

## TENTATIVE LESSON PLAN: MB1911

Course Title: MANAGEMENT AND ORGANISATIONAL BEHAVIOUR (MBA1911)		
Section : 001 MBA	Date : 16-09-2019	Page No : 01 of 02
Revision No : 001	Prepared By : J.SAI SUDHEER KUMAR	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO MANAGEMENT</b> <b>CO1 : To know the Concept of Management &amp; its Importance</b>  TB : . K.Aswathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008			
1.	Definition, Nature, Functions and Importance of Management	16-09-2019	Lecture interspersed with discussions
2.	Evolution of Management thought	17-09-2019	
3.	Scientific management	18-09-2019	
4.	administrative management	19-09-2019	
5.	administrative management	20-09-2019	
6.	systems approach	23-09-2019	
7.	Levels of Management , Managerial Skills	25-09-2019	
8.	Planning – Steps in Planning Process – importance and Limitations	27-09-2019	
9.	importance and Limitations	30-09-2019	
10.	Types of Plans - Characteristics of a sound Plan	01-10-2019	
11.	Management By Objectives (MBO)	03-10-2019	

12.	Techniques and Processes of Decision Making	04-10-2019	
13.	Social Responsibilities of Business	09-10-2019	

**UNIT –II Organizing – Principles of organizing**

**CO2: To know the concepts of Organizing – Principles of organizing**

**TB: . K.Asathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008**

No. of Periods	TOPIC	Date	Mode of Delivery
14.	Organizing – Principles of organizing	10-10-2019	Lecture interspersed with discussions
15.	Organization Structure and Design	11-10-2019	
16.	Types of power - Delegation of Authority and factors affecting delegation	14-10-2019	
17.	Span of control – Decentralization	16-10-2019	
18.	Line and staff structure conflicts	18-10-2019	
19.	Coordination definition and principles	21-10-2019	
20.	Emerging Trends in Corporate Structure	23-10-2019	
21.	Formal and Informal Organization	24-10-2019	
22.	Nature and importance of Controlling	26-10-2019	
23.	process of Controlling,	28-10-2019	
24.	Requirements of effective control	31-10-2019	
25.	controlling techniques	01-11-2019	

**UNIT - III Organizational behavior**

**CO3 : To understand the Organizational behavior**

**TB : . K.Asathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008**

No. of Periods	TOPIC	Date	Mode of Delivery	
26.	Organizational behavior: Nature and scope	04-11-2019	Lecture interspersed with discussions	
27.	OB-Linkages with other social sciences	05-11-2019		
28.	Individual roles and organizational goals	06-11-2019		
29.	perspectives of human behavior	09-11-2019		
30.	Perception– perceptual process	11-11-2019		
31.	Learning - Learning Process- Theories	13-11-2019		
32.	Personality and Individual Differences	14-11-2019		
33.	Determinants of Personality	15-11-2019		
34.	Values, Attitudes and Beliefs	16-11-2019		Lecture interspersed with discussions
35.	Creativity	18-11-2019		
36.	Creative thinking	19-11-2019		

**UNIT – IV Introduction to Motivation and Job Performance**

**CO4: To understand the concept of motivation , job performance**

**TB: . K.Aswhappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008**

No. of Periods	TOPIC	Date	Mode of Delivery
37.	Motivation and Job Performance	20-11-2019	
38.	Content and process Theories of Motivation	23-11-2019	
39.	Leadership – Styles	26-11-2019	
40.	Leadership Approaches	28-11-2019	

41.	Challenges of leaders in globalized era	29-11-2019	Lecture interspersed with discussions
42.	Groups – stages formation of groups	02-12-2019	
43.	Group Dynamics	04-12-2019	
44.	Collaborative Processes in Work Groups	06-12-2019	
45.	Johari Window	09-12-2019	
46.	Transactional Analysis	10-12-2019	

**UNIT – V Organizational conflict**

**CO5: To know the organizational conflict**

**TB: . K.Asathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008**

No. of Periods	TOPIC	Date	Mode of Delivery
47.	Organizational conflict	13-12-2019	Lecture interspersed with discussions
48.	Organizational conflict-causes and consequences	17-12-2019	
49.	Organizational conflict and Negotiation Team Building	20-12-2019	
50.	Conflict Resolution in Groups	27-12-2019	
51.	problem solving Techniques	03-01-2020	
52.	Organizational change	04-01-2020	Lecture interspersed with discussions
53.	change process	06-01-2020	
54.	Resistance to change	07-01-2020	
55.	Creating an Ethical Organization	08-01-2020	

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## TENTATIVE LESSON PLAN (MB1912)

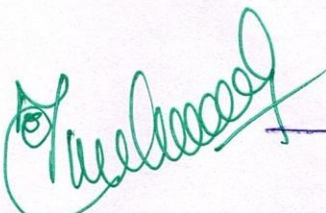
<b>Course Title: MANAGERIAL ECONOMICS ( MB1912 )</b>		
<b>Section : 1 MBA</b>	<b>Date : 16-09-2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : G.KIRAN</b>	<b>Approved By : HOD</b>

