

TENTATIVE LESSON PLAN: 19IM101

Course Title: ENGLISH - I (19IM101)		
Section : IMBA	Date : 05/08/2019	Page No : 01 of 04
Revision No : 001	Prepared By : G.PRAVEEN	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Wit and Humour CO1: To make the students understand humour and the contributions of Mokshagundam to build modern India, The students also develop their LSRW skills. TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.			
1	Introduction to wit and Humour	From: 05/08/2019 To: 22/08/2019	Lecture interspersed with discussions
2	Wit and Humour		
3	L-Listening For Sounds, Stress and Intonation		
4	S-Greeting and Taking Leave, Introducing Oneself and Others		
5	R- Reading for Subject/ Theme		
6	W- Writing Paragraphs		
7	G-Types of Nouns and Pronouns		
8	V- Homonyms, homophones synonyms, antonyms		
9	<i>Mokshagundam Visvesvaraya</i> "		
10	<i>Mokshagundam Visvesvaraya</i> "		
11	<i>Mokshagundam Visvesvaraya</i> "		
12	<i>Mokshagundam Visvesvaraya</i> "		
UNIT II – Cyber Age CO2: To make the students aware of Polymer currency and inspire them with the unique journey of Helen Keller. TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.			
13	Cyber Age	From: 23/08/2019 To:	Lecture
14	Cyber Age		
15	L – Listening for themes and facts		

16	S – Apologizing, interrupting, requesting and making polite conversation	16/09/2019	interspersed with discussions
17	R- for theme and gist		
18	W- Describing people, places, objects,		
19	G- Verb forms		
20	V- Noun, verb, adjective and adverb		
21	Three Days To See"		
22	Three Days To See"		
23	Three Days To See"		
24	Three Days To See"		

UNIT III- Risk Management

CO3: To make the students aware of Man-made disasters and how to prevent and prepare for them. They learn about the South Indian small town life through R.K. Narayan's work TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.

25	Risk Management	From: 17/09/2019 To: 1/10/2019	Lecture interspersed with discussions
26	L – for main points and sub-points for note taking		
27	S – Giving instructions and directions; Speaking of hypothetical situations		
28	R – Reading for details		
29	W – note-making, information transfer, punctuation		
30	G – Present tense		
35	V – Synonyms and antonyms		
36	Leela"s Friend"		
37	Leela"s Friend"		
38	Leela"s Friend"		
25	Risk Management		
26	L – for main points and sub-points for note taking		
27	S – Giving instructions and directions; Speaking of hypothetical situations		
28	R – Reading for details		

UNIT – IV Human Values and Professional Ethics

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

TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.

29	Human Values and Professional Ethics	From: 21/10/2019 To: 08/11/2019	Lecture interspersed with discussions
30	Human Values and Professional Ethics		
31	L -Listening for specific details and information		
32	S- Narrating, expressing opinions and telephone interactions		
33	R -Reading for specific details and information		
34	W- Writing formal letters and CVs		
35	G- Past and future tenses		
36	V- Vocabulary - idioms and Phrasal verbs		
37	The Last Leaf		
38	The Last Leaf		
39	The Last Leaf		
40	Human Values and Professional Ethics		
41	Human Values and Professional Ethics		
42	L -Listening for specific details and information		
43	S- Narrating, expressing opinions and telephone interactions		

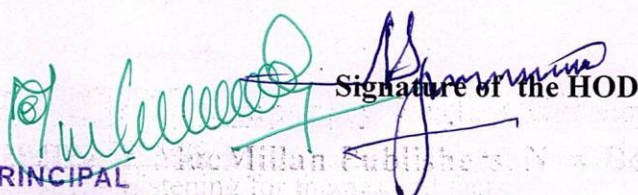
UNIT –V Sports and Health

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

TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.

44	Sports and Health"	From: 09/11/2019 To: 29/11/2019	Lecture interspersed with discussions
45	Sports and Health"		
46	L- Critical Listening and Listening for speaker's tone/ attitude		
47	S- Group discussion and Making presentations		
48	R- Critical reading, reading for reference		
49	W-Project proposals; Technical reports, Project Reports and Research Papers		
50	G- Adjectives, prepositions and concord		
51	V- Collocations and Technical vocabulary Using words appropriately		
52	The Convocation Speech"		
53	The Convocation Speech"		


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TENTATIVE LESSON PLAN: 19IM102

Course Title: Business Mathematics and Statistics		Page No : 01 of 03
Section : 01EM01	Date : 05-08-2019	
Revision No : 01	Prepared By : P. Naga Srinivasa Rao	Approved By : HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I SETS and FUNCTIONS.			
CO1: The Acquaint the students with the basic knowledge of mathematical techniques.			
TB :: Business Mathematics - - - D.C. Sancheti and V.K. Kapoor			
1.	Numbers, sequences and series.	06-08-2019	Lecture interspersed with discussions
2.	Arithmetic progression	07-08-2019	
3.	Geometric progression	08-08-2019	
4.	Harmonic progression	13-08-2019	
5.	Sets, sub sets and functions.	20-08-2019	
6.	Venn diagram and its applications.	26-08-2019	
7.	Operations on sets	27-08-2019	
8.	Cartesian product of sets	30-08-2019	
9.	Applications of functions.	31-08-2019	
10.	Differentiation concept	03-09-2019	
11.	Derivatives of a function.	04-09-2019	
12.	Sum and difference	06-09-2019	
13.	Product and quotient	07-09-2019	

UNIT –II Matrices and Determinants with Business Applications.

CO2:: The acquaint the students with the with the basic knowledge of matrices and its business applications.

TB :: Business Mathematics - - - D.C. Sancheti and V.K. Kapoor

No. of Periods	TOPIC	Date	Mode of Delivery
14.	Matrices – Introduction	10-09-2019	Lecture interspersed with discussions
15.	Types of matrices	11-09-2019	
16.	Operations on matrices	13-09-2019	
17.	Adjoint of a matrix	14-09-2019	
18.	Inverse of a matrix	18-09-2019	
19.	Elementary row operations.	21-09-2019	
20.	Problems	22-09-2019	
21.	Cramer’s method	28-09-2019	
22.	Problems	07-10-2019	
23.	Matrix inverse method	08-10-2019	
24.	problems	10-10-2019	

UNIT - III Introduction to Statistics.

CO3: To gain knowledge about basic statistical techniques and its applications in business.

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

No. of Periods	TOPIC	Date	Mode of Delivery
25.	Mean	11-10-2019	Lecture interspersed with discussions
26.	Median	11-10-2019	
27.	Mode	23-10-2019	

28.	problems	25-10-2019	Lecture interspersed with discussions
29.	Standard Deviation	26-10-2019	
30.	Problems	29-10-2019	
31.	Meaning and definitions of statistics	30-10-2019	
32.	Scope and limitations of statistics	31-10-2019	
33.	Role of statistics	31-10-2019	
34.	Variance.	31-10-2019	

UNIT – IV Probability Theory and Probability Distributions.

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
35.	Probability introduction	01-11-2019	Lecture interspersed with discussions
36.	Definitions of probability	02-11-2019	
37.	Additive law	04-11-2019	
38.	Problems	05-11-2019	
39.	Multiplicative law of probability	07-11-2019	
40.	Problems	07-11-2019	
41.	Conditional law of probability	11-11-2019	
42.	Problems	11-11-2019	
43.	Baye's theorem	12-11-2019	
44.	Binomial distribution	12-11-2019	
45.	Problems	13-11-2019	
46.	Poisson distribution	13-11-2019	
47.	Problems	14-11-2019	
48.	Normal distribution	14-11-2019	
49.	Problems	15-11-2019	
50.	Applications of normal distribution	15-11-2019	

UNIT – V Correlation and Regression.

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
51.	Correlation –introduction	16-11-2019	Lecture interspersed with discussions
52.	Karl Pearson's correlation coefficient	16-11-2019	
53.	Problems	18-11-2019	
54.	Rank correlation	20-11-2019	
55.	Problems	20-11-2019	
56.	Lines of regression	22-11-2019	
57.	Problems	22-11-2019	
58.	Regression coefficients	23-11-2019	
59.	Problems	26-11-2019	Lecture interspersed with discussions
60.	Time series	26-11-2019	
61.	Components of time series	28-11-2019	
62.	Trend	28-11-2019	

63.	Moving averages	29-11-2019
64.	Least squares method	30-11-2019

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TENTATIVE LESSON PLAN:16IM103

Course Title: FUNDAMENTALS OF BUSINESS ORGANIZATION		
Section:IMBA I	Date: 17-06-2019	Page No: 01 of 03
YEAR ; 01		
Revision No: 00	Prepared By: G. KIRAN	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I FUNDAMENTAL CONCEPTS Business, trade, industry and commerce – Features and Functions of Business. Trade -Classification, Aids to Trade. Industry – Classification of industries – Commerce. Relationship between trade, industry and commerce –Concept of Business Organization. CO1:To understand the concepts of business. TB: BhushanYK:BusinessOrganizationandManagement,SultanChand			
1.	Introduction to the concept of business	17/06/2019	Lecture interspersed with discussions
2.	Concept of business, trade and industry	18/06/2019	
3.	Features of business/characteristics	19/06/2019	
4.	Trade, classification, aids to trade	20/06/2019	
5.	Industry classification	20/06/2019	
6.	Classification of Industry	21/06/2019	
7.	Scope of business	22/06/2019	
8.	Commerce classification	24/06/2019	
9.	Relationship between trade, industry, commerce	25/06/2019	
10.	Concept of business organization	26/06/2019	
11.	Functions of business	27/06/2019	
UNIT –II ENTREPRENEUR Meaning-CharacteristicsofEntrepreneurs–TypesofEntrepreneurs–Functionsof anentrepreneur-StepstostartEnterprise.Sourcesof finance-LongTerm,ShortTerm. CO2:To know the responsibilities for an entrepreneur, source of finance for an entrepreneur. TB:BhushanYK:BusinessOrganizationandManagement,SultanChand			
12.	Meaning of an entrepreneur	28/06/2019	Lecture interspersed with discussions
13.	Characteristics of an entrepreneur	29/06/2019	
14.	Types and functions of an entrepreneur	03/07/2019	
15.	Qualities of an entrepreneur	05/07/2019	
16.	Abilities of an entrepreneur	09/07/2019	
17.	Steps to start an enterprise	12/07/2019	
18.	Sources of business finance, lab work	16/07/2019	

UNIT - III FORMS OF BUSINESS ORGANIZATION BusinessOrganization-FormsofBusinessOrganization–SoleProprietorship,Partnership,JointStockCompany,HinduundividedFamilyandLimitedliabilitypartnership.Factorsinfluencingthechoiceofsuitableformoforganization.SoleProprietorship:Meaning–Characteristics–Advantages&Disadvantages–Suitability.Partnership:Meaning–Characteristics–Kindsofpartners-Registrationofpartnership–Partnershipdeed–Rightsandobligationsofpartners.-HinduundividedFamilyBusiness:Characteristics–Advantagesandlimitations.
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CO3:To understand various types of business.

TB: Bhushan YK: Business Organization and Management, Sultan Chand

19.	Introduction to FBO	17/07/2019	Lecture interspersed with discussions
20.	Classification of Business organizations	18/07/2019	
21.	Sole trading concern, characteristics	19/07/2019	
22.	Sole trading concern, characteristics, Advantages and disadvantages	20/07/2019	
23.	Factors influencing the selection of Business organizations	20/07/2019	
24.	Suitability of sole trading concern	22/07/2019	
25.	Introduction to Partnership	22/07/2019	
26.	Kinds of partnership	23/07/2019	
27.	Types of partners	23/07/2019	
28.	Registration of a partnership firm	24/07/2019	
29.	Advantages of Registration of a partnership firm	24/07/2019	
30.	Partnership deed	25/07/2019	
31.	Provisions of partnership deed	25/07/2019	
32.	Joint Hindu family business	26/07/2019	
33.	Lab work Unit-I	26/07/2019	
34.	Lab work Unit-I	27/07/2019	
35.	Lab work Unit-II	27/07/2019	
36.	Lab work Unit-II	28/07/2019	
37.	Review of Unit-I	28/07/2019	
38.	Review of Unit – II	29/07/2019	
39.	Mid questions, pattern	29/07/2019	
40.	Overview of 3 units covered	30/07/2019	
41.	MM Preparation / Presentation	31/07/2019	

UNIT – IV JOINT STOCK COMPANY – I

Joint Stock Company-I: Meaning – Characteristics – Advantages – Kind of Companies – Difference between private and public companies – Promotion of A Company: Stages – Promoters – Characteristics – Registration – Capital subscription – Commencement of Business – Preparation of Important documents

CO4:To find out the difference between public and private companies.

TB: Bhushan YK: Business Organization and Management, Sultan Chand

42.	Introduction to JSC	01/08/2019	Lecture interspersed with discussions
43.	Joint Hindu Family Business	03/08/2019	
44.	Types of companies	05/08/2019	
45.	Private vs. public sector	07/08/2019	
46.	Private vs. public sector	09/08/2019	
47.	Presentation of Public and Private Sector	20/08/2019	
48.	Joint stock company introduction	23/08/2019	
49.	Presentation on JSC	03/09/2019	

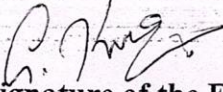
UNIT – V JOINT STOCK COMPANY – II

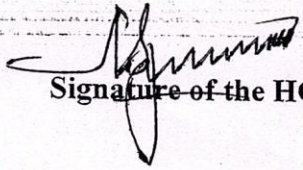
Joint Stock Company II – Memorandum of Association – Significance, Clauses – Articles of Association – Contents – Prospectus – Contents – Statement in lieu of Prospectus.

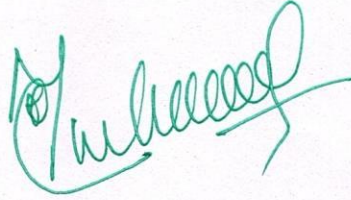
CO5:To know how to commence the business.

