Program: MBA Intg.		Current Academic Year: 2021-2022
Branch: Business Analytics		Semester: VIII
1	Course Code	MBA408
2	Course Title	Time Series Analysis with Excel and Minitab
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Elective
5	Course Objective	1. To understand, interpret, and evaluate changes in a phenomenon in the hope of anticipating the course of future events correctly 2. To teach a practical approach to modeling time series data 3. To help student identify and propose models, estimate them with data, diagnose whether they fit, and interpret their meanings. 4. Though Computer software is utilized, an understanding of underlying concepts and methods would be stressed
6	Course Outcomes	CO1: The student will be able to describe the types of forecasting methods (quantitative and qualitative) CO2: The student will be able to interpret the concept, importance and components of time series CO3: The student will be able to apply regression model for trend analysis and forecasting CO4: The student will be able to prioritize various forecasting models for data analysis CO5: The student will be able to implement model building strategy

7	Course Description	In today's highly dynamic business environment, managers have to forecast the future and design strategies accordingly. Managers use forecasting techniques to make strategic decisions about selling, buying, hiring etc. every day. The past data is used by the managers to make predictions about the future. Forecasting is a technique which can aid in future planning. Time series is an important tool that can be used to predict the future. The main objective of Time series and forecasting is to understand, interpret, and evaluate changes in a phenomenon in the hope of anticipating the course of future events correctly.	
8	Outline syllabus		CO Mapping
	Unit 1	Introduction to time series and forecasting And Measurement of trend-Trend Extrapolation	
	A	Introduction to forecasting, Types of forecasting method Introduction to Time Series: Utility of time series analysis, Stationary and non-stationary time series, Univariate and multivariate methods, Scaling of time series, Components of time series, Secular Trend, Seasonal Variations,	CO1, CO2
		Cyclical Variations, Random or Irregular Variations, Decomposition models of time series-Additive & Multiplicative Model	
	B	Preliminary-Types of curves: <ul style="list-style-type: none"> • Linear • Parabola • Hyperbola • Exponential • Modified exponential • Logistic • Gompertz 	CO1, CO2
	C	Introduction to Trend Analysis, need to study trend measurement, Types of trends, Freehand or Graphic Method Using MS Excel for Trend Extrapolation, fitting a trend to Time Series, Using a trend chart function to forecast time series, Trend Parameters and Calculations	CO1, CO2
	Unit 2	Forecasting Errors	
	A	Forecasting Errors: Introduction, Error Measurement	CO1, CO2
	B	Types of error, Interpreting errors, Error inspection	CO1, CO2
	C	Confidence intervals, Standard error in time series	CO1, CO2
	Unit 3	Time Series Smoothing (Advanced trend Analysis)	
	A	Time Series Smoothing: Introduction, Moving average method. Weighted moving average method, Semi-Averages method, Using MS-Excel for Moving Average	CO3, CO4
	B	Exponential Smoothing (Exponential weighted moving average method-EWMA): Concept of Exponential Smoothing, Forecasting with Exponential Smoothing	CO3, CO4

	C	Double Exponential Smoothing-Holt’s technique, Using Excel/Minitab/SPSS for Exponential Smoothing			CO3, CO4
	Unit 4	Regression Trend Analysis			
	A	Introduction to Regression Trend Analysis, Linear regression trend model, Quadratic trend model, Using Excel/Minitab/SPSS for Regression Trend Analysis			CO3, CO4
	B	Seasonal Variation: Method of simple averages, Ratio –to –Trend method, Ratio-to-Moving Average method, Link relative method			CO3, CO4
	C	Using Excel/Minitab/SPSS to determine Seasonal Variation, solving problems involving all four components of time series			CO3, CO4
	Unit 5	The Box-Jenkins (ARIMA) Methodology for Business Forecasting			
	A	Introduction, Autoregressive models, Moving average models, Autoregressive integrated moving average models			CO3, CO4, CO5
	B	Implementing the Model-Building Strategy <ul style="list-style-type: none">Model identification			CO3, CO4, CO5
		<ul style="list-style-type: none">Model estimationModel checkingForecasting with the model			
	C	Model Selection Criteria; Using Minitab for ARIMA Models			CO3, CO4, CO5
	Mode of examination	Theory and Practical			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	John E. Hanke, DeanW.Wichern, <i>Business Forecasting</i> (Pearson Education)			
	Other References	1. Levin & Rubin, <i>Statistics for Business</i> (Prentice Hall of India, N. Delhi) 2. Paul Newbold, <i>Statistics for Business and Economics</i> (Pearson Education) 3. S. P. Spiegel & Murray, <i>Theory & Problems for Statistics</i> (Schaum Outline Series, Mc Graw Hill) 4. Anderson, <i>Quantitative Methods in Business</i> (Thomson Learning, Bombay)			