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction to Managerial Economics</b> <b>CO1::</b> TO acquaint the student with basic knowledge of the economy and its principles. <b>TB ::</b> Mithani D M: “ <b>Managerial Economics</b> ”, Himalaya Publishing House, Mumbai, 2008.			
1.	Nature and Scope of managerial economics	16-09-2019 to19-09-2019	Lecture interspersed with discussions
2.	Managerial economics Relationship with other areas	24-09-2019 to25-09-2019	
3.	The role of managerial economist	10-10-2019	
4.	Concept of opportunity cost, Incremental concept	26-09-2019	
5.	Discounting Principle , Risk & uncertainty concept	30-09-2019	
<b>UNIT –II:: Demand Analysis</b> <b>CO2::</b> TO understand the relationship between the demand and supply. <b>TB ::</b> Mithani D M: “ <b>Managerial Economics</b> ”, Himalaya Publishing House, Mumbai, 2008.			
6.	Elasticity of demand	14-10-2019	Lecture interspersed with discussions
7.	Types of demand ,law of demand	15-10-2019	
8.	significance of Elasticity of Demand	19-10-2019	
9.	Measurement of price Elasticity of Demand	21-10-2019	
10.	Need for Demand forecasting	22-10-2019	
11.	forecasting techniques	23-10-2019to31-10-2019	
12.	law of Supply	1-11-2019 to7-11-2019	
13.	Elasticity of Supply	8-11-2019,19-11-2019	
<b>UNIT –III Supply and Production Analysis</b> <b>CO::III</b> Gain knowledge about the types of production and its factors. <b>TB ::</b> Mithani D M: “ <b>Managerial Economics</b> ”, Himalaya Publishing House, Mumbai, 2008.			
14.	Production function	21-11-2019	Lecture interspersed with discussions
15.	Marginal Rate of Technical Substitution	22-11-2019	
16.	Production function with one variables	2-12-2019	
17.	Production function with two variables	4-12-2019	
18.	Cobb-Douglas Production Function	5-12-2019	

19.	Returns to Scale	6-12-2019	
20.	Laws of returns	7-12-2019	
<b>UNIT IV:: Theory of Pricing</b> <b>CO4:: To understand the price concepts, relationship between cost, volume and profit.</b> <b>TB:: Mithani D M: ‘Managerial Economics’, Himalaya Publishing House, Mumbai, 2008.</b>			Lecture interspersed with discussions
21.	Cost concepts	8-12-2019	
22.	Price determination under Perfect Competition	10-12-2019	
23.	Monopoly, Oligopoly	11-12-2019	
24.	Monopolistic Competitions	12-12-2019	
25.	Methods of Pricing	13-12-2019	
26.	Game Theory basics	14-12-2019	
27.	Dominant Strategy	15-12-2019	
28.	Nash Equilibrium and Prisoner’s Dilemma.	16-12-2019	
<b>UNIT::V Macro Economics and Business</b> <b>CO::V To know economics and business</b> <b>TB:: Mithani D M: ‘Managerial Economics’, Himalaya Publishing House, Mumbai, 2008.</b>			Lecture interspersed with discussions
29	Concept, Nature and Measurement of National Income	17-12-2019	
30	Inflation and Deflation: Inflation	18-12-2019 20-12-2019	
31	Meaning and Kinds, Types	23-12-2019 24-12-2019	
32	Causes and measurement of inflation Measures to Control Inflation	26-12-2019 27-12-2019	
33	Philips curve	30-12-2019	
34	Theory of Employment	2-1-2020 3-1-2020	
35	Business cycles	7-1-2020	
36	Policies to counter Business Cycles.	9-1-2020 10-1-2020	

  
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16. Cost-Output Relationship	17. Cost-Output Relationship	18. Cost-Output Relationship
19. Cost-Output Relationship	20. Cost-Output Relationship	21. Cost-Output Relationship
22. Cost-Output Relationship	23. Cost-Output Relationship	24. Cost-Output Relationship
25. Cost-Output Relationship	26. Cost-Output Relationship	27. Cost-Output Relationship
28. Cost-Output Relationship	29. Cost-Output Relationship	30. Cost-Output Relationship
31. Cost-Output Relationship	32. Cost-Output Relationship	33. Cost-Output Relationship
34. Cost-Output Relationship	35. Cost-Output Relationship	36. Cost-Output Relationship

## TENTATIVE LESSON PLAN: (MB1913)

**Course Title: ACCOUNTING FOR MANAGERS (MB1913)**

**Section : Sec I MBA** **Date : 16-09-2019**

**Page No : 01 of 02**

**Revision No : 001** **Prepared By : B.KRISHNAIAH**

**Approved By : HOD**

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
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**UNIT –I INTRODUCTION TO ACCOUNTING**

**CO1: To acquaint the student with basic knowledge of Principles of Accounting, Characteristics, Limitations of single entry and double entry system, introduction of books of accounts, final accounts and different roles of modern organization.**

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

1.	<b>UNIT-I: INTRODUCTION TO ACCOUNTING.</b>	16-09-2019	Lecture interspersed with discussions
2.	Meaning and definition accounting	17-09-2019	
3.	Functions of accounting	18-09-2019	
4.	Objectives of accounting	19-09-2019	
5.	Introduction to GAAP	20-09-2019	
6.	Accounting concepts and conventions	23-09-2019	
7.	<b>Accounting process and cycle</b>	24-09-2019	
8.	Classification of accounts	25-09-2019	
9.	Problems on journal entries	26-09-2019 TO 02-10-2019	
10.	Problems on ledger	04-10-2019 TO 10-10-2019	
11.	<b>Problems on trial balance and Final Accounts</b>	14-10-2019 TO 16-10-2019	

**UNIT –II INTRODUCTION TO FINANCIAL ANALYSIS:**

**CO2: Gain knowledge about financial statement analysis, computation of ratios, preparation of funds flow and cash flow statements.**

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

12.	<b>UNIT-II:INTRODUCTION TO FINANCIAL ANALYSIS:</b>	02-01-2020	Lecture interspersed with discussions
13.	Meaning and definition of financial analysis	03-01-2020	
14.	Problems on liquidity ratios	04-01-2020	
15.	Problems on profitability ratios	7-01-2020	
16.	Problems on solvency ratios	9-01-2020	
17.	Problems on activity ratios	10-01-2020	
18.	Problems on funds flow statement	11-01-2020	
19.	Problems on cash flow statement	20-01-2020	