TB: Bhushan YK: Business Organization and Management, Sultan Chand

50.	Memorandum of Association- Significance, Clauses	04/09/2019	Lecture interspersed with discussions
51.	Articles of Association-Contents	09/09/2019	
52.	Statement in lieu of Prospectus.	13/09/2019	
53.	Prospectus-Contents	18/09/2019	


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TENTATIVE LESSON PLAN

Course Title: FINANCIAL ACCOUNTING-I 19IM104

Section : IMBA

Date :

Page No : 01 of 02

Revision No : 001

Prepared By : Dr.M VEERA BADRA RAO

Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to accounting: CO1: students has understood about basics of accounting TB :: Basic Financial Accounting for Management by Prasanna Chandra			
1.	objectives	05-08-2019	Lecture interspersed with discussions
2.	significance and process,	06-08-2019	
3.	Accounting concepts	07-08-2019	
4.	conventions	09-08-2019	
5.	Accounting cycle	13-08-2019	
UNIT –II Structure of Indian economy: CO2: students has got awareness on basics of the journal and the trail balance TB :: Basic Financial Accounting for Management by Prasanna Chandra			
6.	Nature and significance	14-08-2019	Lecture interspersed with discussions
7.	Economic systems – structure of Indian industry	19-08-2019	
8.	Economic reforms in various sectors – nature – challenges – social justice	23-08-2019	
9.	Disinvestment mechanism – problems and procedures –	27-08-2019	
10.	Sickness in Indian industry, competition Act 2002	13-09-2019	
11.	Structure of Indian economy: Nature and significance	14-08-2019	
UNIT - III Fiscal Policy CO3; Able to know about basic of ledger posting TB :: Basic Financial Accounting for Management by Prasanna Chandra			
12	: Nature and significance – public revenues – expenditure	14-09-2019	Lecture interspersed with discussions
13	debt, development activities allocation of funds	16-09-2019	
14	Critical analysis of the recent fiscal policy of Government of India	18-09-2019	
15	Balance of Payments - Nature – Structure – major components	20-09-2019	
16	– Causes for disequilibrium in Balance of Payments – Correction measures development	26-09-2019	
UNIT – IV : India's Trade Policy CO4; students has understood about the final accounts and income statement TB :: Basic Financial Accounting for Management by Prasanna Chandra			

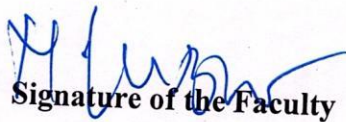
17	: Nature – Magnitude and direction of Indian international trade – problems	27-09-2019	Lecture interspersed with discussions
18	bilateral and multilateral trade agreements. International business environment	30-09-2019	
19	Nature significance– challenges and mechanisms.	01-10-2019	
20	WTO: Agreements in the Uruguay round including TRIPS, TRIMS and GATS disputes settlement mechanism	14-10-2019	
21	dumping and antidumping measures problems	18-10-2019	
22	India's Trade Policy: Nature – Magnitude and direction of Indian international trade – problems	27-09-2019	
23	bilateral and multilateral trade agreements. International business environment	30-09-2019	
24	Nature significance– challenges and mechanisms.	01-10-2019	

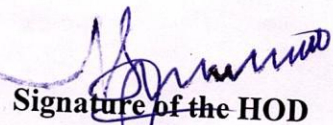
UNIT – V Legal Frame

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

TB :: Basic Financial Accounting for Management by Prasanna Chandra

No. of Periods	TOPIC	DATE	Mode of Delivery
25	: special features of the SICA (special provisions) 1985	19-10-2019	Lecture interspersed with discussions
26	BIFR, Consumer protection act 1986	21-10-2019	
27	Environmental laws (pertaining to the control and prevention of Air Act	22-10-2019	
28	Water pollution Act	23-10-2019	
29	the Essential Commodities Act 1955	30-10-2019	


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Tentative Lesson Plan 19IM105

Course Title: FUNDAMENTALS OF COMPUTERS		
Section: 00 <i>IMBA</i>	Date : 05-08-2019	Page No : 01 of 03
Revision No : 00	Prepared By : T. GANESH KUMAR	Approved By : HOD

Tools: Black board, PPTs,


S. No	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Computer: CO 1: Student will be able to know the Hardware / software and Architecture of computer T1: Fundamentals of Computers, Reema Thareja, 2nd Edition, OXFORD			
1	Introduction to Computer : Hardware: Input / output devices, storage devices and memory	05-08-2019	Lecture interspersed with discussions
2	Software: System and Application Software, Compilers,	06-08-2019	
3	Interpreters and Assemblers	08-08-2019	
4	Computer Languages: Levels of languages	09-08-2019	
5	Generation and their features.	10-08-2019	
6	Number System: Introduction to number system, binary, decimal.	13-08-2019	
7	Conversions Binary to Decimal, Decimal to Octal	14-08-2019	
8	Hexadecimal and their inter conversions and their uses in computer system	16-08-2019	
9	Internet: Concepts & Services, Hardware and software requirements	17-08-2019	
10	Type of Internet connections	20-08-2019	
UNIT –II Operating Systems: CO 2: Student can understand installation of Windows 7 and basic Linux Commands. T1: Fundamentals of Computers, Reema Thareja, 2nd Edition, OXFORD.			
11	WINDOWS XP: Basic Operations	21-08-2019	Lecture interspersed with discussions and practice sessions
12	Utilities and features	22-08-2019	
13	Installation of Windows 7	24-08-2019	
14	UNIX: Introduction, features	26-08-2019	
15	Basic commands like: pwd, cp, cd, rm, mv, ls, cat, mkdir, ch mod, rmdir, who	27-08-2019 28-08-2019	
16	who am i, banner, date, kill, etc	29-08-2019	
UNIT - III Application Software CO 3: Students are learn how to create word documents, Excel, Ms Access and PowerPoint T1: Fundamentals of Computers, Reema Thareja, 2nd Edition, OXFORD.			
23	MS Word: word basics	03-09-2019	Lecture interspersed with discussions
24	formatting text and documents	04-09-2019	
25	introduction to mail merge & macros	05-09-2019	
26	Creating mail merge & macros	06-09-2019	
27	MS Excel: Excel basics	07-09-2019	
28	Rearranging worksheets	09-09-2019	
29	Working with graphics	11-09-2019	
30	Using worksheet as databases	12-09-2019	
31	Automating "what-if" projects	13-09-2019	
32	Practices on Excel formulas	14-09-2019 16-09-2019	
33	MS PowerPoint basics	17-09-2019	Lecture interspersed with discussions
34	creating presentation	18-09-2019	
35	MS Access: Database creation, screen/form design	19-09-2019	
36	report generation using wizard	20-09-2019	
37	Practice on creating Database	21-09-2019	

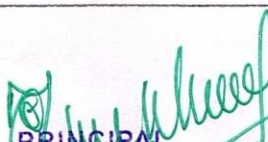
UNIT - IV**CO 4: E-Business****T1: Ravi Kalakotta & Whinston B., "Frontiers of E-Commerce", Pearson Education, Reprint 2009****T2: lauden and Traver. Ecommerce: Business Technology Society, 4TH Edition 2009 Pearson Education, New Delhi**

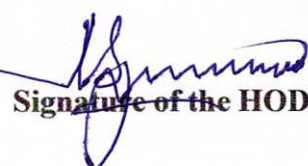
39	E-Business Fundamentals	23-09-2019	Lecture interspersed with discussions
40	E-Business framework	24-09-2019	
41	E-Business application	25-09-2019	
42	Infrastructure for E-Business	26-09-2019	
43	E-Business Models	27-09-2019	
44	Elements of Business models	30-09-2019	
45	Business 2 Business	01-10-2019	
46	B2C 5 models	03-10-2019	
47	B2C 5 models	04-10-2019	
48	Type of E-payment	05-10-2019	
49	digital token-based e-payment, smart card, credit card	19-10-2019 21-10-2019	
51	payment systems - risk on e-payment	22-10-2019	
52	Security Environment - Security Threats	23-10-2019	
53	Client-server security	24-10-2019	
54	data and message security	25-10-2019	
55	document security	26-10-2019	
56	firewalls	28-10-2019	
57	Ethical Social and Political issues in ecommerce.	29-10-2019 30-10-2019	
58	Inter-organization Business: EDI application in business	01-11-2019	
59	EDI: legal, security, standardization and EDI	02-11-2019	

UNIT - V**CO 5: Payment Systems****T1: lauden and Traver. Ecommerce: Business Technology Society, 4TH Edition 2009 Pearson Education, New Delhi**

51	Type of E-payment	07-11-2019 08-11-2019	Lecture interspersed with discussions
52	digital token-based e-payment, smart card, credit card	11-11-2019	
53	payment systems - risk on e-payment	12-11-2019	
54	Security Environment - Security Threats	13-11-2019	
55	Client-server security	14-11-2019	
56	data and message security	15-11-2019	
57	document security	16-11-2019	
58	firewalls	18-11-2019	
59	Ethical Social and Political issues in ecommerce.	20-11-2019	


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TENTATIVE LESSON PLAN (16IM301)

Course Title: PRINCIPLES OF MANAGEMENT			
Section : Sec 1 TMBA	Date : 24-06-2019	Page No : 01 of 02	
Revision No : 00	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I A Brief History of Management CO1 : Interpret basic concept and theories of management TB:: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012.			
1.	A BRIEF HISTORY OF MANAGEMENT	24-06-2019	Lecture interspersed with discussions
2.	Classical Theory-Scientific Management	25-06-2019	
3.	Administrative Theory,	26-06-2019	
4.	Behavioral Theory	27-06-2019	
5.	Management Science,	01-07-2019	
6.	Integrative Perspective	02-07-2019	
7.	Systems Theory	03-07-2019	
8.	Socio technical Theory	08-07-2019	
9.	Comparing Theories	09-07-2019	
UNIT-II CREATIVE PROBLEM SOLVING AND DECISION MAKING CO2 : Outline plan and different organizational structures TB:: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012			
10.	Problem Solving and Decision Making	10-07-2019	Lecture interspersed with discussions
11.	Classify and Define the Problem or Opportunity	11-07-2019	
12.	Set Objectives and Criteria	15-07-2019	
13.	Generate Creative and Innovative Alternatives	16-07-2019	
14.	Analyze Alternatives and Select the Most Feasible	17-07-2019	
15.	Plan, Implement the Decision and Control	18-07-2019	
16.	Vroom's Participative Decision Making Model.	20-07-2019	
17.	Case: The Coca- Cola Company	22-07-2019	
UNIT - III Strategic and Operational Planning CO3: Classify different leadership style in cross culture environment TB:: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012.			
18.	STRATEGIC AND OPERATIONAL PLANNING:		Lecture
19.	Developing the Mission	23-07-2019	
20.	Analyzing the Environment	25-07-2019	
21.	Setting Objectives	01-08-2019	
22.	Corporate Strategies	20-08-2019	

23.	Business Strategies	21-08-2019	intersper sed with discussio ns
24.	Operational Planning	22-08-2019	
25.	Implementing and Controlling Strategies	23-08-2019	
26.	Case: Dunkin's Donuts	24-08-2019	

UNIT – IV Organizing and Delegating Work:

CO4:: Develop rationale decision making and problem solving abilities

TB::Dilip Kumar Battacharya, Principles of Management, Pearson, 2012.

27.	ORGANIZING AND DELEGATING WORK	25-08-2019	Lecture intersper sed with discussio ns
28.	Principles of Organizing	26-08-2019	
29.	Authority, Organizational Design	27-08-2019	
30.	Job Design	28-08-2019	
31.	Organizing Yourself and Delegating	29-08-2019	
32.	Relation between Authority	29-08-2019	
33.	Power and Influence	30-08-2019	
34.	Leadership and Trait Theory	30-08-2019	
35.	Behavioural Leadership Theories	31-08-2019	
36.	Situational Approaches to Leadership	03-09-2019	

UNIT – V Communication and Controlling

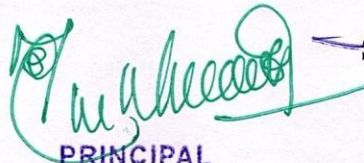
CO5: Cite contemporary issues and approaches to management

TB::Dilip Kumar Battacharya, Principles of Management, Pearson, 2012.

37.	Communication and Controlling	04-09-2019	Lecture intersper sed with discussio ns
38.	Organizational Communication and Information Technology,	07-09-2019	
39.	Interpersonal Communication Process	13-09-2019	
40.	Communication Barriers,	17-09-2019	
41.	Message Transmission Channels.	18-09-2019	
42.	Organizational and Functional Area Control Systems	20-09-2019	
43.	Establishing Control Systems	25-09-2019	
44.	Case: Well Point (Robert N Lussier page no: 384)	28-09-2019	
45.	Case: Chen Clothes Manufacturing (Robert N Lussi	01-10-2019	

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TENTATIVE LESSON PLAN 16IM302

Course Title: COST ACCOUNTING

Section : 1 IMBA **Date :** 26-06-2019

Page No : 01 of 02

Revision No : 00 \ **Prepared By :** Dr.M.VEERA BADRA RAO

Approved By : HOD

Tools : Black board, PPTs,

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

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

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

1.	Management accounting vs Cost accounting	26-06-2019	Lecture intersperse d with discussions
2.	Role of accounting	27-06-2019	
3.	information in planning and control	28-06-2019	
4.	cost concepts and managerial use of classification of costs	28-06-2019	
5.	The management process and accounting.	28-06-2019	

UNIT -II Cost analysis and control

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

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

6.	Direct and Indirect expenses	04-7-2019	Lecture intersperse d with discussions
7.	allocation and apportionment of overheads,	07-07-2019	
8.	calculation of machine hour rate and labour hour rate	11-07-2019	
9.	Unit costing, job costing	13-07-2019	
10.	Cost sheet and tender and process costing and their variants	19-07-2019	
11.	treatment of normal losses and abnormal losses	04-7-2019	
12	inter-process profits, costing for by-products and equivalent production	04-07-2019	

UNIT - III Marginal Costing:

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

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

13	Introduction, Application of Marginal costing in terms of cost control	04-09-2019	Lecture interspersed
14	Income determinants under marginal cost	06-09-2019	

15	Absorption Cost Vs Marginal Cost	09-09-2019	with discussions
16	Key or Limiting Factor	12-09-2019	

UNIT – IV : Break-even-analysis

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

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

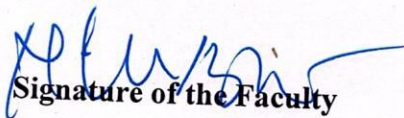
17	concept of cost-volume-profit relationship-Profit Planning	13-09-2019	Lecture interspersed with discussions
18	make or buy decision- Selection of suitable product mix- desired level of Profits	16-09-2019	
19	Determination of Break even point, Break-even-graph and assumptions of BEP	17-09-2019	
20	importance, Margin of safety and angle of incidence	18-09-2019	
21	Application of BEP for various business problems	18-09-2019	