POs COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	2	1	2	2	2	1
CO2	1	1	1	1	1	1	2	2	2	2
CO3	1	2	1	1	2	1	2	2	2	2
CO4	1	2	1	1	2	1	2	2	2	2
CO5	1	1	1	1	1	1	2	2	2	2
Avg	1.20	1.60	1.00	1.00	1.60	1.00	2.00	2.00	2.00	1.80

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School: SBS		Batch: 2018-2022	
Program: MBA INTG		Current Academic Year: 2021-2022	
Branch: HR		Semester: VIII	
1	Course Code	MBA269	
2	Course Title	Emotional Intelligence and Managerial Effectiveness	
3	Credits	3	
4	Contact Hours (L-T-P)	3-0-0	
	Course Status	Elective	
5	Course Objective	1. To identify and manage human emotions 2. To understand different aspects of Emotional Intelligence (EI) and its implications on Managerial Effectiveness 3. To understand and use different Emotional Intelligence models 4. To learn best practices in feeling, thinking, and behaving in an emotionally intelligent manner.	
6	Course Outcomes	The students will be able to - CO1: identify and define key emotional intelligence components and managerial competencies CO2: apply EI models and best practices for professional success. CO3: analyze critically and manage human emotions CO4: assess their own emotional intelligence CO5: develop skills to be emotionally intelligent human being to meet specific workplace challenges	
7	Course Description	The course aims to develop an understanding of different human emotions and how to manage these for success in personal and professional life. The course, further aims to examine the impact of emotional intelligence on managerial effectiveness and human relations.	
8	Outline syllabus		CO Mapping
	Unit 1	Emotional Intelligence: Introduction	
	A	Emotions: Concept & Physiology; implications on job satisfaction and Performance	CO1
	B	Emotional intelligence: Evolution & concept	CO1
	C	Role and benefits of emotional intelligence at the workplace	CO1/ CO3
	Unit 2	Emotional intelligence: Key Components	
	A	Understanding key elements of EI	CO1
	B	Self -Awareness: Components	CO1/CO3
	C	Self- Regulation: Components	CO1/CO3
	Unit 3	Emotional Intelligence: Models & Assessment	

	A	Models- Ability based ((Mayer & Salovey), Trait based (K.V. Petrides), Mixed (Daniel Goleman)			CO2
	B	Initial Self- Assessment through Questionnaire			CO4
	C	DISC Test			CO4
	Unit 4	Emotional Intelligence Skills			
	A	Empathy: Understanding, Importance and Strategies			CO1
	B	Social Skills- Development & Importance			CO5
	C	Influence: Concept & Tactics for persuasion			CO5
	Unit 5	Emotional Intelligence & Managerial Effectiveness			
	A	Effective Communication: JOHARI WINDOW			CO5
	B	Effective Leadership: Competencies, Situational Leadership			CO5
	C	Team work: Creating Effective teams; Conflict Management			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	Working with Emotional Intelligence: Bloomsbury Publication-Daniel Goleman (1998)			
	Other References	The Language of Emotional Intelligence: The Five Essential Tools for Building Powerful and Effective Relationships: Jeanne Segal (2008) The Brain and Emotional Intelligence: New Insights: Daniel Goleman HBR's 10 Must Reads on Emotional Intelligence (2015)			