**UNIT – III INTRODUCTION COST CONCEPTS**

**CO3: TO understand about. Nature , scope and computation and various analysis on standard costing, different types of budgets prevailing in the accounting**

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

20.	<b>UNIT IV: INTRODUCTION COST CONCEPTS.</b>	19-11-2019	Lecture interspersed with discussions
21.	Meaning and definition of cost	20-11-2019	
22.	Classification of costs	21-11-2019	
23.	Elements of costs	22-11-2019	
24.	Financial accounting vs management accounting	25-11-2019	
25.	Determinants of product cost	26-11-2019	
26.	Problems on cost sheet	27-11-2019	
27.	Problems on final accounts of joint stock company	28-11-2019	

**UNIT – IV INTRODUCTION TO MANAGEMENT ACCOUNTING**

**CO4: TO understand about. Nature , scope of management accounting and preparation of various functional budgets.**

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


28.	<b>UNIT IV: INTRODUCTION TO MANAGEMENT ACCOUNTING</b>	10-12-19	Lecture interspersed with discussions
29.	Objectives, Merits and demerits of Management accounting	12-12-19	
30.	Classification of budgets	13-12-19	
31.	Preparation of various functional budgets	16-12-19	

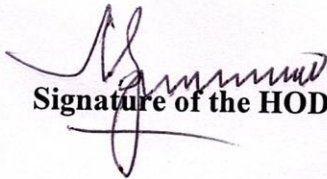
**UNIT – V INTRODUCTION TO STANDARD COSTING:**

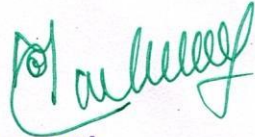
**CO5: To understand about standard costing and variance analysis, types of variances and computation of material and labour variances..**

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

32	<b>UNIT V: INTRODUCTION TO STANDARD COSTING:</b>	21-11-19	Lecture interspersed with discussions
33	Meaning and definition of standard costing & variance analysis	22-11-19	
34	Applications of marginal costing	23-11-19	
35	Breakeven analysis concepts	25-11-19	
36	Computation of material variances	26-11-19	
37	Computation of labor variances.	27-11-19	

  
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## TENTATIVE LESSON PLAN: MB1914

<b>Course Title: Quantitative Techniques For Business Decisions</b>		
<b>Section : 01 (MBA)</b>	<b>Date : 16-09-2019</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 01</b>	<b>Prepared By : P. Naga Srinivasa Rao</b>	<b>Approved By : HOD</b>

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Basic Mathematical and Statistical Techniques.</b>			
<b>CO1:</b> To acquaint the knowledge of mathematical and statistical techniques.			
<b>TB ::</b> 1) Quantitative Techniques in Management---N.D. Vohra			
1.	Linear functions.	16-09-2019	Lecture interspersed with discussions
2.	Logarithmic functions.	17-09-2019	
3.	Quadratic functions, exponential functions.	18-09-2019	
4.	Permutations.	19-09-2019	
5.	Combinations.	19-09-2019	
6.	Matrices- introduction, definition and types of matrices.	20-09-2019	
7.	Elementary operations on matrices.	21-09-2019	
8.	Matrix multiplication.	23-09-2019	
9.	Inverse of a matrix.	24-09-2019	
10.	Cramer's method	26-09-2019	
11.	Matrix inverse method.	29-09-2019	
12.	E row operations.	30-09-2019	

**UNIT -II Measures of central tendency, Dispersion, Correlation, Regression and Probability Theory.**  
**CO2::** To acquaint the students with knowledge of Measures of central tendency, Dispersion and Probability theory.  
**TB::** Statistical Methods. -S.P. Gupta

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Mean, median and mode.	02-10-2019	Lecture interspersed with discussions
14.	Range, mean deviation and standard deviation.	03-10-2019	
15.	Karl Pearson's correlation co efficient.	04-10-2019	
16.	Rank correlation method.	04-10-2019	
17.	Regression lines	05-10-2019	
18.	Regression coefficient	05-10-2019	
19.	Probability theory	07-10-2019	
20.	Definitions of probability	07-10-2019	
21.	Addition law of probability	08-10-2019	
22.	Multiplication law of probability	08-10-2019	
23.	Baye's theorem	09-10-2019	
24.	Binomial distribution	09-10-2019	
25.	Poisson distribution.	10-10-2019	
26.	Normal Distribution.	11-10-2019	

**UNIT - III Introduction to Decision Theory.**  
**CO3:** To gain knowledge about statistical decision theory.  
**TB ::** Operations Research---S.D. Sharma

No. of Periods	TOPIC	Date	Mode of Delivery
27.	Steps involved in decision making.	06-11-2019	Lecture interspersed with discussions

28.	Decision making under certainty	11-11-2019	Lecture interspersed with discussions
29.	Decision making under uncertainty	14-11-2019	
30.	Decision making under risk	19-11-2019	
31.	Decision trees.	23-11-2019	
32.	Graphic display of decision making trees.	25-11-2019	