UNIT – V Standard Costing:

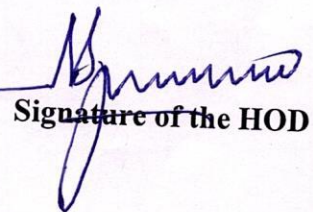
CO5: students has got awareness about Standard Cost and Standard Costing, standard costing vs. budgetary control, standard costing vs. estimated cost, standard costing and marginal costing,

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

No. of Periods	TOPIC	DATE	Mode of Delivery
22	Standard Cost and Standard Costing, standard costing vs. budgetary control,	21-09-2019	Lecture interspersed with discussions
23	standard costing vs. estimated cost	22-09-2019	
24	standard costing and marginal costing	23-09-2019	
25	analysis of variance	24-09-2019	
26	material variance, labour variance and sales variance	26-09-2019	
27	Inter-firm comparison	28-09-2019	


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TENTATIVE LESSON PLAN: (IMB1633)

Course Title: BANKING THEORY AND PRACTICE (IMB1633)		
Section :INTG MBA	Date : 17-06-2019	Page No : 01 of 02
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I COMMERCIAL BANK			
CO1: To gain knowledge on Functions of Commercial Banks: Primary and Secondary. Creation of Credit- Limitations on the Creation of Credit-Investment Policy of Commercial Banks			
TB:: D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	UNIT–I Introduction to Bank and Banking	17-06-2019	Lecture interspersed with discussions
2	Structure of Banking system in India	18,19-06-2019	
1	Functions Of Commercial Banks	20-06-2019	
2	Primary Functions Of Commercial Banks	21,22,-06-2019	
2	Secondary Functions Of Commercial Banks	23,24-06-2019	
2	Creation Of Credit	27,28-06-2019	
2	Limitations On The Creation Of Credit	29,30-06-2019	
1	Investment Policy Of Commercial Banks	02-07-2019	
UNIT II – MONEY MARKET			
CO2: To imparts knowledge on Components of Money Market- Importance of Money Market, Features of a Money Market, The Indian Money Market-Indian Banking System, and Reserve Bank of India.			
TB:: D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	UNIT –II Introduction Money markets in India	03-07-2019	Lecture interspersed with discussions
2	Structure of Money markets	04,05-07-2019	
2	Items Dealt with in a Money Market	07,08-07-2019	
2	Components of Money Market	09,10-07-2019	
2	Importance of Money Market	11,12-07-2019	
2	Features of a Money Market	15,16-07-2019	
2	The Indian Money Market Indian Banking System	17,18-07-2019	
2	Indian Banking System	20,21-07-2019	
2	Reserve Bank of India.	23,24,-07-2019	

UNIT - III BANKING REGULATION ACT, 1949			
CO3: To Focuses on nurturing the students in the area of Provisions on Capital Liquidity, Powers Assigned to the Reserve Bank of India, Nationalization of Banks in India and its Objectives- Banking Sector Reforms, NPA, Ombudsman for Banks			
TB:: D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	Unit-III: Introduction to company prospectus	26-07-2019	Lecture interspersed with discussions
2	Banking Regulation Act: 1949	27,28,-07-2019	
1	Provisions On Capital	30-07-2019	
2	Provisions On Liquidity	02,03-08-2019	
2	Nationalization Of Banks In India	05,06-08-2017	
2	Ombudsman for Banks	07,08-08-2019,	
2	Banking Sector Reforms	09,10-08-2019	
3	Non-performing assets	19,20,21,22,-08-2019	
2	Powers Assigned To The Reserve Bank Of India	23,24-08-2019	

UNIT – IV INNOVATIONS IN BANKING SERVICE			
CO4 To understand Innovative Banking-Social Banking-Lead Bank Scheme- Village Adoption Scheme, Differential Interest Rate Scheme, HI-Tech Banking-Financial Services			
TB:: D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	UNIT – IV Introduction to innovative banking	25-08-2019	Lecture interspersed with discussions
1	Innovative Banking-Social Banking	27-08-2019	
2	Lead Bank Scheme objectives	28,29-08-2019	
2	Village Adoption Scheme- Scheme	03,04-09-2019	
2	Hi-Tech Banking-Financial Services	8,10-09-2019	
2	Venture Capital Financing	12,13-09-2019	
2	Differential Interest Rate	15,16-09-2019	

UNIT – V FOREIGN EXCHANGE			
CO5: To focuses on training students in the area of Foreign Exchange Market- Rate of Exchange, Exchange Rate Mechanisms. The Customer-General Relationship between Banker and Customer- Rights of a Customer to Charge a Bank under the Consumer Protection Act.			
TB:: D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	UNIT V: Introduction to Performance management skills	18-09-2019	Lecture interspersed with discussions
2	Foreign Exchange Market	20,21-09-2019	
2	Rate Of Exchange-Exchange Rate Mechanisms	23,24-09-2019	
2	General Relationship Between Banker And Customer	26,27-09-2019	
2	Special Features Of The Banker-Customer Relationship	29,30-09-2019	
1	Rights Of A Customer To Charge A Bank Under The Consumer Protection Act.	03-10-2019	
2	Indian banking association	04,05-10-2019	
2	Repo rate reverse repo rate	07,08-10-2019	
2	Banking ombudsman	09,10,11-10-2019	

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TENTATIVE LESSON PLAN (IMB1634)

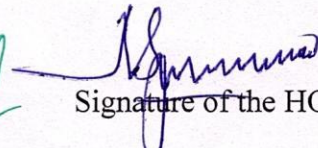
Course Title: BUSINESS LAW (IMB1634)		
Section : 1 IMBA	Date : 24-06-2019	Page No : 01 of 02
Revision No : 00 \	Prepared By : G.KIRAN	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Importance of Commercial Law CO1: : Describe three different relationships that could be created the law of agency. 1. S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009.			
1.	UNIT-I: Importance of Commercial Law.	24-06-2019	Lecture interspersed with discussions
2.	The Indian Contracts Act, 1872	25-06-2019	
3.	Nature of the Act	26-06-2019	
4.	Classification of Contracts	27-06-2019	
5.	Essentials of a Valid Contract	01-07-2019	
6.	Offer and Acceptance	02-07-2019	
7.	Consideration, Free Consent	03-07-2019	
8.	Performance of a Contract	08-07-2019	
9.	Discharge of a Contract	09-07-2019	
10.	Breach of a Contract and Remedies.	24-06-2019	
UNIT –II: Sale of Goods Act CO1: Explain about sale of goods act and rights of unpaid seller. S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009.			
11.	Introduction to sale of goods Act	10-07-2019	Lecture interspersed with discussions
12.	Distinction between Sales and Agreement to Sell	11-07-2019	
13.	Conditions and Warranties	15-07-2019	
14.	Performance of Contract of Sale	16-07-2019	
15.	Transfer of Ownership	17-07-2019	
16.	Rights of an Unpaid Seller.	18-07-2019	
UNIT –III: Forms of Business Organization CO3: Distinguish forms of business organisations S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
17.	Meaning of Sole Trader	22-07-2019	Lecture interspersed
18.	Meaning and Features of Partnership	23-07-2019	
19.	Types of Partners ,rights of partners	25-07-2019	
20.	Partnership Deed,	01-08-2019	
21.	Types of Companies	20-08-2019	

22.	Memorandum of Association and Articles of Association and their Dissolution.	21-08-2019	with discussions
UNIT -IV: Consumer Protection Act, 1986, Contract of Agency COIV: Compare consumer protection act 1986 and contract of agency S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
23.	Consumer Right,	23-08-2019	
24.	Redressal of Consumer Grievances	24-08-2019	
25.	Information Technology Act 2000.	25-08-2019	
26.	Meaning and Nature of Agency	26-08-2019	
27.	Kinds of Agents, Duties and Rights of Principal	27-08-2019	
28.	Duties and Rights Agents Principal's Liability	28-08-2019	
29.	Personal Liability of Agent	29-08-2019	
30.	Termination of Agency	29-08-2019	
UNIT V: Negotiable instruments act 1881: CO5: Research Negotiable instruments act 1881. S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
31.	Characteristics of Negotiable Instruments	30-08-2019	
32.	Kinds of a Negotiable Instrument	31-08-2019	
33.	Endorsement	03-09-2019	
34.	Presentation of Negotiable Instrument	28-09-2019	
35.	Discharge of a Negotiable Instrument	01-10-2019	Lecture interspersed with discussions


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TENTATIVE LESSON PLAN

IMB1635

Course Title: ENTREPRENEURSHIP DEVELOPMENT		
Section : IMBA	Date : 24/6/2019	Page No : 01 of 02
Revision No : 00	Prepared By : B.NAVEEN	Approved By : HOD

Tools : Black board, PPTs,

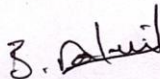
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT - INTRODUCTION			
CO1: Able to understand meaning, scope and importance of entrepreneurship development.			
TB :: Rajeev Roy: "Entrepreneurship", Oxford University Press, New Delhi,2012			
1.	Importance and growth, characteristics and qualities	24/06/2019	Lecture interspersed with discussions
2.	Role of entrepreneurship, ethics and social responsibilities	25-27/06/2019	
3.	Women entrepreneurship, role, importance, problems	1-2/7/2019	
4.	Corporate entrepreneurship	3/7/2019	
5.	Mobility of entrepreneur	8/7/2019	
6.	Entrepreneurial motivation	9/7/2019	
UNIT -II TRAINING			
CO2: students obtained the knowledge of training, progress and feedback system of ED.			
TB :: Rajeev Roy: "Entrepreneurship", Oxford University Press, New Delhi,2012			
7.	Designing appropriate training program to inculcate entrepreneurial spirit Training for new and existing entrepreneurs	10-15/7/2019	Lecture interspersed with discussions
8.	- Feedback and performance of trainees, creativity and entrepreneurship	16-17/7/2019	
9.	Sources and methods of ideas and planning and development program E-business ventures	18/7/2019	
10.	New venture management,	20/07/2019	
11.	emerging trends	22/7/2019	
UNIT - III PLANNING & EVALUATION OF PROJECTS			
CO3; Students are able to plan and execute the small projects with all the properties of ED.			
TB :: Rajeev Roy: "Entrepreneurship", Oxford University Press, New Delhi,2012			
12	Growth of the firm	23-25/7/2019	Lecture interspersed with discussions
13	project identification and selection	1-21/8/2019	
14	Factors inducing growth, project feasibility study	22/8/2019	
15	Post planning of project	23/8/2019	
16	Project planning and control	24/8/2019	
UNIT - IV : SMALL AND MICRO ENTERPRISES			
CO4; Able to understand Importance of MSME's.			
TB :: Rajeev Roy: "Entrepreneurship", Oxford University Press, New Delhi,2012			
17	MSME importance, definitions policies and their support to MSME	25-29/8/2019	

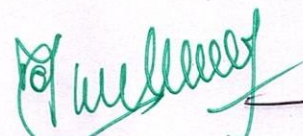
18	Growth and growth strategies-	30-31/8/2019	Lecture interspersed with discussions
19	Sickness in small business and remedies	3/9/2019	
20	Small entrepreneurs in international business	4/9/2019	

UNIT – V INSTITUTIONAL SUPPORT TO ENTREPRENEUR & MSME'S
CO5: Able to understand the Industrial support to MSME and other Entrepreneurs.

TB :: Rajeev Roy: "Entrepreneurship", Oxford University Press, New Delhi, 2012

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Role of government, role of IDBI, NIESBUD, SISI, DIC	7/9/2019	Lecture interspersed with discussions
22	Role of financial institutions, commercial banks	13-18/9/2019	
23	Role of entrepreneurial development institutes,	20-28/9/2019	
24	Role of universities and other educational institutions in offering entrepreneurial development program	01/10/2019	


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TENTATIVE LESSON PLAN: (16IM501)

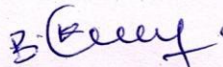
Course Title: FINANCIAL MANAGEMENT (16IM501)			
Section : MBA	Date : 15-06-2019	Page No : 01 of 02	
Revision No : 00	Prepared By : B.KRISHNAIAH	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I FINANCIAL MANAGEMENT			
CO1: To acquaint the student with basic knowledge of finance, financial management and its nature.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI, 2013.			
1.	UNIT –I FINANCIAL MANAGEMENT	15/6/19	Lecture interspersed with discussions
2.	Introduction to financial management	17/6/19	
3.	Nature and scope of financial management	18/6/19	
4.	Functions of financial management	18/6/19	
5.	Goals of FM	19/6/19	
6.	Major decisions of financial manager	20/6/19 To 21/6/19	
7.	New role of FM in contemporary scenario	15/6/19	
UNIT –II FINANCING DECISION :			
CO2: TO acquaint the student with knowledge about various sources of finance, computation of WACC and leverage.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
8.	FINANCING DECISION		Lecture interspersed with discussions
9.	Introduction to financing decision	18/7/19	
10.	Sources of finance	19/7/19	
11.	Introduction to cost of capital	24/7/19	
12.	Problems on cost of debt	25/7/19 to 31/7/19	Lecture interspersed with discussions
13.	Problems on cost of retained earnings	31/7/19 to 07/8/19	
14.	Problems on WACC	8/8/19 to 28/8/19	
UNIT – III INVESTMENT DECISION			
CO3: Gain knowledge about Time value of money calculation methods and techniques of investment appraisal.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
15.	Investment decision process	22/6/19 to 27/6/19	Lecture interspersed with discussions
16.	Nature and significance of investment decision	28/6/19 to 29/6/19	
17.	Traditional methods of capital budgeting	1/7/19 to 4/7/19	
18.	Modern methods of capital budgeting	5/7/19 to 12/7/19	
19.	Merits and demerits of capital budgeting techniques	15/7/19 to 17/7/19	

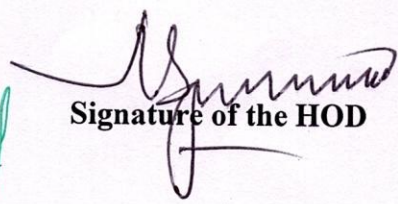
UNIT – IV DIVIDEND DECISION :**CO4:** TO gain knowledge about forms of dividend and theories of dividend**TB ::** P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013