PO COs	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	1	2	2	2	2	3	2	2	1
CO2	2	2	1	...	1	...	2	2	2	2
CO3	2	2	2	2	2	3	2	2	1	2
CO4	2	2	2	2	1	1	2	2	1	3
CO5	2	2	2	2	2	2	2	2	...	2
Avg	2.00	1.80	1.80	2.00	1.60	2.00	2.20	2.00	1.50	2.00

1-Slight (Low)

2-Moderate (Medium)

3-Substantial (High)

School:		Batch: 2018-2022
Program: MBA Intg		Current Academic Year: 2021-2022
Branch:		Semester: VIII
1	Course Code	MBA272
2	Course Title	Supply Chain Dynamics & E-Commerce
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Elective
5	Course Objective	<p>The course aims:</p> <ol style="list-style-type: none"> 1.To Understand the Role of Supply Chain Management in E-Commerce Practices And Identify the Problems Occurring in Creating and Maintaining a Supply Chain management System for E-Commerce Industry. 2. To Understand the Effect of Supply Chain Agility in The Face of Rapid Changes Managing Complexity and Rapid Change 3. Streamlining Supply chain Operations by Using Technology
6	Course Outcomes	<p>CO1: Be able to manage the operational aspects of supply chain in e commerce environment in a medium enterprise.</p> <p>CO2: Will be Capable to formulate and execute logistics plans in hyper local environment in e retail</p> <p>CO3: Capable of training and executing online research and development</p> <p>CO4: To equip the students with the knowledge and innovations in the area of e-commerce and Supply chain operations</p> <p>CO5: To enrich the students with Research and Development in the area of Supply chain and E-commerce sector</p>

Beyond Boundaries

7	Course Description	Supply chain management includes Business process From Manufacturing operations, Purchasing, Transportation, and Physical distribution to end user. Application of various technologies like AI, additive manufacturing, Internet of thing etc. Applications of ERP, MRP, CRM, SRM, E-procurement, E-Disposal. Minimized delay, cost reduction, waste elimination, customer satisfactions, Retail chain, warehousing, supply chain strategies, outsourcing etc.
8	Outline syllabus	
	Unit A	Introduction to Supply Chain Dynamics
	A1	Introduction, Basic Principles and Structure Model of Supply chain Management Under E-Commerce Environment
	A2	The Advantages of Supply Chain Management Under E-Commerce Environment
	A3	Main Question of Enterprise Supply Chain Management Under E-Commerce Environment
	Unit B	Solution Of Supply Chain Management Under Ecommerce environment
	B1	The impact of e-commerce on supply chain relationships
	B2	The nature of the e-commerce environment
	B3	E payment modes, architecture, facilities and security concerns
	Unit C	E procurement and processes
	C1	Global out sourcing Collaboration and competition
	C2	Suppliers' management Japanese concepts of supplier's management vis a vis Indian, Western concepts
	C3	Leveraging E commerce for enhancing productivity and profitability of legacy stores and un organized rural markets.

	Unit D	The Hidden Key to e-Commerce Success			
	D1	The e-Fulfillment Opportunity, The Logistics of Consumer-Direct Fulfillment			CO4
	D2	Technological Framework for e-Commerce			CO4
	D3	Case-study. Business Example			CO4
	Unit E	Integration Of E-Commerce			
	E1	Integration of E-commerce and Supply Chain			CO2, CO3
		Management,			
	E2	The Scope of E-commerce Application: Business Examples			CO2, CO5
	E3	Case Study & Live Project on the Scope of E-commerce Application: Business Examples			CO2, CO5
	Mode of examination	50% Continuous Assessment and 50% External			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
Text book/s*		1.. Sunil Chopra, Peter Meindl, Supply Chain Management, Pearson Education, India 2013 2.Project Management: A Systems Approach to Planning, Scheduling and Controlling, 10ed, by Harold Kerzner, Wiley Publications 2012			
Other References		Supply Chain Management: Processes, Partnerships, Performance, Douglas M. Lambert (ed).2 nd Edition, 2005 Selected case studies: Air India, Thomas Cook, UPS, DHL etc.			