**UNIT – IV Sampling and Sampling Distributions.**

**CO4: To understand about sampling theory and sampling distributions.**

**TB :: Statistical Methods—S.P. Gupta**

No. of Periods	TOPIC	Date	Mode of Delivery
33.	Introduction to sampling theory.	10-12-2019	Lecture interspersed with discussions
34.	Point and interval estimation.	11-11-2019	
35.	Confidence intervals for means and proportions.	11-11-2019	
36.	Testing of hypothesis.	12-11-2019	
37.	Null and alternative hypothesis.	12-11-2019	
38.	Procedure of hypothesis testing.	13-11-2019	
39.	Parametric and non parametric tests.	13-11-2019	
40.	Z test for single proportion.	14-11-2019	
41.	Z test for two proportions.	14-11-2019	
42.	t test for single mean.	16-11-2019	
43.	t test for two means.	17-11-2019	
44.	Paired t test	18-11-2019	
45.	Problems on z test for single mean.	19-11-2019	
46.	Problems on z test for two means	19-11-2019	
47.	Z test for proportion one sample test problems	20-11-2019	
48.	Z test for two proportions problems	20-11-2019	
49.	t test for single mean problems.	21-11-2019	
50.	T test for two means problems.	23-11-2019	
51.	Paired t test problems.	23-11-2019	
52.	t test for correlation.	24-12-2019	

**UNIT – V Two Sample Tests.**

**CO5: To know and understand the technique of ANOVA**

**TB :: Statistical Methods—S.P. Gupta**

No. of Periods	TOPIC	Date	Mode of Delivery
53.	One sample vs. two sample tests.	26-12-2019	Lecture interspersed with discussions
54.	Chi square test	27-12-2019	
55.	Applications of chi square test	30-12-2019	
56.	Goodness of fit	02-01-2020	
57.	Independence of attributes.	03-01-2020	
58.	ANOVA Technique.	06-01-2020	
59.	One way ANOVA	07-01-2020	
60.	Two way ANOVA	08-01-2020	
61.	Problems on ANOVA	09-01-2020	

62.	Previous question papers	10-01-2020	
63.	Solutions to previous papers	11-01-2020	
64.	Solutions to previous papers.	18-01-2020	

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## TENTATIVE LESSON PLAN: (MB1915)

<b>Course Title: LEGAL AND BUSINESS ENVIRONMENT (MB1915)</b>		
<b>Section : MBA</b>	<b>Date : 16-09-2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : B.V.S.S. SUBBA RAO</b>	<b>Approved By : HOD</b>

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I</b>			
<b>INTRODUCTION: CONCEPT OF BUSINESS ENVIRONMENT</b>			
<b>CO1: To acquaint the student with basic knowledge of Business Environment and its significance.</b>			
<b>TB :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			
1.	<b>UNIT-I: INTRODUCTION: CONCEPT OF BUSINESS ENVIRONMENT.</b>	16-09-2019	Lecture interspersed with discussions
2.	Definition-Characteristics-Environmental factors,	17-09-2019	
3.	Importance at national and international level	18-09-2019	
4.	problems and challenges	19-09-2019	
5.	Environmental Scanning: Importance	20-09-2019	
6.	Environmental Scanning process	23-09-2019	
7.	NITI Aayog:	24-09-2019	
8.	NITI Aayog: It's Role in Economic Development of India	25-09-2019	
9.	Technological Environment: Features	26-09-2019 TO 02-10-2019	
10.	Its impact on Business, Restraints on Technological Growth	04-10-2019 TO 10-10-2019	
11.	<b>Case studies in Unit 1</b>	14-10-2019 TO 16-10-2019	

<b>UNIT –II ECONOMIC AND POLITICAL ENVIRONMENT</b>			
<b>CO2: Gain knowledge about Political &amp; Economic Environment.</b>			
<b>TB :: :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			

12.	<b>ECONOMIC AND POLITICAL ENVIRONMENT</b>	02-01-2020	Lecture interspersed with discussions
13.	Concept-Definition of Economic Environment	03-01-2020	
14.	Economic Systems	04-01-2020	
15.	Relative merits and demerits of each systems	7-01-2020	
16.	Economic Policies-Monetary-Fiscal	9-01-2020	
17.	Industrial policies since independence and their significance	10-01-2020	
18.	Regulatory and promotional framework . Structure of Indian Economy- Nature and significance.	11-01-2020	
19.	Economic Planning- Objectives, Merits, Limitations- Concept and Meaning of Political Environment.	20-01-2020	

<b>UNIT – III INTRODUCTION TO LEGAL ENVIRONMENT</b>			
<b>CO3: TO understand about Legal Environment specially to Indian Context.</b>			
<b>TB :: :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.</b>			

20.	<b>UNIT III: INTRODUCTION TO LEGAL ENVIRONMENT:</b>	19-11-2019	Lecture interspersed with discussions
21.	Business Law: Meaning, scope and need for Business Law	20-11-2019	
22.	Source of Business Law	21-11-2019	
23.	Indian Contract Act 1872	22-11-2019	
24.	Its Essentials, Breach of Contract	25-11-2019	
25.	Intellectual Property Rights	26-11-2019	
26.	Negotiable Instruments Act 1881.	27-11-2019	
27.	Relevant case studies in the unit	28-11-2019	

**UNIT – IV COMPANY ACT 2013:**

**CO4: TO understand about Indian Partnership Act 1962**

**TB :: :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.**


28.	<b>UNIT IV: COMPANY ACT 2013</b>	10-12-19	Lecture interspersed with discussions
29.	Memorandum and Articles of Association	12-12-19	
30.	Partnership Act 1932: Duties of Partners-	13-12-19	
31.	Dissolution of Partnership-Information Technology Act 2000: Digital signature-Cyber Frauds.	16-12-19	


**UNIT – V MISCELLANEOUS ACTS :**

**CO5: To understand about miscellaneous acts of Indian Context**

**TB :: :: K.Aswathappa, Essentials of Business Environment, Himalaya Publishers.**

32	<b>UNIT V: INTRODUCTION TO MISCELLANEOUS ACTS</b>	21-11-19	Lecture interspersed with discussions
33	Sales of Goods Act 1930-Sale- agreement to Sale	22-11-19	
34	Implied Conditions and Warranties	23-11-19	
35	Consumer Protection Act 1986	25-11-19	
36	Competition Act- Environment (Protection) Act 1986	26-11-19	
37	Foreign Exchange Management Act (FEMA).	27-11-19	