45	UNIT – IV DIVIDEND DECISION :		
46	Introduction to dividend decision	30/8/19 to 31/8/19	Lecture interspersed with discussions
47	Forms and types of dividend	3/9/19 to 6/9/19	
48	Determinants of dividend	9/9/19 to 13/9/19	
49	Theories of dividend	16/9/19	
50	Problems on Walter model	16/9/19	
51	problems on Gardens model	17/9/19	

UNIT – V WORKING CAPITAL MANAGEMENT :**CO4:** To gain knowledge about Concept of Working Capital, Determinants of WC, Estimation of WC, Inventory Control Techniques and receivables management.**TB ::** P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013

54	Working capital cycle and determinants	19/9/19 to 21/9/19	Lecture interspersed with discussions
55	Estimation of working capital	23/9/19 to 25/9/19	
56	Inventory control techniques	26/9/19 to 27/9/19	
57	Receivables management strategies	28/9/19 to 30/9/19	
58	Cash budget preparation	10/10/19	


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TENTATIVE LESSON PLAN: (IMB1652)

Course Title: MARKETING MANAGEMENT (IMB1652)		
Section IMBA	Date : 17-06-2019	Page No : 01 of 02
Revision No : 00 \	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools: Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO MARKETING MANAGEMENT			
CO1: To gain knowledge on Marketing and Marketing Mix, Product and Production Concept, Sales and Marketing Concept, Societal Marketing Concept, Indian Marketing Environment			
TB:: Phillip Kotler: “Marketing Management “, Pearson Publishers, New Delhi, 2013.			
1	Introduction to Marketing: Needs - Wants – Demands	17-06-2019	Lecture interspersed with discussions
1	Products - Exchange - Transactions	18-06-2019	
1	Concept of Market	19-06-2019	
1	Selling concept and marketing concept	20-06-2019	
1	Societal Marketing Concept	21,-06-2019	
1	Marketing Mix	22,-06-2019	
2	Product Concept	23,24-06-2019	
2	Production Concept	27,28-06-2019	
2	4 ps of marketing and 7 ps of marketing	29,30-06-2019	
1	Indian Marketing Environment	02-07-2019	
UNIT –II MARKET SEGMENTATION AND TARGETING			
CO2: To impart knowledge on Consumer and Institutional/corporate Clientele, Segmenting Consumer Markets, Segmentation Basis, Evaluation and Selection of Target Markets, Developing and Communicating a Positioning Strategy.			
TB:: Phillip Kotler: “Marketing Management “, Pearson Publishers, New Delhi, 2013.			
1	Market Segmentation and Targeting	03-07-2019	Lecture interspersed with discussions
1	Identification of Market Segments	05-07-2019	
2	Basis of market segmentation	07,08-07-2019	
2	Pricing Strategy: Objectives of Pricing	09,10-07-2019	
1	Methods of Pricing - Setting the Final price	12-07-2019	
2	Selecting the final price-Adopting price	15,16-07-2019	
2	Initiating the price cuts ,initiating the price increase	17,18-07-2019	
1	Responding to Competitor’s price	21-07-2019	
1	Market Segmentation and Targeting	24-07-2019	
UNIT - III PRICING STRATEGY			
CO3: To focus on nurturing the students in the area of Methods of Pricing Selecting the Final price, Adopting price, initiating the price cuts, Imitating price increases - Responding to Competitor’s price changes.			
TB:: Phillip Kotler: “Marketing Management “, Pearson Publishers, New Delhi, 2013.			
1	Advantages of market segmentation	26-07-2019	Lecture interspersed with discussions
2	Disadvantages of market segmentation	27,28,-07-2019	
1	Consumer market segmentation	30-07-2019	
1	Institutional corporate Clientele	03-08-2019	
1	Segmentation basis	06-08-2017	
1	Evaluation of Target Markets	08-08-2019,	
2	Selection of Target Markets	09,10-08-2019	
2	Developing a Positioning Strategy	21,22,-08-2019	
2	Communicating a Positioning Strategy	23,24-08-2019	

UNIT – IV MARKETING COMMUNICATION

CO4 To understand Managing Advertising Sales Promotion, Public relations and Direct Marketing, Sales force, Objectives of Sales force, Structure and Size, Sales force Compensation.
TB:: Phillip Kotler: “Marketing Management”, Pearson Publishers, New Delhi, 2013.

1	Introduction to Marketing Communication & its Process	25-08-2019	Lecture interspersed with discussions
1	Marketing Communication Mix	27-08-2019	
2	Managing Advertising	28,29-08-2019	
2	Sales Promotion	03,04-09-2019	
1	Public relations	8-10-2019	
1	Direct Marketing	9-10-2019	
1	Sales force - Objectives	10-09-2019	
2	Sales force Structure	12,13-09-2019	
2	Sales force Size	15,16-09-2019	

UNIT – V MARKETING ORGANIZATION AND CONTROL

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

TB:: Phillip Kotler: “Marketing Management”, Pearson Publishers, New Delhi, 2013.

1	Evolution of Marketing Department	18-09-2019	Lecture interspersed with discussions
1	Organizing the Marketing Department	21-09-2019	
1	Marketing Implementation	24-09-2019	
2	Control of Marketing Performance	26,27-09-2019	
1	Annual Plan Control	30-09-2019	
2	Profitability Control	04,05-10-2019	
2	Efficiency Control	07,08-10-2019	
2	Strategic Control methods.	10,11-10-2019	

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TENTATIVE LESSON PLAN: 16IM503

Course Title: HUMAN RESOURCE MANAGEMENT		Course code: 16IM503	
YEAR :III SEM: I IMBA		Date : 17-06-2019	Page No : 01 to 03
Revision No : 00	Prepared By : G.SREELALITHA	Approved By : HOD	
Tools: BLACK BOARD			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT-I HRM CO1: Become familiar with a basic concepts of HRM TB: K Aswathappa: —Human Resource and Personnel Management			
	UNIT – 1 Introduction		Lecture interspersed with discussions
1	HRM: Significance – Definition	17-06-2019	
2	Functions	18-06-2019	
3	evolution of HRM- Principles	19-06-2019	
4	Ethical Aspects of HRM-	20-06-2019	
5	HR policies, Strategies to increase firm performance	21-06-2019	
6	Role and position of HR department	24-06-2019	
7	aligning HR strategy with organizational strategy	25-06-2019	
8	HRM –changing , global perspective challenges	26-05-2019	
9	environment – cross- cultural problems	27-05-2019	
10	emerging trends in HRM	28-05-2019	

UNIT-II Investment perspectives of HRM

CO2: Gain knowledge about Investment perspectives of HRM

TB: K Aswathappa: —Human Resource and Personnel Management

	UNIT – 2 Investment perspectives of HRM		Lecture interspersed with discussions
17	HR Planning	29-06-2019	
18	Demand and Supply forecasting	01-07-2019	
19	Recruitment and Selection	02-07-2019	
20	Sources of recruitment	03-07-2019	
21	Tests and Interview Techniques	04-07-2019	
22	Training and Development	05-07-2019	
23	Training and Development Methods and techniques	06-07-2019	
24	Job design , evaluation and Analysis	08-07-2019	
25	Management development	09-07-2019	
26	HRD concepts	12-07-2019	

UNIT-III Performance Appraisal

CO3: Become familiar with the concepts of Performance Appraisal

TB: K Aswathappa: —Human Resource and Personnel Management

	UNIT – 3 Performance Appraisal	15-07-2019	Lecture interspersed with discussions
32	Performance Appraisal: Importance	19-07-2019	
33	Methods – Traditional and Modern methods	22-07-2019	
34	Latest trends in performance appraisal	25-07-2019	
35	Career Development and Counseling	27-07-2019	
36	Compensation - Concepts and Principles	31-07-2019	

37	Influencing Factors- Current Trends in Compensation	01-08-2019	
38	Methods of Payments in detail - Incentives rewards compensation mechanisms.	08-08-2019	

UNIT-IV Wage and Salary Administration

CO4: Gain knowledge about concept of Wage and Salary Administration

TB: K Aswathappa: — Human Resource and Personnel Management

	UNIT – 4 Wage and Salary Administration		Lecture interspersed with discussions
41	Wage and Salary Administration: Concept	16-08-2019	
42	Wage Structure	20-08-2019	
43	Wage and Salary Policies	23-08-2019	
44	Legal Frame Work- Determinants of Payment of Wages	28-08-2019	
45	Wage Differentials - Incentive Payment Systems	09-08-2019	
46	Welfare management: Nature and concepts	12-08-2019	
47	statutory and non-statutory welfare measures	16-08-2019	

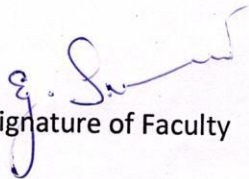
UNIT-V Managing Industrial Relations:

CO5: Become familiar with Managing Industrial Relations

TB: K Aswathappa: — Human Resource and Personnel Management

	UNIT – 5 Managing Industrial Relations:		Lecture interspersed with discussions
55	Trade Unions	24-08-2019	
56	Employee Participation Schemes	27-08-2019	
57	-Collective Bargaining-	30-09-2019	
58	Grievances and disputes resolution mechanisms	01-10-2019	

59	Safety at work – nature and importance	07-10-2019	
60	work hazards	08-10-2019	
61	safety mechanisms	09-10-2019	
62	Managing work place stress	10-10-2019	


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TENTATIVE LESSON PLAN: 16IM504

Course Title: PRODUCTION AND OPERATIONS MANAGEMENT (16IM504)		
Section : 00 IIMBA	Date : 15-06-2019	Page No : 01 of 02
Revision No : 00	Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO PRODUCTION AND OPERATIONS MANAGEMNT:			
CO1 The Concept of production and operations management, Relation with other functional areas, Recent trend in production and Operation Management.			
TB :: Panner Selvem: “Production and Operation Management”, Prentice Hall of India, NewDelhi, 2012.			
1.	Introduction to Production and Operations Management	15-06-2019	Lecture interspersed with discussions
2.	Nature & Scope of Operation/ Production Management	15/6/19	
3.	Relationship with other functional areas,	17/6/19	
4.	Recent trend in Production and Operation Management	18/6/19	
5.	Manufacturing & Theory of Constraint	18/6/19	
6.	Types of Production System	19/6/19	
7.	Just in Time (JIT) & lean system.	20/6/19 To 21/6/19	
UNIT –II Product Design & Process Selection			
CO2:: The concepts of Stages in Product Design process Plant Layout & Plant Location are gained			
TB:: Panner Selvem: “Production and Operation Management”, Prentice Hall of India, NewDelhi, 2012.			
No. of Periods	TOPIC	Date	Mode of Delivery
8.	Stages in Product Design process	18/7/19	Lecture interspersed with Discussions
9.	Value Analysis	19/7/19	
10.	Facility location & Layout: Types	24/7/19	
11.	Characteristics, Advantages and Disadvantages	25/7/19 to 31/7/19	
12.	Work measurement, Job design	31/7/19 to 07/8/19	
UNIT - III Forecasting & Capacity Planning			
CO3 : Methods of forecasting and overview of operation planning.			
TB :: Panner Selvem: “Production and Operation Management”, Prentice Hall of India, NewDelhi, 2012.			
No. of Periods	TOPIC	Date	Mode of Delivery
13.	Methods of Forecasting, Overview of Operation Planning,	22/6/19 to 27/6/19	Lecture interspersed with discussions
14.	Aggregate Production Planning, Production strategies	28/6/19 to 29/6/19	
15.		1/7/19 to	

	Capacity Requirement Planning,	4/7/19
16.	Material Requirement Planning	5/7/19
17.	Concept of Scheduling	8/7/19
18.	Supply Chain Management	10/7/19
19.	Purchase Management: Concept	12/7/19
20.	Purchase Management: Importance, Functions	13/7/19
21.	Inventory Management	15/7/19

UNIT – IV PRODUCTIVITY

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

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


No. of Periods	TOPIC	Date	Mode of Delivery
22.	Productivity: Factors	30/8/19 to 31/8/19	Lecture interspersed with discussions
23.	Factors, Affecting Productivity	3/9/19 to 6/9/19	
24.	Job Design: Concept & Importance	9/9/19 to 12/9/19	
25.	Process Flow Charts	13/9/19	
26.	Methods Study	16/9/19	
27.	Work Measurement	16/9/19	
28.	Engineering and Behavioral Approaches	17/9/19	


UNIT – V QUALITY MANAGEMENT

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
29.	Quality Management: Quality	19/9/19 to 21/9/19	Lecture interspersed with discussions
30.	Quality- Definition, Dimension	23/9/19	
31.	Cost of Quality, Quality Circles	24/9/19	
32.	Continuous improvement	25/9/19	
33.	ISO (9000&14000 Series),	26/9/19 to 27/9/19	Lecture interspersed with discussions
34.	Statistical Quality Control	28/9/19 to 30/9/19	
35.	Variable & Attribute, Process Control, Control Charts	02/10/19	
36.	Acceptance Sampling	04/10/19	
37.	Operating Characteristic Curve (AQL , LTPD, Alpha & Beta risk),	06/10/19	
38.	Total Quality Management (TQM).	10/10/19	


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TENTATIVE LESSON PLAN: 16IM505 (2019-20)

Course Title: Research Methodology		
Section : 01	Date : 17-06-2019	Page No : 01 of 03
Revision No : 01	Prepared By : P. Naga Srinivasa Rao	Approved By : HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Business Research. CO1: To acquaint the students with the basic knowledge of Business Research. TB:: Research Methodology- C.R. Kothari.			
1.	Nature and importance of research.	17-06-2019	Lecture interspersed with discussions
2.	The role of business research.	18-06-2019	
3.	Aims of social research.	20-06-2019	
4.	Pure research	22-06-2019	
5.	Applied research	24-06-2019	
6.	Qualitative research	29-06-2019	
7.	Quantitative research	01-07-2019	
8.	Descriptive research	05-07-2019	
9.	Experimental research	08-07-2019	
10.	Exploratory research	15-07-2019	
11.	Ethical issues in business research	16-07-2019	
12.	Research process	17-07-2019	

UNIT –II DATA BASE

CO2:: To acquaint the students with knowledge Of data collection methods, sampling, and scaling techniques.