Pos Cos	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2	PSO 3	PSO 4
CO1	1	2	2	3	2	2	2	2	3	3
CO2	3	2	3	3	2	2	2	2	2	3
CO3	2	2	2	2	3	2	3	2	3	3
CO4	2	2	2	3	2	2	2	3	3	3
CO5	2	2	3	2	2	3	2	2	2	2
Avg	2.00	2.00	2.40	2.60	2.20	2.20	2.20	2.20	2.60	2.80

School: SBS		Batch: 2018-2022
Program: MBA Ing.		Current Academic Year: 2021-2022
Branch: Business Analytics		Semester: VIII
1	Course Code	MBA407
2	Course Title	Data Visualization Techniques
3	Credits	3
4	Contact Hours (L-T-P)	0-0-6
	Course Type	Elective
5	Course Objective	1. To understand, interpret, and evaluate changes in a phenomenon in the hope of anticipating the course of future events correctly 2. To teach the practical approach (using software) of visualizing the data 3. To help student identify the right visual that represent the data 4. To explain the underlying concepts and methods of visualization
6	Course Outcomes	CO1: The student will be able to list the application of visualization techniques in Managerial Decision Making CO2: The student will be able to describe some real time business situations in the form of visualization CO3: The student will be able to design various kind of visualization using contemporary software CO4: The student will be able to infer the visualization for taking business decisions CO5: The student will be able to construct dashboard.
7	Course Description	Data Visualization is the process of presenting the large volume of complex data in a graphical format which is much simpler to understand. It helps the business to understand the hidden facts and its significance. Due to its ability to transform the complexity of the data in much simpler form, Data Visualization has now become an indispensable part of the business world. An effective data visualization should be informative, efficient, appealing and in some cases, interactive and predictive. This program will help you to understand data better, using one of the most popular and powerful tools, Tableau, and make your data powerful and efficient. Tableau enables businesses to make critical decisions using its visualization feature, available for business users of any background and industry. It empowers businesses to keep up with the continuously evolving technology and outperform its competition through an innovative means of visualizing their data.
8	Outline syllabus	CO Mapping
	Unit 1	Visual Analytics:

	A	Visual Analytics: Introduction and Purpose			CO1, CO2
	B	Concept of Dashboard			CO1, CO2
	C	Business cases of Visual Analytics: Choosing the right visual			CO1, CO2
	Unit 2	Visualization using Excel			
	A	Bar Chart; Column Chart			CO1, CO2
	B	Pie Chart; Line Graph			CO1, CO2, CO3
	C	Scatter Plot; Limitation of Excel Visualization			CO1, CO2, CO3
	Unit 3	Visualization using Tableau: Part-I			
	A	Tableau Overview: Dimension & Measure; Visual Construct			CO3, CO4
	B	Creating Simple Table: Total-Subtotal-Table Calculations			CO3, CO4
	C	Chart & Graph: Bar-Column-Pie			CO3, CO4
	Unit 4	Visualization using Tableau: Part-II			
	A	Advanced Visualization: Area Chart, Bubble Chart, Trend			CO3, CO4
	B	Tableau Features: Filter, Tooltip, Color, Format			CO3, CO4
	C	Calculated Field and Parameter			CO3, CO4
	Unit 5	Visualization using Tableau: Part-III			
	A	Working with various Data Sources; Export data			CO3, CO4, CO5
	B	Constructing Dashboard			CO3, CO4, CO5
	C	Internal Evaluation – Project Allocation			CO3, CO4
	Mode of examination	Theory and Practical			
	Weightage Distribution	Internal	External		
		60%	40%		
	Text book/s*	Tableau Your Data: Fast and Easy Visual Analysis with Tableau Software by Daniel G. Murray (Wiley)			
	Other References	Tableau Public Web Tutorials			

Pos Cos	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4
CO1	2	2	1	1	2	1	2	2	2	2
CO2	1	1	1	1	1	1	2	2	2	2
CO3	1	2	1	1	2	1	2	2	2	2
CO4	1	2	1	1	2	1	2	2	2	2
CO5	1	2	1	2	1	2	2	1	2	1