  
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## TENTATIVE LESSON PLAN (MB1916)

<b>Course Title: BUSINESS COMMUNICATION &amp; SOFTSKILLS(MB1916)</b>			
<b>Section : Sec 1 MBA</b>	<b>Date : 16/09/2019</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00 \</b>	<b>Prepared By : ANITHA.BH</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction</b>			
CEO1: To acquaint the student with basic knowledge of nature, scope, objectives and process of communication, listening skills.			
<b>TB : Mallika Nawal: —Business Communication, Cengage Learning, New Delhi, 2012</b>			
2.	INTRODUCTION ON COMMUNICATION	16/09/2019	Lecture interspersed with discussions
2.	OBJECTIVES AND PROCESS OF COMMUNICATION	17/10/219	
2.	TYPES OF COMMUNICATION	18/10/2019	
5.	LISTENING TIPS	19/10/2019	
4.	LISTENING SKILLS	0911/2019	
<b>UNIT -II Managing Organizational Communication</b>			
CEO2: To acquaint the student with basic knowledge of interpersonal, intrapersonal communication and exchange theory			
<b>TB:: Mallika Nawal: —Business Communication, Cengage Learning, New Delhi, 2012</b>			
2.	NON VERBAL COMMUNICATION	05/11/2019	Lecture interspersed with discussions
2.	CROSS CULTURAL COMMUNICATION	06/11/2019	
2.	PRESENTATION SKILLS	08/11/2019	
5.	TECHNIQUES OF PRESENTATION	22/11/2019	
4.	INTERVIEWS, TYPES OF INTERVIEWS	30/11/2019	
<b>UNIT - III Non verbal communication and Body Language</b>			
CEO3: To Gain knowledge about non- verbal communication and body language: business etiquettes-across different culture.			
<b>TB:: Sangita Mehta, NeetyKaushish: —Business Communication, University Science Press, New Delhi, 2010</b>			
2.	FORMAL COMMUNICATION	02/12/2019	Lecture interspersed with discussions
1.	INFORMAL COMMUNICATION	03/12/2019	
5.	THEORIES OF INTRAPERSONAL COMMUNICATION	04/12/2019	
2.	INTERPERSONAL COMMUNICATION	10/12/2019	
1.	Exchange theory	10/12/2019	
2.	Developing and Maintaining	11-12-2019	

**UNIT – IV Written communication**

CEO4: To understand about business correspondence: business letter format, meetings and managing meetings.

TB :: Mallika Nawal: —Business Communicationl, Cengage Learning, New Delhi, 2012

1.	MANAGING MOTIVATION TO INFLUENCE INTERPERSONAL COMMUNICATION	16/12/2019	Lecture interspersed with discussions
2.	INTER-PERSONAL PERCEPTION	17/12/2019 /	
2.	ROLE OF EMOTION IN INTER PERSONAL COMMUNICATION	18/12/2019	
2.	COMMUNICATION STYLES	20/12/2019	
3.	BARRIERS OF COMMUNICATION, GATEWAYS TO EFFECTIVE INTERPERSONAL COMMUNICATION	26/12/2019	

**UNIT – V Presentation skills:**

CEO5: To know and understand about Communication skills for group discussion and interviews, Interview Techniques.

TB:Mallika Nawal: —Business Communicationl, Cengage Learning, New Delhi, 2012.

2	BUSINESS WRITING SKILLS-	02/01/2020	Lecture interspersed with discussions
1.	SIGNIFICANCE OF BUSINESS CORRESPONDENCE	03/01/2020	
2.	BUSINESS LETTER AND FORMS	04/01/2020	
2.	REPORT WRITING	07/01/2020	
3.	FORMAL REPORTS – PREPARATION AND ORGANIZATION OF PRESS REPORT.	11/01/2020	

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## TENTATIVE LESSON PLAN(MB191A)

<b>Course Title: CROSS CULTURE MANAGEMENT(MB191A)</b>		
<b>Section : Sec 1 MBA</b>	<b>Date : 16/09/2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : ANITHA.BH</b>	<b>Approved By : HOD</b>

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction of CCM</b>			
CEO1: To acquaint the student with basic knowledge of Cross Culture Concepts, Role of culture in different Organizations.			
TB:: CashbyFranklin,Revitalize yourcorporateculture:PHI,Delhi			
2	INTRODUCTION OF CCM	16/09/2019	Lecture interspersed with discussions
1	FEATURES OF CCM	17/09/2019	
2	IMPORTANCE OF CCM	19/09/2019	
1	DIMENSIONS OF CCM	20/09/2019	
2	STAKEHOLDERS DUTIES, CUSTOMERS,SUPLIERS,CUSTOMERS AND OTHERS	28/09/2019	
<b>UNIT –II CultureandGlobalManagement</b>			
CEO2: To acquaint the student with basic knowledge of global operations like communication, religion, trading			
TB:: CashbyFranklin,Revitalize yourcorporateculture:PHI,Delhi			
2	CULTURE AND GLOBAL MANGEMENT	01/10/2019	Lecture interspersed with discussions
4	GLOBAL BUSINESS SENARIO	11/10/2019	
2	ROLE OF CULTURE IN BUSINESS	14/10/2019	
1	PROCESS OF COMMUNICATION	15/10/2019	
3	COMMUNICATION STRATEGIES OF CCM	31/10/2019	
<b>UNIT - III Cross Culture</b>			
CEO3: To Gain knowledge about cross culture negotiation & decision making it is based on multicultural context like India-Europe/India-US Settings			
TB::EsennDrlarry,RchildressJohn,TheSecretofaWinningCulture:PHI,Delhi			
2	NEGOTIATION AND DM	02/11/2019	Lecture interspersed with discussions
2	PROCESS OF NEGOTIATION	04/11/2019	
3	NEEDED SKILLS FOR NEGOTIATION	06/11/2019	
4	GLOBAL OPERATIONS	07/11/2019	
2	ALIGNING STRATEGY, STRUCTURE & CULTURE IN AN ORGANIZATIONAL CONTEXT.	20/11/2019	