TB:: Research Methodology—C.R. Kthothari

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Discussion on primary data	18-07-2019	Lecture interspersed with discussions
14.	Secondary data	19-07-2019	
15.	Tools and techniques of data collection	20-07-2019	
16.	Methods of collecting data	22-07-2019	
17.	Sampling design	23-07-2019	
18.	Sampling procedures	23-07-2019	
19.	Random sampling	24-07-2019	
20.	Non random sampling	24-07-2019	
21.	Determination of sample size	25-07-2019	
22.	Appropriate sampling design	26-07-2019	
23.	Designing of questionnaire	27-07-2019	
24.	Measurement techniques	29-07-2019	
25.	Scaling techniques	30-07-2019	
26.	Comparison of measurement and scaling.	31-07-2019	

UNIT - III Survey Research and Data Analysis.

CO3: To gain knowledge about field work management, preparation and presentation of research report.

TB :: Research Methodology—C.R. Kothari

No. of Periods	TOPIC	Date	Mode of Delivery
27.	Nature of field work	01-08-2019	

28.	Field work management	02-08-2019	Lecture interspersed with discussions
29.	Interviews	03-08-2019	
30.	Personal interviews	05-08-2019	
31.	Telephone interviews	06-07-2019	
32.	Questionnaire	07-07-2019	
33.	Editing of data	08-07-2019	
34.	Coding of data	12-07-2019	
35.	Classification of data	15-07-2019	
36.	Tabulation of data	23-07-2019	
37.	Preparation of research report	29-07-2019	
38.	Presentation of research report.	30-08-2019	

UNIT – IV Statistical Inference.

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

TB :: Statistical Methods—S.P. Gupta

No. of Periods	TOPIC	Date	Mode of Delivery
39.	Formulation of hypothesis	03-09-2019	Lecture interspersed with discussions
40.	Tests of hypothesis	04-09-2019	
41.	Null and alternative hypothesis	06-09-2019	
42.	Types of errors	08-09-2019	
43.	Procedure of hypothesis testing	09-09-2019	
44.	Parametric vs. non parametric tests	11-09-2019	
45.	Tests of significance for large samples	14-09-2019	
46.	Z test for single proportion	16-09-2019	
47.	Z test for two proportions	18-09-2019	
48.	t test	20-09-2019	
49.	t test for single mean	23-09-2019	
50.	t test for two means	27-09-2019	
51.	Chi square for goodness of fit	28-09-2019	
52.	Chi square for independence of attributes	30-09-2019	

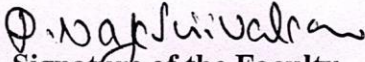
UNIT – V Multivariate Analysis.

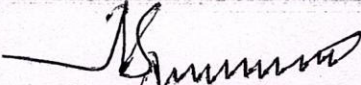
CO5: To know and understand the technique of ANOVA and bi variate techniques.

TB :: Statistical Methods—S.P. Gupta

No. of Periods	TOPIC	Date	Mode of Delivery
53.	Nature of multivariate analysis	01-10-2019	Lecture interspersed with discussions
54.	Classifying multivariate techniques	03-10-2019	
55.	Analysis of dependence	04-10-2019	
56.	Analysis of interdependence	05-10-2019	
57.	Yule's coefficient of association	07-10-2019	
58.	Co efficient of colligation	08-10-2019	
59.	ANOVA technique	09-10-2019	
60.	One way ANOVA	10-10-2019	
61.	Two way ANOVA	10-10-2019	

62.	Previous question discussion	11-10-2019	
63.	Problems on previous papers	11-10-2019	
64.	Problems on previous papers.	12-10-2019	


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TENTATIVE LESSON PLAN:IMB1671

Course Title: KNOWLEDGE MANAGEMENT		
Section:IMBAI V/I	Date: 17/06/2019	Page No: 01 of 03
Revision No: 001	Prepared By: J.Sai Sudheer Kumar	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO KNOWLEDGE MANAGEMENT.			
CO1: Describe the major roles and responsibilities in knowledge management implementations.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007			
1.	Definition- Scope and Significance Knowledge Management	17/06/2019	Lecture interspersed with discussions
2.	Techniques and difficulties in Knowledge Management	19/06/2019	
3.	Implementation of Knowledge Management	22/06/2019	
4.	Knowledge Management and Knowledge Sharing	24/06/2019	
5.	Knowledge Dynamics	26/06/2019	
6.	Principles of Knowledge Management	27/06/2019	
UNIT –II ESSENTIALS OF KNOWLEDGE MANAGEMENT			
CO2: Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
7.	Data-information	28/06/2019	Lecture interspersed with discussions
8.	knowledge – Basic types of Knowledge	29/06/2019	
9.	Knowledge Capital	03/07/2019	
10.	classification of organizational Knowledge	05/07/2019	
11.	Knowledge lifecycle	08/07/2019	
12.	organizational Knowledge processes	12/07/2019	
13.	Technology Enablers	16/07/2019	

UNIT - III DRIVERS OF KNOWLEDGE MANAGEMENT			
CO3: Understand and apply various success factors of knowledge management implementations.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
14.	Pillars of Knowledge Management	17/07/2019	Lecture interspersed with discussions
15.	Knowledge based products	20/07/2019	
16.	Inventory Management	22/07/2019	
17.	Supply Chain Planning	24/07/2019	
18.	Seven layers of Knowledge Management	27/07/2019	
19.	Success factors of Knowledge Management Implementation	31/07/2019	

UNIT – IV KNOWLEDGE MANAGEMENT SYSTEMS AND TOOLS			
CO4: Apply appropriate systems and tools for Knowledge Mapping Techniques.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
20.	Knowledge Mapping Techniques	01/08/2019	Lecture interspersed with
21.	Core issues of implementation	03/08/2019	
22.	Methodology of implementation and Acquisition Tools	20/08/2019	
23.	Knowledge Indexing and Processing	26/08/2019	

UNIT - V TECHNOLOGIES AND KNOWLEDGE MANAGEMENT

CO5: Understand and apply various concepts like information technology, E- Commerce, TQM, & Benchmarking in knowledge

TB: B.Rathan Reddy: Knowledge Management, Himalaya Publication, 2007.

25.	Information Technology and Knowledge Management	04/09/2019	Lecture interspersed with discussions
26.	E-Commerce and KM	09/09/2019	
27.	Total Quality Management and KM	13/09/2019	
28.	Benchmarking	18/09/2019	
29.	Customer Relationship and Knowledge Management	20/09/2019	
30.	Measuring Knowledge Management	24/09/2019	

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TENTATIVE LESSON PLAN: IMB1672

Course Title: STRATEGIC COST MANAGEMENT (IMB1672)			
Section : 00		Date : 15-04-19	Page No : 01 of 02
Revision No : 00\		Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD
Tools : Black board, PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Cost Management CO1 Understand the Cost management and International Issues in Cost Management. TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
1	Cost Management: Introduction-Factors affecting cost Management-Strategic Cost Analysis	15/4/19	Lecture interspersed with discussions
1	Cross Functional perspective of Cost Management	16/4/19	
1	International issues in Cost Management-Levels of Involvement in International Trade	17/4/19	
1	Managing Transaction risk, Economic Risk, Translation risk	18/4/19	
1	Decentralization-Creation of Divisions-Role of Cost and Management Accountant.	20/4/19	
UNIT –II Strategic Cost Audit CO2:: Describe the Process of Strategic Cost Audit TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Strategic Cost Audit: Management Audit	19/10/19	Lecture interspersed with Discussions
1	Structure – Objectives of management audit	19/10/19	
2	Generally accepted Cost Accounting Principles	21/10/19	
1	Cost Reporting	21/10/19	
2	Cost reporting influence on various companies	22/10/19	
UNIT - III Strategic Cost Management CO3 : Equip the Strategic Cost Management & its framework TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Strategic Cost Management: Concepts-Strategic Positioning	29/7/19	Lecture interspersed with discussions
4	key to Creating and Sustaining a Competitive Advantage	30/7/19	
1	Value Chain Framework, linkages and Activities	31/7/19	
2	organizational activities and Cost Drivers-Life Cycle Cost Management	1/8/19To 3/8/19	
1	Product life Costing-Activities-Project life cycle.	3/8/19 To6/8/19	
UNIT – IV Balanced Score-Card CO4: The Learner will outlines the Balanced Score Card, Strategic based responsibility accounting TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			


No. of Periods	TOPIC	Date	Mode of Delivery
2	Balanced Score-Card: Definition	26/8/19	Lecture interspersed with discussions
2	Activity-Based V/s Strategic Based Responsibility Accounting	27/8/19	
3	Assigning Responsibility-Balanced Score Card	28/8/19 To 31/8/19	
1	Basic Concepts-Strategy Translation	13/9/19	
4	Linking measures to strategy-Strategic Alignment	18/9/19 To 23/9/19	

UNIT – V Quality Cost Management

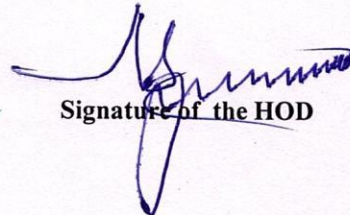
CO5: Able to get knowledge on Quality aspects of Cost Management

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

No. of Periods	TOPIC	Date	Mode of Delivery
4	Quality Cost Management: Meaning, Definition, Quality Cost Measurement	26/9/19 To 28/9/19	Lecture interspersed with discussions
3	reporting Quality Costs-Quality cost information and Decision Making	30/9/19	
2	Controlling Quality Costs-Environmental costs	1/10/19 To 15/10/19	
3	Measuring and Controlling environmental costs	16/10/19 To 18/10/19	
1	Relevant cases in all units	19/10/19	


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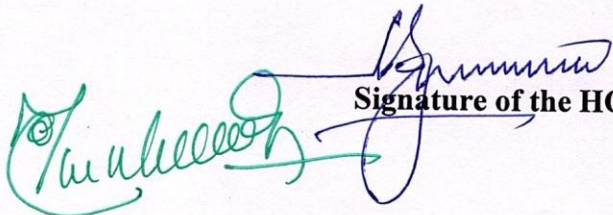
TENTATIVE LESSON PLAN: (MB1673)

Course Title: HR PLANNING (IMB1673)			
Section :IMBA	Date : 08-7-2019	Page No : 01 of 02	
Revision No : 00 \	Prepared By : SK SHAFIULLAH	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO HRM CO1: To gain knowledge on HRM Techniques, Roles duties and responsibilities of HR Managers, HR Organizational Structure, HR Policies and Strategies. TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1	UNIT –I Introduction to Performance Management	08-07-2019	Lecture interspersed with discussions
2	Introduction to Performance management	09,10-07-2019	
2	Definition and scope of Performance management	11,12-07-2019	
2	Concerns of performance management	14,15-07-2019	
2	Productivity, planning measurement	16,17-07-2019	
2	Continuous improvement, continuous development	19,20-07-2019	
2	Historical development of performance management	21,22-07-2019	
UNIT –II HUMAN RESOURCE PLANNING CO2: To impart knowledge on Goal Responsibilities of HR Department- Objectives of HRP- Man Power Demand Forecasting TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1	UNIT –II Introduction To Performance Management Planning	25-07-2019	Lecture interspersed with discussions
2	Introduction of Performance management planning	27,28-07-2019	
2	Need of PM, Importance of PM planning	29,30-07-2019	
2	Approaches to pm planning	02,04-08-2019	
2	Performance planning process	06,07-08-2019	
2	Strategic planning linkages to strategic planning	07,09-08-2019	
2	Barriers to performance planning	08,10-08-2019	
2	Competency mapping steps,	12,13-08-2019	
2	Methods of competency mapping	15,16-08-2019	
UNIT - III HUMAN RESOURCE PLANNING PROCESS CO3: To Focus on nurturing the students in the area of HRP Process outline, Quantitative Tools for Manpower forecasts, Manpower Planning Models, Simulation, Replacement Theory, and Productive Statistics in Micro Level HRP. TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1	Unit-III: Introduction Performance Management System	17,18-08-2019	Lecture interspersed with discussions
2	Meaning and definition of Performance Management System	19,20-08-2019	
2	Objectives ,functions, phases of performance mgt system	21,23-08-2019	
2	Competency based performance management system	25,26-08-2019	
2	Reward based PMS, Electronic PMS	27,28-08-2019	
2	Process of Appraisal system design	29,30-08-2019	
2	HR Decisions	09,10-09-2019	

UNIT – IV RECRUITMENT SELECTION AND INDUCTION			
CO4 To understand, Employee Socialization, Placement ,Career Planning and Development, Objectives of Career Development, Integration of Career Development, Steps in the Career Planning Process.			
TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
2	UNIT – IV Introduction of Performance Monitoring and Counseling	11,12-09-2019	Lecture interspersed with discussions
2	Meaning and definition Performance Monitoring and Counseling:	12,13-09-2019	
2	Performance & Monitoring introduction ,objectives	14,15-09-2019	
2	Principles and process of monitoring system	16,17-09-2019	
1	Methods of performance monitoring	18,09-2019	
2	Periodic reviews, problem solving	20,21-09-2019	
2	Problems on final accounts of joint stock company	23,24-09-2019	

UNIT – V TRAINING AND PERFORMANCE APPRAISAL			
CO5: To focuses on training students in the area of Sequence of Training Programme, Performance Appraisal, Performance Counseling, Management, Mentoring and Performance Matrics ,Human Resource Accounting and Audit			
TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1	UNIT V: Introduction to Performance management skills	25-09-2019	Lecture interspersed with discussions
2	Operational change through performance management	26,27-09-2019	
2	High performance teams characteristics, procedures	29,30-09-2019	
2	Developing and Leading high performance teams	03,05-10-2019	
2	Role of leadership	06,08-10-2019	
1	Characteristics of leader	10-10-2019	


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TENTATIVE LESSON PLAN (IMB1674)