Avg	1.20	1.80	1.00	1.20	1.60	1.20	2.00	1.80	2.00	1.80
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School: SBS		Batch: 2018-2022
Program: MBA INTG.		Current Academic Year: 2021-2022
Branch: SCM		Semester: VIII
1	Course Code	MBA 271
2	Course Title	International Transportation and Logistics
3	Credits	3
4	Contact Hours (L-T-P)	3-0-0
	Course Type	Elective
5	Course Objective	<p>1. To provide Domain knowledge of International Transportation Modes and its role in overall economic growth of the Nation</p> <p>2. To equip the students with Knowledge of Disruptive Innovations in the area of Sustainable Transportation</p> <p>3. To train the students with Domain knowledge and expertise in the area of International Transportation and Logistics</p> <p>4. To provide insights and overview of international transportation and logistics in the development of the region and transformation of the economy</p>

Beyond Boundaries

6	Course Outcomes	<p>CO1: To gain thorough knowledge of International Transportation and Logistics and its applications in the development of the region and Nation</p> <p>CO2: To provide insights into the emerging trends and technological advancements in the domain area of International Transportation and Logistics</p> <p>CO3: To analyze the growing importance of International Transportation and Logistics as an engine of growth to allied sectors in the Economy</p> <p>CO4: To pave the way for Sustainable Transportation in the region with focus on Infrastructure development for benefit of all the Sectors in the economy.</p> <p>CO5: To equip the students with the know-how in Transportation Infrastructure management and its role in Nation development</p>	
7	Course Description	The course aims to provide a holistic view of International Transportation and Logistics role in the economic growth of a Nation. The various emerging Disruptive technologies and its role in enhancing the growth of International Transportation connecting Inter-states and regions across the Nation. The course highlights the emerging trends and the role of Information technology in facilitating the growth of International Transportation and Logistics for economic growth of the Nation.	
8	Outline syllabus		CO Mapping
	Unit A	Introduction to International Transportation	
	A1	International Transport systems Significance of Transport Services, Transportation Modes	CO1, CO2
	A2	Modes: Road Transport, Rail Transport, Maritime transport, Air transport, Trans Continental bridges	CO2
	A3	Transport Corridors, Intermodal transportation	CO2
	Unit B	Globalization and Transportation	
	B1	GIS for Transportation Transport & Location Future Transportation	CO1
	B2	Globalization and International logistics,	CO2,

	B3	International logistics & Freight Distribution			CO2
	Unit C	International Logistics Planning			
	C1	International Logistics Safety Issues - Role of WTO			CO2
	C2	International Logistics Planning			CO3
	C3	International Logistics and commercial geography			CO3
	Unit D	Information Systems in Logistics			
	D1	Logistical Information systems			CO3
	D2	Integrated I.T solutions for Logistics & supply chain management			CO4
	D3	Emerging trends in Logistics and Supply chain management			CO4
	Unit E	Containerization			
	E1	Containerization & its advantage in International Logistics			CO3, CO5
	E2	Out-sourcing, 3 rd Party Logistics, 4 th Party Logistics			CO3
	E3	Logistics and Supply chain relationship management			CO5
	Mode of examination	Theory			
	Weightage Distribution	CA	MTE	ETE	
		30%	20%	50%	
	Text book/s*	1) Logistics Management by Ganapathi & Nandi, Oxford Publishing 2015			
	Other References	1) International Trade logistics by Ram Singh, Oxford Publishing, 2015 2) Handbook of Ocean Container Transport Logistics by Chung Yee-Lee, Qiang Meng Editors, 2016, Springer			

Pos Cos	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO 2	PSO3	PSO4
CO1	1	2	2	3	2	2	2	2	3	3
CO2	3	2	3	3	2	2	2	2	2	3
CO3	2	2	2	2	3	2	3	2	3	3
CO4	2	2	2	3	2	2	2	3	3	3
CO5	2	2	1	3	2	2	2	2	1	2
Avg	2.00	2.00	2.00	2.80	2.20	2.00	2.20	2.20	2.40	2.80

1-Slight (Low)
 2-Moderate (Medium)
 3-Substantial (High)