**UNIT – IV Global Human Resources Management**

CEO4: To understand about global operations like staffing and training, motivating and leading of expatriates and repatriates.

TB :: EsennDrlarry,RchildressJohn,TheSecretofaWinningCulture:PHI,Delhi


1	GLOBAL HRM	02/12/2019	Lecture interspersed with discussions
2.	FUNCTIONS OF GHRM	07/12/2019	
1.	CHALLANEGES OF GHRM	09/12/2019	
2.	LEGAL PRACTICES OF GHRM	18/12/2019	
3	EXPATRIATES	21/12/2019	

**UNIT – V Corporate Culture**

CEO5: To know and understand about nature, various applications of successful implementation of culture change phase.

TB :: CashbyFranklin,Revitalize yourcorporateculture:PHI,Delhi

2.	CORPORATE CULTURE IN ORGANIZATION	23/12/2019	Lecture interspersed with discussions
1.	NATURE OF CORPORATE CULTURE	26/12/2019	
2	DESIGN FOR CHANGE BUILDING	27/12/2019	
3	SUCCESSFUL IMPLMENTATION OF CHANGE	03/01/2020	
2	MEASURING ONGOING PROCESS	13/01/2020	

  
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## TENTATIVE LESSON PLAN

<b>Course Title: STRATEGIC MANAGEMENT (MB1631)</b>		
<b>Section :</b> MBA1	<b>Date :</b> 15/7/19	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 001	<b>Prepared By :</b> J SAI SUDHEER KUMAR	<b>Approved By :</b> HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction</b> <b>CO1:</b> Gain knowledge about Vision, Mission and Objectives of the Organisation <b>TB ::</b> Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
1.	Introduction	15/7/19	Lecture intersperse d with discussions
2.	concept in strategic management	16-17/7/19	
3.	strategic management as a process	17/7/2019	
4.	Developing a strategic vision, mission, objectives	19-23/7/2019	
5.	Factors that shape a company's strategy	24/7/2019	
6.	Crafting a strategy	24/7/2019	
<b>UNIT –II Introduction to Environmental scanning</b> <b>CO2:</b> Acquaint the student with knowledge about strengths, weakness, opportunities and threats of the organization <b>TB ::</b> Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
7.	Introduction to Environmental scanning	26/7/2019	Lecture intersperse d with discussions
8.	Industry and competitive analysis	27/7/2019	
9.	Evaluating company resources and competitive capabilities	29-30/7/19	
10.	SWOT analysis	31/7/2019	
11.	Strategies and competitive advantages in diversified companies and its evaluation, Tools and techniques	31/7/2019-5/8//2019	
12.	Porters five force model, BCG matrix, GE matrix	6-7/8/2019	
<b>UNIT - III strategic formulation</b> <b>CO3;</b> To understand about framing of Strategy at various levels. <b>TB ::</b> Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
13	Introduction to strategic formulation, strategy framework for analyzing competition	7-13/8/2019	Lecture interspersed with discussions
14	Porters value chain analysis, competitive advantage of a firm	13-19/8/2019	
15	Exit and entry barriers, formulation of strategy at corporate, business and functional levels	20/8/2019	
16	Types of strategies	21-27/8/2019	
<b>UNIT – IV : strategic implementation</b> <b>CO4;</b> Acquaint the student with knowledge about structures of organization and its impact on Strategy <b>TB ::</b> Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
17	Introduction to strategic implementation, strategy and structure, strategy and leadership, strategy and culture connection	28/8/2019-19/9/2019	Lecture interspersed with discussions
18	operationalizing and institutionalizing strategy, organizational values and their impact on strategy	16-26/9/2019	
19	Resource allocation	26/9/2019	
20	Planning systems for implementation	27/9/2019	

**UNIT – V Strategy evaluation and control****CO5:** Obtain knowledge of Evaluation of strategy and its control**TB ::** Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Introduction to Strategy evaluation and control, establishing strategic controls	28/9/2019	Lecture interspersed with discussions
22	Measuring performance, appropriate measures, role of strategist	30/9/2019-11/10/2019	
23	Using quantitative and qualitative benchmarking to evaluate performance	14/10/2019	
24	Strategic information systems, problems in measuring performance	16-22/10/2019	
25	Strategic surveillance, strategic audit	23-26/10/2019	

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## TENTATIVE LESSON PLAN (MB1632)