Course Title: SECURITY ANALYSIS 18-4-2019		
Section : IMBA	Date :	Page No : 01 of 02
Revision No : 00 1	Prepared By : Dr.M.VEERA BADHRA RAO	Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Concept of Investment Decisions: CO1: : Able to understand about Investment Vs Speculation, Investment alternatives - Investment Process - Sources of Investment Information and basics of secondary markets. TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
1.	Investment Vs Speculation	15-04-2019	Lecture intersperse d with discussions
2.	Sources of Investment Information	16-04-2019	
3.	Investment Process	17-04-2019	
4.	Trading Calculation of SENSEX and NIFTY System in Stock Exchanges	18-04-2019	
5.	Meaning and Measurement of Security Returns	22-04-2019	
UNIT –II Alternative Investment Outlets CO2: students has understood about Preference Shares and Equity Shares Earning valuation-Cash flow valuation, Asset Valuation , Dividend ,discount model; Valuation of Bonds , Bond Returns and Risks -Bond Pricing Theorems convexity TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
6.	Preference Shares and Equity Shares	23-04-2019	Lecture intersperse d with discussions
7.	Cas flow valuation	27-04-2019	
8.	Asset Valuation	30-04-2019	
9.	Bond Pricing Theorems convexity	04-06-2019	
10.	Bond Returnsand Risks	10-06-2019	
UNIT - III Investment Analysis: CO3; student has got awareness on Fundamental Analysis , Economy, Industry and Company Analysis, Technical Analysis , Dow Theory, Elliot Wave Theory , Trends and Trend Reversals , Efficient Market Theory TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
11	Fundamental Analysis	11-06-2019	Lecture interspersed with discussions
12	Economy, Industry and Company Analysis	13-06-2019	
13	Technical Analysis	17-06-2019	
14	Dow Theory – Elliot Wave Theory	20-06-2019	
15	Trends and Trend Reversals	22-06-2019	
UNIT – IV : Risk and Returns Security Analysis CO4; students has understood about Risk and Returns Security Analysis, Economic Analysis , Security Analysis TB :: Security Analysis and Portfolio Management Punithavathy Pandian			

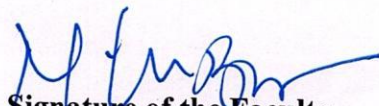
16	Economic Analysis	24-06-2019	Lecture interspersed with discussions
17	Security Analysis and Investment Decisions	26-06-2019	
18	Fundamental Analysis of Economy Industry	27-06-2019	
19	Investment Making Process – Economic Forecasting	02-07-2019	
20	Barometric or Indian Approach	04-07-2019	

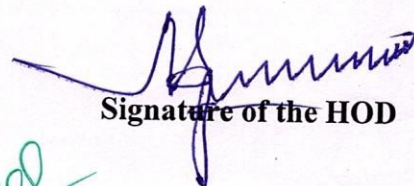
UNIT – V Industry Analysis

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

TB :: Security Analysis and Portfolio Management Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Importance of Industry Analysis		Lecture interspersed with discussions
22	Classification of Industries		
23	Key Indicators in Analysis		
24	Analytical Frame Works		
25	Forecasting Methods		


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TENTATIVE LESSON PLAN (IMB1677)

Course Title: LEADERSHIP MANAGEMENT (IMB 1677)		SEM/YR : IV/I	
IMBA			
Section : Sec 1	Date : 01/04/2019	Page No : 01 of 02	
Revision No : 00 \	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to LM			
CO1 : Determine the meaning of leadership and its importance			
TB:: W John (2008), Management – A Competency Based Approach, New Delhi, Cengage Learning			
1.	Introduction to LM	01-04-2019	Lecture interspersed with discussions
2.	Leadership management nature	02-04-2019	
3.	Scope of LM	11-04-2019	
4.	Path goal and normative model	14-04-2019	
5.	Emerging leadership behavior	19-04-2019	
6.	Leadership for new millennium organization	20-04-2019	
7.	Leadership effectiveness	24-04-2019	
8.	Types of leadership theories	26-04-2019 27-04-2019	
UNIT –II Motivation Theories for Leadership			
CO2: Outline motivational theories and cultural dimensions			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
9.	Maslow's theory of motivation	29-04-2019	Lecture interspersed with discussions
10.	X,Y,Z theories of motivation	30-04-2019	
11.	Hierarchy theory of motivation		
12.	Porter Lawler theories of motivation	2-05-2019	
13.	Organizational culture	3-05-2019	
14.	Quality of work life	6-05-2019	
15.	Cross culture	20-05-2019	
16.	Cross culture values		
UNIT - III Leadership development			
CO3: Correlate leadership with learning and attitude			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
17.	Continuous and principles of learning	24-05-2019	
18.	Development of effective leadership	03-06-2019	
19.	Vision and goals of organizational leadership	11-06-2019	

	Leadership attitude	13-06-2019	Lecture interspersed with discussions
21.	Leaders vision in organization building	15-06-2019	
22.	Developing and Maintaining	18-06-2019	
23.	positive attitude for effective leading.	20-06-2019	
24.	significance of goals for leaders	22-06-2019	

UNIT – IV Leader Self management

CO4:: Determine the factors necessary developing leadership

TB :: Lussir, *Effective Leadership*, 2009, Cengage

25.	Development of self esteem and balancing emotions	01-07-2019	Lecture interspersed with discussions
26.	Interpersonal leadership skills	01-07-2019	
27.	Leaderships assertiveness	02-07-2019	
28.	Leadership with edification	03-07-2019	
29.	Leadership with creativity	09-07-2019	
30.	Leadership with integrity	11-07-2019	
31.	Principles of team building	15-07-2019	
32.	Developing character and values.	16-07-2019	

UNIT – V Leadership across Globe

CO5: Focus on leadership styles in other countries

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

33.	Characteristics of global leadership	19-07-2019	Lecture interspersed with discussions
34.	Challenges in leadership varying culture	20-07-2019	
35.	Leadership in US	23-07-2019	
36.	European Leadership	24-07-2019	
37.	Corporate social responsibility across globe	26-07-2019	

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TENTATIVE LESSON PLAN: IMB1678

Course Title: BANKING & INSURANCE (IMB1678)

Section : 00-01 | Date : 01-04-2019

Page No : 01 of 03

Revision No : 001 | Prepared By : Mrs. B.INDIRA

Approved By : HOD

Tools : Black board, PPTs

UNIT –I INTRODUCTION TO BANKING

CO1::To understand the Indian Financial System, role of commercial banks & financial statement analysis of banks.

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to banking	01-04-2019	Lecture interspersed with discussions
1	Indian financial system	02-04-2019	
2	Banker and customer relationship	03,04-04-2019	
2	Role of commercial banks in India	05,06-04-2019	
1	Nationalization of banks	08-04-2019	
2	Camel approach	09,10-04-2019	
2	Evaluation of banking India	11,12-04-2019	
1	Key Performance Indicators	16-04-2019	
1	Sources of Bank Funds	17-04-2019	

UNIT –II USES OF BANK FUNDS

CO2::To understand the concepts of bank credit , management of credit process, loan pricing & non-performing assets.

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Uses Of Bank Funds: Types Of Lending	20-04-2019	Lecture interspersed with Discussions
1	Assessment Of Credit Worthiness Of A Prospective Borrower	22-04-2019	
3	Management Of Credit Process	23,24,25-04-2019	
1	Different Types Of Loans And Their Features	29-04-2019	
2	Customer Profitability Analysis	30-04-2019,02-05-2019	
3	Non Performing Assets:	03,04,06-05-2019	
1	Causes, Implications & Recovery Of NPA	07-05-2019	
1	Cost-Benefit Loan Pricing	08-05-2019	
2	Customer Profitability Analysis	09-05-2019	

UNIT - III Regulation and Innovations in Banking System**CO3 :: To gain knowledge about regulation & innovations in Indian banking system.****TB :: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

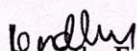
No. of Periods	TOPIC	Date	Mode of Delivery
1	Banking Innovations – Core Banking Solutions	13-05-2019	Lecture interspersed with discussions
4	Retail Banking – Concept , Nature	14,15,16,17-05-2019	
4	Scope & Future of Retail Banking	20,21,22,23-05-2019	
3	NEFT & Mobile Banking, Plastic Money	03,04,05-06-2019	
1	Net Banking & Customer Service Quality in Banks	06-06-2019	
2	Changing role of Banks as Financial Intermediaries	07,10,11-06-2019	
4	ATM's & Concept of Banc assurance	13-06-2019	

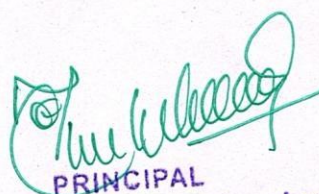
UNIT – IV INTRODUCTION TO INSURANCE**CO4:: To attain the concepts of insurance,principles,functions of insurers,marketing channels & overview of IRDA.****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : " Banking & Insurance", Thakur Publication, Hyderabad.**

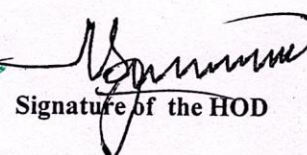
No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Insurance	14-06-2019	Lecture interspersed with discussions
1	Insurance as a Risk Management Tool	17-06-2019	
2	Principles of Insurance & Characteristics of Insurance Contract	18,19-06-2019	
1	Types of Insurers	20-06-2019	
2	Concept of Re-insurance : Uses & Advantages	21,22-06-2019	
2	Marketing Channels of Insurance	24,25-06-2019	
1	Agents & Brokers in Insurance & their Role	26-06-2019	
1	Professionalism, Remuneration, Responsibilities of Agents & Brokers	27-06-2019	
1	Classification of Agents & Brokers	29-06-2019	
1	An Overview of IRDA	01-07-2019	

UNIT – V LIFE INSURANCE AND GENERAL INSURANCE**CO5: To be aware and analyze the concept of life insurance, tax treatment, health and general insurance .****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : “ Banking & Insurance”, Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Concept of Life Insurance & General Insurance	02-07-2019	Lecture interspersed with discussions
1	Types of Life Insurance Contracts	03-07-2019	
2	Tax treatment of Life Insurance	04,05-07-2019	
1	Life Insurance Products, Classification	08-07-2019	
2	The Actuarial Science : Concept	09,10-07-2019	
1	Provision of Life Insurance Contracts	11-07-2019	
1	Special Life Insurance Forms	12-07-2019	
3	Health & General Insurance Overview	15,16,17-07-2019	
1	Overview of Types of General Insurance	18-07-2019	
2	Third Party Administrators of Insurance	19,22-07-2019	


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TENTATIVE LESSON PLAN: IMB167B

Course Title: COMPENSATION AND REWARD MANAGEMENT (IMB167B)		
Section : 01	Date : 01-04-2019	Page No : 01 of 03
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : Black board, PPTs

UNIT –I COMPENSATION

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

TB :: Dr. Kanchan Bhatia “Compensation Management”, Himalaya Publishing House, New Delhi

No. of Periods	TOPIC	Date	Mode of Delivery
1	Concept and definition	01-04-2019	Lecture interspersed with discussions
1	Objectives and dimensions of compensation program	02-04-2019	
2	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy	03,04-04-2019	
2	Aligning compensation strategy with business strategy	05,06-04-2019	
1	Concept of reward - non-financial compensation system-Reward management process -	08-04-2019	
2	Designing a compensation system – internal and external equity	09,10-04-2019	
2	Pay determinants	11,12-04-2019	
1	Frame work of compensation policy	16-04-2019	
1	Influence of pay on employee attitude and behavior - the new trends in compensation management at national and international level.	17-04-2019	

UNIT –II JOB EVALUATION AND COMPENSATION STRUCTURE

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

TB:: Dr. Kanchan Bhatia “Compensation Management”, Himalaya Publishing House, New Delhi

No. of Periods	TOPIC	Date	Mode of Delivery
2	Introduction to Principles and Procedures of job evaluation programs	19,20-04-2019	Lecture interspersed with Discussions
1	Introduction to basic job evaluation methods	22-04-2019	
3	Compensation Structure	23,24,25-04-2019	
1	History and past practices,	29-04-2019	
1	elements of ,management compensation	30-04-2019	
3	Types of compensation system	01,02,03-05-2019	
1	Role of compensation and Reward in modern organizations	07-05-2019	
1	compensation surveys Incentive.	08-05-2019	
2	payments and its objectives	09,10-05-2019	

UNIT - III WAGE AND SALARY ADMINISTRATION**CO3 : To understand the government regulations on the wages and wage fixation.****TB :: A.M.Sarma, N.Sambasiva Rao: "Compensation and Performance management", Himalaya Publishing House, Mumbai**

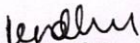
No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature and Purpose	13-05-2019	Lecture interspersed with discussions
2	Wage surveys and examples	14,15-05-2019	
2	Administration Of Wage And Salary	20,21-05-2019	
2	Principles Of Wage And Salary	03,04-06-2019	
1	Components of wages	06-06-2019	
2	Theory of wages	07,10-06-2019	
3	Wage differentials-Importance Wage differentials in India-Executive compensation plan	11,12,13-06-2019	

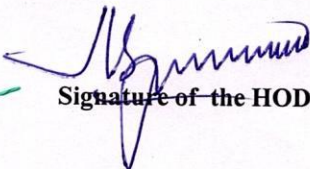
UNIT – IV CONTROL SYSTEMS FOR LABOUR COSTS**CO4: To gain knowledge over the practical applications of control systems for labour costs.****TB:: A.M.Sarma, N.Sambasiva Rao: "Compensation and Performance management", Himalaya Publishing House, Mumbai**


No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to labour	14-06-2019	Lecture interspersed with discussions
1	Direct and Indirect labour	17-06-2019	
2	Role of various departments	18,19-06-2019	
1	The personnel department	20-06-2019	
2	Industrial engineering department	21,22-06-2019	
2	Types of worker Payroll department	24,25-06-2019	
1	Process and steps for preparation of payroll	26-06-2019	
1	Wage analysis	27-06-2019	
2	Cost accounting treatment of wages components	28,29-06-2019	
1	Compensation surveys-Profit sharing.	01-07-2019	

UNIT – V PAY STRUCTURE AND TAX PLANNING**CO5: To gain knowledge on the pay structures and tax planning in Indian context .****TB:: Dewakar Goel:“Performance Appraisal and Compensation Management”, PHI Learning, New Delhi, 2012**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction of Pay Structure and Tax Planning	02-07-2019	Lecture interspersed with discussions
1	Compensation Structures	03-07-2019	
2	Performance based and Pay based structures	04,05-07-2019	
1	Designing pay structures	08-07-2019	
2	comparison in evaluation of different types of pay Structures	09,10-07-2019	
1	Significance of factors affecting	11-07-2019	
1	Tax Planning- Concept of Tax planning	12-07-2019	
3	Role of tax planning in compensation benefits	15,16,17-07-2019	
1	Tax efficient compensation package	18-07-2019	
2	Fixation of tax liability salary restructuring.	19,20,22-07-2019	