Course Title: LEGAL ASPECTS OF BUSINESS(MB1632)		
Section : 01 MBA	Date : 15-7-2019	Page No : 01 of 02
Revision No : 00 1	Prepared By : G.KIRAN	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I :: Importance of Commercial Law</b> CO1:: TO understand the concepts of The Indian Contracts Act, 1872. TB:: S.N.Maheshwari, S.K.Maheshwari: "A Manual of Business Laws", Himalaya Publishing House, 2013.			
1.	The Indian Contracts Act, 1872	15-7-2019	
2.	Nature of the Act	16-7-2019	
3.	Essentials of a Valid Contract	17-7-2019	
4.	Offer	18-7-2019	
5.	Acceptance	19-7-2019	
6.	Capacity	23-7-2019	
7.	Consideration	24-7-2019	
8.	Free Consent	25-7-2019	
9.	Legality of Object	26-7-2019	
10.	Performance of a Contract	29-7-2019	
11.	Discharge of a Contract	30-7-2019	
12.	Breach of a Contract and Remedies	31-7-2019	
<b>UNIT -II :: Sales of Goods Act</b> CO2:: TO acquaint the student Gain the knowledge on Sales of Goods Act, Consumer Protection Act, 1986, AND Information Technology Act 2000. TB:: S.N.Maheshwari, S.K.Maheshwari: "A Manual of Business Laws", Himalaya Publishing House, 2013.			
13.	Sales of Goods Act	1-8-2019	Lecture interspersed with discussions
14.	Distinction between Sales and Agreement to Sell	2-8-2019	
15.	Conditions and Warranties	5-8-2019	
16.	Performance of Contract of Sale	6-8-2019	
17.	Transfer of Ownership	7-8-2019	
18.	Rights of an Unpaid Seller	8-8-2019	
19.	Consumer Protection Act, 1986	9-8-2019	
20.	Consumer Right	14-8-2019	
21.	Information Technology Act 2000.	16-8-2019	
<b>UNIT::III Contract of Agency</b> CO3:: TO understand the concepts of Contract of Agency TB:: TB:: S.N.Maheshwari, S.K.Maheshwari: "A Manual of Business Laws", Himalaya Publishing House, 2013.			
22.	Contract of Agency	19-8-2019	
23.	Creation of Agency	20-8-2019	

24.	Duties and Rights of Principal and Agents	21-8-2019	
25.	Principal's Liability for the Acts of the Agent	26-8-2019	
26.	Termination of Agency	27-8-2019	
27.	Negotiable Instruments Act, 1881	30-8-2019	
28.	Kinds of a Negotiable Instruments	31-8-2019	
29.	endorsement	16-9-2019	
30.	Presentation, discharge of Negotiable Instrument	18-9-2019	

UNIT::IV Indian Partnership Act, 1932

CO4:: TO Gain the knowledge about Indian Partnership Act, 1932.

TB:: TB:: S.N.Maheshwari, S.K.Maheshwari: "A Manual of Business Laws", Himalaya Publishing House, 2013.

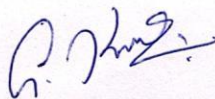
31.	Indian Partnership Act, 1932	23-9-2019	Lecture interspersed with discussions
32.	Essentials of Partnership	24-9-2019	
33.	Registration	25-9-2019	
34.	Tests of Partnership	26-9-2019	
35.	Duties and Rights of Partners	27-9-2019	
36.	Dissolution of Partnership	30-9-2019	

UNIT::V:: Company Act 1956.

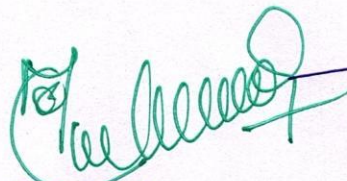
CO5:: TO Evaluation of Formation of companies.

TB:: TB:: S.N.Maheshwari, S.K.Maheshwari: "A Manual of Business Laws", Himalaya Publishing House, 2013.

37.	Company Act 1956	1-10-2019 11-10-2019	Lecture interspersed with discussions
38.	Nature and Types of Companies	14-10-2019	
39.	Formation of companies	15-10-2019	
40.	Memorandum of Association	16-10-2019 19-10-2019	
41.	Articles of Association	21-9-2019 22-9-2019	
42.	Kinds of Shares	22-10-2019 23-10-2019	
43.	Duties of Directors-Winding up	25-10-2019 30-10-2019	



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## TENTATIVE LESSON PLAN (MB1633)

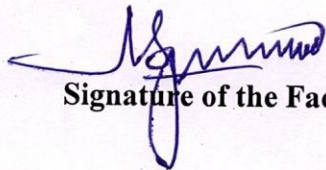
<b>Course Title: BUSINESS ETHICS &amp; CORPORATE GOVERNANCE (MB1633)</b>		
<b>Section :</b> MBA1	<b>Date :</b> 15/7/19	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 001	<b>Prepared By :</b> Dr.N SUBRAMANYAM	<b>Approved By :</b> HOD