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TENTATIVE LESSON PLAN: IMB167C

Course Title: ADVANCED MANAGEMENT ACCOUNTING (IMB167C)		
Section : 001	Date : 15-04-19	Page No : 01 of 02
Revision No : 001	Prepared By : B.KRISHNAIAH	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction: Employment of Management Accounting			
CO1 To acquaint the student with basic knowledge of management Accounting Concepts, Role of management accountant in control functions.			
TB :: M.N. ARORA, ADVANCED MANAGEMENT ACCOUNTING, HPH.			
1	Employment of management accounting	15/4/19	Lecture interspersed with discussions
1	Human Resource Accounting	16/4/19	
1	Need for Harmonization of International Accounting Standards	17/4/19	
1	Role of management accountant	18/4/19	
1	Financial accounting control	20/4/19	
1	Management information system	29/4/19	
2	Role of MIS	30/4/19 To 1/5/19	
UNIT –II Financial Analysis			
CO2:: To Gain knowledge about financial analysis by computing various ratios and preparation of funds flow and cash flow statements.			
TB:: M.N. ARORA, ADVANCED MANAGEMENT ACCOUNTING, HPH.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Comparative analysis	19/10/19	Lecture interspersed with Discussions
1	Common size analysis	19/10/19	
2	Funds flow analysis	21/10/19	
1	Cash flow analysis	21/10/19	
2	Ratio analysis	22/10/19	
1	Trend analysis and depreciation methods	22/10/19	
UNIT - III Budget			
CO3 : Obtain knowledge on preparation of various functional budgets			
TB :: M.N. ARORA, ADVANCED MANAGEMENT ACCOUNTING, HPH.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Types of budgets	29/7/19	Lecture interspersed with discussions
4	Financial Vs Operation budgets	30/7/19	
1	Short term Vs long term budgets	31/7/19	
2	Preparation of sales, purchase budgets	1/8/19To 3/8/19	
1	Preparation of material , labor and cash budgets	3/8/19 To6/8/19	
UNIT – IV Marginal Costing			
CO4: To understand about nature, scope of Standard Costing, computation of various variances and different types of budgets prevailing in the accounting.			
TB: M.N. ARORA, ADVANCED MANAGEMENT ACCOUNTING, HPH.			

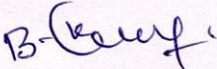
No. of Periods	TOPIC	Date	Mode of Delivery
2	Cost concepts in decision making	26/8/19	Lecture interspersed with discussions
2	Decision making process	27/8/19	
3	Make or buy decision ,product decision	28/8/19 To 31/8/19	
1	Addition, deletion and alteration of mix	13/9/19	
4	Plant shut down decision, profit planning decision	18/9/19 To 23/9/19	
3	Plant shut down decision new product ,level of activity planning	24/9/19 To 25/9/19	

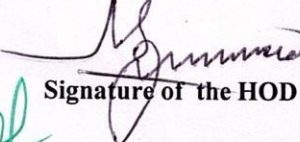
UNIT – V Standard Costing

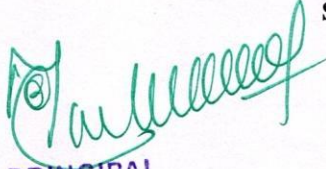
CO5: To know and understand about various applications of marginal costing.

TB: M.N. ARORA, ADVANCED MANAGEMENT ACCOUNTING, HPH.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Standard costing Vs historical costing	26/9/19 To 28/9/19	Lecture interspersed with discussions
3	Steps involved in standard costing	30/9/19	
2	Material variance	1/10/19 To 15/10/19	
3	Labour variance	16/10/19 To 18/10/19	
1	Overhead variance and sales variance	19/10/19	


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TENTATIVE LESSON PLAN:13BAM901

Course Title: INDUSTRY SAFTY AND SECURITY		
Section:IMBAV /I	Date:17/06/2019	Page No: 01 of 02
Revision No: 00	Prepared By:M. Indraj	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I CONCEPT OF INDUSTRY SAFETY AND SECURITY. CO1:students have understand basic insights on Industrial acts TB: Labour and Industrial Laws by P.K. Padhi, PHI Learning Private Limited, New Delhi, 2010.			
1.	Industrial safety Scope & Objectives	17/06/2019	Lecture interspersed with discussions
2.	Significance & Classification of Labour Legislations	19/06/2019	
3.	Fundamental Rights and Labour Laws	22/06/2019	
4.	Principle of Regulations	24/06/2019	
5.	Principle of Protection	26/06/2019	
6.	Social Justice.	27/06/2019	
UNIT –II PROTECTIVE LEGISLATIONS CO2:learner have awairness on Factories legislations TB:Labour and Industrial Laws by P.K. Padhi, PHI Learning Private Limited, New Delhi, 2010.			
7.	Historical Development of factory Legislations	28/06/2019	Lecture interspersed with discussions
8.	Fencing of Machinery	29/06/2019	
9.	Prohibition of Employment of Women and Children	03/07/2019	
10.	Provisions Relating to Hazardous Process	05/07/2019	
11.	Provisions Relating to Hazardous Process	08/07/2019	
12.	Power of Central Government to safeguarding safety Measures.	12/07/2019	
13.	Power of Central Government to safeguarding safety Measures.	16/07/2019	
UNIT - III FACTORIES ACT 1948 CO3:students has got awairness on industrial safety legislations TB:Labour and Industrial Laws by P.K. Padhi, PHI Learning Private Limited, New Delhi, 2010.			
14.	Factories Act 1948(Section 21 to 41)	17/07/2019	Lecture interspersed with discussions
15.	Factories Act 1948 (Section 21 to 41)	20/07/2019	
16.	Worker Participation in safety Management	22/07/2019	
17.	Penalties and Procedure	24/07/2019	
18.	Special Provisions	27/07/2019	
19.	Emerging Trends in Labour safety Legislations.	31/07/2019	
UNIT – IV SOCIAL SECURITY LEGISLATIONS CO4: students has got awairness on wage and compensation regulations TB: Labour and Industrial Laws by P.K. Padhi, PHI Learning Private Limited, New Delhi, 2010.			
20.	social security legislations	01/08/2019	Lecture interspersed with discussions
21.	Problems and Prospects	03/08/2019	
22.	Rationale Behind social Security Legislations	20/08/2019	
23.	The Employee Provident Fund Act 1952	26/08/2019	
24.	The Employee State Insurance Act 1948.	03/09/2019	

UNIT – V WORKER COMPENSATION ACT 1923			
CO5:students got to know about the latest ammendaments in industrial legislations.			
TB:Labour and Industrial Laws by P.K. Padhi, PHI Learning Private Limited, New Delhi, 2010.			
25.	Worker Compensation Act 1923	04/09/2019	Lecture interspersed with discussions
26.	Worker Compensation Act 1923	09/09/2019	
27.	Payment of Gratuity Act 1972	13/09/2019	
28.	Contract Labour (Regulation and Abolition) Act 1986	18/09/2019	
29.	Emerging Trends in Labour security Legislations.	20/09/2019	
30.	Emerging Trends in Labour security Legislations.	24/09/2019	

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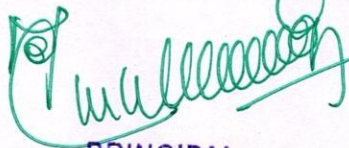
TENTATIVE LESSON PLAN (13BAM902)

Course Title: LEADERSHIP MANAGEMENT(13BAM902)IMBA-V/IX			
Section : Sec 1	Date : 10/06/2019	Page No : 01 of 02	
Revision No : 00 \	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to LM			
CO1 : Able to understand the Leadership: Situational Leadership Behaviour: Meaning, Fiedler Contingency Model, Path Goal and Normative Models			
TB:: W John (2008), Management – A Competency Based Approach, New Delhi, Cengage Learning			
1.	Introduction to LM	10/06-2019	Lecture interspersed with discussions
2.	Leadership management nature	11-06-2019	
3.	Scope of LM	12-06-2019	
4.	Path goal and normative model	13-06-2019	
5.	Emerging leadership behavior	14-06-2019	
6.	Leadership for new millennium organization	15-06-2019	
7.	Leadership effectiveness	23-06-2019	
8.	Types of leadership theories	01-07-2019	
UNIT –II Motivation Theories for Leadership			
CO2: Acquaint concepts of Motivation Theories for Leadership: Maslow's, Herzberg, X, Y and Z theories of Motivation			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
9.	Maslow's theory of motivation	02-07-2019	Lecture interspersed with discussions
10.	X, Y, Z theories of motivation	05-07-2019	
11.	Hierarchy theory of motivation	06-07-2019	
12.	Porter Lawler theories of motivation	09-07-2019	
13.	Organizational culture	10-07-2019	
14.	Quality of work life	15-07-2019	
15.	Cross culture	16-07-2019	
16.	Cross culture values	22-07-2019	
UNIT - III Leadership development			
CO3: The learner will be able to gain the knowledge on Vision and Goals for organisation: significance of goals for leaders – Charting vision and goals of Indian leaders and abroad			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
17.	Continuous and principles of learning	23-07-2019	
18.	Development of effective leadership	27-07-2019	

19.	Vision and goals of organizational leadership	30-07-2019	Lecture interspersed with discussions
20.	Leadership attitude	03-08-2019	
21.	Leaders vision in organization building	04-08-2019	
22.	Developing and Maintaining	05-08-2019	
23.	Positive attitude for effective leading.	07-08-2019	
24.	significance of goals for leaders	09-09-2019	
UNIT – IV Leader Self management			
CO4:: To Obtain knowledge on Leadership Assertiveness: Circle of influence and circle of concern			
TB :: Lussir, Effective Leadership, 2009,Cengage			
25.	Development of self esteem and balancing emotions	14-08-2019	Lecture interspersed with discussions
26.	Interpersonal leadership skills	19-08-2019	
27.	Leaderships assertiveness	20-08-2019	
28.	Leadership with edification	21-08-2019	
29.	Leadership with creativity	27-08-2019	
30.	Leadership with integrity	31-08-2019	
31.	Principles of team building	01-09-2019	
32.	Developing character and values.	02-09-2019	
UNIT – V Leadership across Globe			
CO5: Able to understand the – Global perspectives of leadership – Leadership in USA – Leadership in Japan – European leadership – Leadership in Arab countries –TB :: Roger J Kashlak, International Management, New Delhi, Tata McGrawHill.			
33.	Characteristics of global leadership	03-09-2019	Lecture interspersed with discussions
34.	Challenges in leadership varying culture	04-09-2019	
35.	Leadership in US	09-09-2019	
36.	European Leadership	21-09-2019	
37.	Corporate social responsibility across globe	05-10-2019	

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TENTATIVE LESSON PLAN:13BAM903

Course Title: KNOWLEDGE MANAGEMENT		
Section:IMBAV /I	Date: 17/06/2019	Page No: 01 of 03
Revision No: 00	Prepared By: J.Sai Sudheer Kumar	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I INTRODUCTION TO KNOWLEDGE MANAGEMENT.			
CO1: Describe the major roles and responsibilities in knowledge management implementations.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007			
1.	Definition- Scope and Significance Knowledge Management	17/06/2019	Lecture interspersed with discussions
2.	Techniques and difficulties in Knowledge Management	19/06/2019	
3.	Implementation of Knowledge Management	22/06/2019	
4.	Knowledge Management and Knowledge Sharing	24/06/2019	
5.	Knowledge Dynamics	26/06/2019	
6.	Principles of Knowledge Management	27/06/2019	
UNIT -II ESSENTIALS OF KNOWLEDGE MANAGEMENT			
CO2: Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
7.	Data-information	28/06/2019	Lecture interspersed with discussions
8.	knowledge-Basic types of Knowledge	29/06/2019	
9.	Knowledge Capital	03/07/2019	
10.	classification of organizational Knowledge	05/07/2019	
11.	Knowledge lifecycle	08/07/2019	
12.	organizational Knowledge processes	12/07/2019	
13.	Technology Enablers	16/07/2019	
UNIT - III DRIVERS OF KNOWLEDGE MANAGEMENT			
CO3: Understand and apply various success factors of knowledge management implementations.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
14.	Pillars of Knowledge Management	17/07/2019	Lecture interspersed with discussions
15.	Knowledge based products	20/07/2019	
16.	Inventory Management	22/07/2019	
17.	Supply Chain Planning	24/07/2019	
18.	Seven layers of Knowledge Management	27/07/2019	
19.	Success factors of Knowledge Management Implementation	31/07/2019	
UNIT - IV KNOWLEDGE MANAGEMENT SYSTEMS AND TOOLS			
CO4: Apply appropriate systems and tools for Knowledge Mapping Techniques.			
TB: B.RathanReddy: Knowledge Management, Himalaya Publication, 2007.			
20.	Knowledge Mapping Techniques	01/08/2019	Lecture interspersed with
21.	Core issues of implementation	03/08/2019	
22.	Methodology of implementation and Acquisition Tools	20/08/2019	
23.	Knowledge Indexing and Processing	26/08/2019	

UNIT – V TECHNOLOGIES AND KNOWLEDGE MANAGEMENT

CO5: Understand and apply various concepts like information technology, E- Commerce, TQM, & Benchmarking in knowledge

TB: B.Rathan Reddy: Knowledge Management, Himalaya Publication, 2007.

25.	Information Technology and Knowledge Management	04/09/2019	Lecture interspersed with discussions
26.	E-Commerce and KM	09/09/2019	
27.	Total Quality Management and KM	13/09/2019	
28.	Benchmarking	18/09/2019	
29.	Customer Relationship and Knowledge Management	20/09/2019	
30.	Measuring Knowledge Management	24/09/2019	

J. S. Subbarao

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M. S. Srinivas

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M. S. Srinivas

TENTATIVE LESSON PLAN: 13BAM904A

Course Title: MANAGEMENT OF CHANGE AND DEVELOPMENT (13BAM904A)		
Section : 00 - 01	Date : 10-06-2019	Page No : 01 of 03
Revision No : 001	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : Black board, PPTs

UNIT –I BASICS OF CHANGE MANAGEMENT

CO1:: To gain knowledge on the basics of change management.

TB :: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
1	Reasons For Change Management	10-06-2019	Lecture interspersed with discussions
1	Nature Of Change Management	11-06-2019	
2	Principles Of Change Management	12,13-06-2019	
2	Types Of Changes	14,15-06-2019	
1	Seven Steps Of Change Management	17-06-2019	
2	Change Levers	18,19-06-2019	
1	Value Based Management	20-06-2019	

UNIT –II MAPPING CHANGE

CO2:: To have understanding on the role of diagramming and mapping change.

TB:: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	Date	Mode of Delivery
2	The role of diagramming in system investigation	21,22-06-2019	Lecture interspersed with Discussions
1	A review of basic flow diagramming techniques	25-06-2019	
1	systems relationships	26-06-2019	
1	systems diagramming and mapping	27-06-2019	
2	influence charts, multiple cause diagrams	29-06-2019&01-07-2019	
1	a multidisciplinary approach	02-07-2019	
1	Systems approach to change: systems autonomy and behavior	03-07-2019	
1	the intervention strategy model	05-07-2019	
2	total project management model (TPMM).Learning organization:	08,09-07-2019	

UNIT - III ORGANIZATION DEVELOPMENT (OD)**CO3 : To understand the organizational development and various interventions.****TB :: Cummings: "Theory of Organisation Development and Change", Cengage Learning, New Delhi, 2013.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature And Scope Of OD	11-07-2019	Lecture interspersed with discussions
1	Dynamics Of Planned Change	12-07-2019	
2	Letwin Change Model	15,16-07-2019	
2	Person Focused OD	17,18-07-2019	
1	Role Focused OD	22-07-2019	
2	Planning OD Strategy	13,14-08-2019	
3	OD Intervention Techniques	19,20,21-08-2019	
1	Challenges To OD Practioners	26-08-2019	

UNIT - IV NEGOTIATED CHANGE**CO4: To be aware of labour- management relations and negotiated change.****TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Negotiated Change	27-08-2019	Lecture interspersed with discussions
1	Functions Of Collective Bargaining	28-08-2019	
2	Collective Bargaining Process	29,30-08-2019	
1	Changes in the legal frame work of collective bargaining	31-08-2019	
2	Negotiated flexibility	03,04-09-2019	
2	Labor Market Flexibility	05,06-09-2019	
1	Productivity Bargaining	09-09-2019	
1	Improved Work Relations	11-09-2019	
2	public sector bargaining and social security.	12,13-09-2019	

UNIT – V TEAM BUILDING**CO5: To gain knowledge on team building and its relationships and management teams.****TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature and Importance of Teams	16-09-2019	Lecture interspersed with discussions
1	Team Vs Groups	17-09-2019	
2	Types of teams, Characteristics of Virtual teams	18,19-09-2019	
1	Team building life cycle, Team building skills	20-09-2019	
2	Contemporary Issues In Managing Teams	23,24-09-2019	
1	Virtual team- High performance teams – self managing teams	25-09-2019	
1	Building team relationships	26-09-2019	
3	empowered teams – leadership on teams – Managing cross	27,28,30-09-2019	
1	Group think as a decision making process – effective decision making techniques for teams and groups	03-10-2019	
2	role of change consultant— contemporary issues in managing teams.	04,05-10-2019	

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TENTATIVE LESSON PLAN: MBA

Course Title: International Financial Management(13BAM904B)		
Section : I	Date : 10-6-2019	Page No : 01 of 02
Revision No : 00	Prepared By : B. Naveen	Approved By : HOD

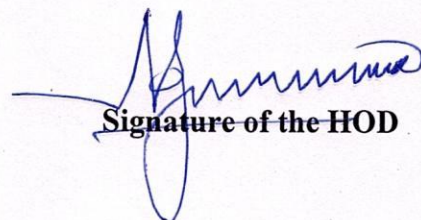
Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
UNIT 1: Introduction to Global Financial Management			
CO1:: Able to understand the concept International Financial Management and global techniques of Finance			
TEXT BOOK: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.			
1	Globalization and MNCs	10-06-2019	Lecture interspersed with Discussions
1	Global Winds of Change	11-06-2019	
2	New Challenges and Opportunities	12,13-06-2019	
2	Importance of Global Factors	14,15-06-2019	
1	Regulatory and Legal Frame Work	17-06-2019	
2	Global Organizational Restructuring	18,19-06-2019	
1	International Monetary System	20-06-2019	
1	Exchange Rates and Par Values	22-06-2019	
1	International Monetary Reforms	25-06-2019	
1	Special Drawing Rights (SDR)	26-06-2019	
1	SDR Allocation	27-06-2019	
1	GDR Allocations	27-06-2019	
UNIT – II: Management of Exchange and Interest Rates Exposure			
CO2:: Students will equipped with interest rates and exchange mechanism.			
TEXT BOOK: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.			
1	Determination of Exchange Rates	02-07-2019	Lecture interspersed with discussions
1	Balance of Payments (Equilibrium vs Disequilibrium)	03-07-2019	
1	Types of Disequilibrium	05-07-2019	
1	International Trade Flow	08-07-2019	
1	Time factor in International Risks	09-07-2019	
1	Hedging in Swap Market	11-07-2019	
1	Hedging in Currency Market	12-07-2019	
1	Measurement of Politico Economics R	13-07-2019	
1	Management of International Transactions Exposure	14-07-2019	
1	Currency futures and options	17-07-2019	
1	Currency swaps and options	18-07-2019	
1	Forward market and floating rate strategies	19-07-2019	
UNIT-III: Management of Global Business Operations and Practices			
CO3:: Students will get the knowledge of global business operating system and new emerging practices.			
TEXT BOOK: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.			
1	Operational Strategies of MNCs	03/08/2019	Lecture interspersed with discussions
1	Management of Global Business Practices	04/08/2019	
1	Sources of funds for MNCs	05/08/2019	
1	Operations in International Financial Markets	06/08/2019	
1	Operations in International Money Markets	09/08/2019	
1	Inter-Corporate Funds Flow	10/08/2019	
1	Market for Currency Futures	11/08/2019	

1	Currency Options	12/08/2019	
1	Case studies on swaps	13/08/2019	
1	Case studies on futures	13/08/2019	
1	Case studies on Forward and future contracts	17/08/2019	
UNIT-IV: International Investment Decision			
CO4:: Students will equipped with the knowledge of global investment decisions.			
TEXT BOOK: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.			
1	Foreign Direct Investment	27-08-2019	Lecture interspersed with discussions
1	International Capital Budgeting	28-08-2019	
2	Evaluation and Management of Political Risk	29,30-08-2019	
1	Global Portfolio Investment	31-08-2019	
2	International Global Financial Decisions	03,04-09-2019	
2	Role of Multi Lateral Development Banks	05,06-09-2019	
1	Global Financial Market Instruments	09-09-2019	
1	Management of Interest Rate Risk	11-09-2019	
2	Shorter Asset	12,13-09-2019	
UNIT-V: Global Indebtedness			
CO5:: To equip Students with knowledge of indebtedness and			
TEXT BOOK: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.			
1	External Resources and Development	16-09-2019	Lecture interspersed with discussions
1	Nature and Magnitudes of External Debt	17-09-2019	
2	Factors influencing Debt Crisis	18,19-09-2019	
1	Management of external Indebtedness	20-09-2019	
2	Challenges	23,24-09-2019	
1	Short -Term Financing	25-09-2019	
1	Internal Financing by MNCs	26-09-2019	
3	International investments and FDI's	27,28,30-09-2019	
1	Case studies	03-10-2019	

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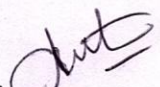
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TENTATIVE LESSON PLAN: ~~13BAM905A~~ 13BAM905A

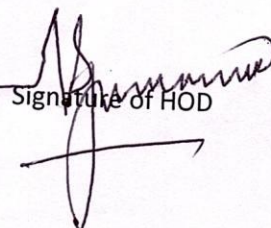
Course Title: GLOBAL HRM		Course code: 13BAM905A	
YEAR :V SEM: IX	Date : 10/06/2019	Page No : 01 to 03	
Revision No : 00 \	Prepared By : ANITHA.BH	Approved By : HOD	
Tools: BLACK BOARD			
No. of Periods	TOPIC	Date	Mode of Delivery
<p>UNIT-I INTRODUCTION TO GlobalHRM CO1: Become familiar with a basic concepts of Global HRM</p> <p>TB: SubbaRaop: "InternationalHumanResourceManagement", HimalayaPublishingHouse, Hyderabad, 2011</p>			
	UNIT – 1 Introduction		Lecture interspersed with discussions
1	A Global HR Perspective in New Economy	10/06/2019	
2	Challenges of Globalization	12/06/2019	
3	Implications of Managing People and Leveraging Human Resource	13/06/2019	
4	Conflicts - StrategicRoleofInternationalHRM	18/06/2019	
5	GlobalHRPlanning	19/06/2019	
6	Staffingpolicy–Traininganddevelopment	20/06/2019	
7	performanceappraisal	21/06/2019	
8	InternationalLabourrelations–industrialdmocracy	22/06/2019	
9	Talentcrunch–Indian MNCsandChallenges	23/06/2019	
10	Legalcontentof GlobalHRM	27/06/2019	
<p>UNIT-II Managing International Assignments CO2: Gain knowledge about international assignments</p>			

TB: SubbaRaop: "International Human Resource Management"			
	UNIT – 2 Managing International Assignments	1/07/19	Lecture interspersed with discussions
17	Significance of international assignments	2/07/19	
18	Selection methods to manage international assignments	3/07/19	
19	Positioning Expatriate	5/07/19	
20	Repatriate	10/07/19	
21	factors of consideration	11/07/19	
22	Strategies	12/07/19	
23	International assignments for Women	15/07/19	
24	International assignments for Women - Problems.	17/07/2019	
UNIT-III Cross Culture Management CO3: Become familiar with the concepts of cross cultural management TB: SubbaRaop: "International Human Resource Management"			
	UNIT – 3 Cross Culture Management	16/07/19	
32	Cross Culture Management: Importance	17/07/19	
33	Concepts and issues	18/07/19	
34	Theories	19/07/19	
35	considerations –Problems	22/07/19	
36	Skill building methods	03/08/19	
37	Cross Culture Communication and Negotiation	05/08/19	
38	Cross Culture Teams.	05/08/19	
UNIT-IV Compensation Management CO4: Gain knowledge about concept of Compensation Management TB:			

SubbaRaoP: "International Human Resource Management", Himalaya Publishing House, Hyderabad, 2011			
	UNIT – 4 Compensation Management		Lecture interspersed with discussions
41	Importance – Concepts	20/08/19	
42	Trends - Issues – Methods	21/08/19	
43	Factors of Consideration – Models	22/08/19	
44	incentive methods	25/08/19	
45	global compensation implications on Indian systems	27/08/19	
46	Performance Management	11/09/19	
UNIT-V Global Strategic Advantages through HRD:			
CO5: Become familiar with Global Strategic Advantages through HRD			
TB: SubbaRaoP: "International Human Resource Management", Himalaya Publishing House, 2011			
	UNIT – 5 Global Strategic Advantages through HRD	13/09/19	Lecture interspersed with discussions
55	Global Strategic Advantages through HRD	16/09/19	
56	Measures for creating global HRD Climate	17/09/19	
57	Strategic Frame Work of HRD and Challenges	18/09/19	
58	Globalization and Quality of Working Life and Productivity	19/09/19	
59	Challenges in Creation of New Jobs through Globalization	28/09/19	
60	New Corporate Culture	05/10/2019	


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TENTATIVE LESSON PLAN 13BAM905B

Course Title: FRMD

Section : MBA-1

Date : 20-7-2019

Page No : 01 of 02

Revision No : 00\

Prepared By : DR.M.VEERA BADHRA
RAO

Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I Concept of Investment Education CO1: To know about investment, speculations and basics of primary and secondary markets TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
1.	Investment Vs Speculation	20-07-2019	Lecture intersperse d with discussions
2.	Sources of Investment Information	22-07-2019	
3.	Investment Process	24-07-2019	
4.	Trading Calculation of SENSEX and NIFTY System in Stock Exchanges	27-07-2019	
5.	Meaning and Measurement of Security Returns	30-07-2019	
UNIT -II Equity and Bond Valuation Models CO2: Will get to know about the types of shares and bonds, valuation of bonds, shares and bonds pricing theory TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
6.	Preference Shares and Equity Shares	02-08-2019	Lecture intersperse d with discussions
7.	Cas flow valuation	05-08-2019	
8.	Asset Valuation	06-08-2019	
9.	Bond Pricing Theorems convexity	13-08-2019	
10.	Bond Returns and Risks	16-08-2019	
UNIT - III Investment Analysis CO3; To know about the technical analysis and fundamental analysis, market. TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
11	Fundamental Analysis	30-08-2019	Lecture interspersed with discussions
12	Economy, Industry and Company Analysis	03-09-2019	
13	Technical Analysis	05-09-2019	
14	Dow Theory – Elliot Wave Theory	23-09-2019	
15	Trends and Trend Reversals	30-09-2019	
UNIT - IV : Portfolio Analysis and Selection CO4; : Will get awareness on elements, composition of portfolio and management of portfolio TB :: Security Analysis and Portfolio Management Punithavathy Pandian			

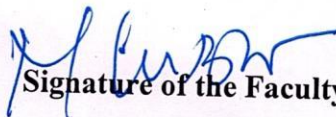
16	Elements of Portfolio Management	1-10-2019	Lecture interspersed with discussions
17	Portfolio Models – Markowitz Model,	03-10-2019	
18	Efficient Frontier and Selection of Optimal Portfolio.	14-10-2019	
19	Sharpe Single Index Model	18-10-2019	
20	Capital Asset Pricing Model	22-10-2019	

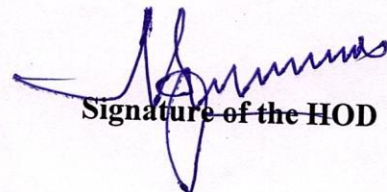
UNIT – V Portfolio Evaluation and Revision

CO5: Obtained the knowledge on evaluation of performance of portfolio

TB :: Security Analysis and Portfolio Management Punithavathy Pandian

21	TOPIC	DATE	Mode of Delivery
22	Performance Evaluation of Portfolios	23-10-2019	Lecture interspersed with discussions
23	Sharpe Model	24-10-2019	
24	Jensen's Model for PF Evaluation	26-10-2019	
25	Evaluation of Mutual Fund	28-10-2019	
26	Portfolio Revision	30-10-2019	


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