Tools : Black board, PPTs,

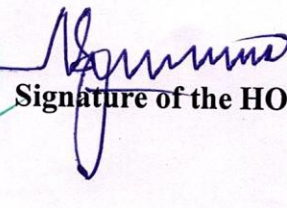
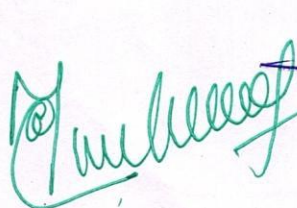
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Importance of Business Ethics</b>			
CO1: Acquaint the student with basic knowledge of Ethics, Business Ethics and its theories.			
TB :: S.K.Mandal: "Ethics in Business and Corporate Governance", TMH, New Delhi, 2012.			
1.	Introduction to Business Ethics, importance	15/7/19	Lecture interspersed with discussions
2.	Values and Ethics	16/7/19	
3.	Business ethics and law	17-19/7/19	
4.	Ethics in work place, management and ethics	20-22/7/19	
5.	Ethical decision making, theories of business ethics	23-24/7/19	
6.	Indian ethical traditions	25-27/7/19	
<b>UNIT –II Impact of Globalization on Indian Business Ethics</b>			
CO2: Obtain knowledge of Different Ethical attitudes.			
TB :: S.K.Mandal: "Ethics in Business and Corporate Governance", TMH, New Delhi, 2012.			
7.	Introduction to Impact of globalization on Indian business ethics	29-30/7/19	Lecture interspersed with discussions
8.	Reasons for unethical practices among Indian Indian companies	31/7/19	
9.	Development of Indian capital markets	2/8/19	
10.	Various studies on ethical attitude of managers	3-13/8/19	
11.	Major Indian scams	14-22/8/19	
<b>UNIT - III Ethics in Marketing, HRM and Finance</b>			
CO3; To Gain knowledge about Ethics in HRM, Marketing, Finance etc.			
TB :: S.K.Mandal: "Ethics in Business and Corporate Governance", TMH, New Delhi, 2012.			
12	Product safety and pricing, ethical responsibility in product	26-27/8/19	Lecture interspersed with discussions
13	Advertising and target marketing ethics of sales, advertising and product placement and consumer autonomy	28-30/8/19	
14	Ethics in HRM & Finance, HR related ethical issues	12-18/9/19	
15	Institutional culture, frauds in banks, measures against bank frauds, frauds in insurance sector	21-25/9/19	
16	Product safety and pricing, ethical responsibility in product	26-27/8/19	
<b>UNIT – IV : Corporate Governance</b>			
CO4; To understand about Corporate Governance			
TB :: S.K.Mandal: "Ethics in Business and Corporate Governance", TMH, New Delhi, 2012.			
17	Corporate governance overview, theory & practice of governance	26/9/19-10/10/19	Lecture interspersed with discussions
18	Indian model of governance, Good corporate governance	11-15/10/19	
19	Land marks in emergence of governance OECB principles	17/10/19	
20	Sarbanes oxley Act 2002, SEBI Initiatives	18/10/19	

**UNIT – V Corporate Governance Indian Scenario****CO5:** To know the importance of Ethics and Social Responsibilities.**TB ::** S.K.Mandal: "Ethics in Business and Corporate Governance", TMH, New Delhi, 2012.

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Role of government in ensuring corporate governance	19/10/19	Lecture interspersed with discussions
22	Governance issues relating to Board of Directors	21/10/19	
23	Duties and Responsibilities of Auditors, governance under limited competition	22-23/10/19	
24	Role of media	25-26/10/19	
25	Corporate governance in developing and transiting economies	30/10/19-2/11/19	



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## TENTATIVE LESSON PLAN (MB1634)

<b>Course Title: LEADERSHIP MANAGEMENT (MB1634)</b>		<b>SEM/YR: I/II MBA</b>
<b>Section : Sec 11 / 17/18</b>	<b>Date : 08/07/2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : ANITHA.BH</b>	<b>Approved By : HOD</b>

**Tools : Black board**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Introduction to LM</b>			
<b>CO1 : Determine the meaning of leadership and its importance</b>			
<b>TB:: W John (2008), Management – A Competency Based Approach, New Delhi, Cengage Learning</b>			
1.	Introduction to LM	0807-2019	Lecture interspersed with discussions
2.	Leadership management nature	09-07-2019	
3.	Scope of LM	10-07-2019	
4.	Path goal and normative model	11-07-2019	
5.	Emerging leadership behavior	12-07-2019	
6.	Leadership for new millennium organization	14-07-2019	
7.	Leadership effectiveness	16-07-2019	
8.	Types of leadership theories	24-07-2019 27-07-2019	
<b>UNIT -II Motivation Theories for Leadership</b>			
<b>CO2: Outline motivational theories and cultural dimensions</b>			
<b>TB:: Peter G. Northouse, Leadership, 2010, Sage</b>			
9.	Maslow's theory of motivation	29-07-2019	Lecture interspersed with discussions
10.	X,Y,Z theories of motivation	30-07-2019	
11.	Hierarchy theory of motivation	30-07/2019	
12.	Porter Lawler theories of motivation	2-08-2019	
13.	Organizational culture	3-08-2019	
14.	Quality of work life	5-08-2019	
15.	Cross culture	13-08-2019	
16.	Cross culture values	16-08-2019	
<b>UNIT - III Leadership development</b>			
<b>CO3: Correlate leadership with learning and attitude</b>			
<b>TB:: Peter G. Northouse, Leadership, 2010, Sage</b>			
17.	Continuous and principles of learning	17-08-2019	
18.	Development of effective leadership	20-08-2019	
19.	Vision and goals of organizational leadership	27-08-2019	
20.	Leadership attitude	31-08-2019	



	Leaders vision in organization building	16-09-2019	Lecture interspersed with discussions
22.	Developing and Maintaining	18-09-2019	
23.	positive attitude for effective leading.	20-09-2019	
24.	significance of goals for leaders	22-09-2019	
<b>UNIT – IV Leader Self management</b>			
<b>CO4:: Determine the factors necessary developing leadership</b>			
TB :: Lussir, <b>Effective Leadership</b> , 2009, Cengage			
25.	Development of self esteem and balancing emotions	23-09-2019	Lecture interspersed with discussions
26.	Interpersonal leadership skills	24-09-2019	
27.	Leaderships assertiveness	25-09-2019	
28.	Leadership with edification	26-09-2019	
29.	Leadership with creativity	28-09-2019	
30.	Leadership with integrity	28-09-2019	
31.	Principles of team building	30-09-2019	
32.	Developing character and values.	14-10-2019	
<b>UNIT – V Leadership across Globe</b>			
<b>CO5: Focus on leadership styles in other countries</b>			
TB :: Roger J Kashlak, <b>International Management</b> , New Delhi, Tata McGraw Hill.			
33.	Characteristics of global leadership	19-10-2019	Lecture interspersed with discussions
34.	Challenges in leadership varying culture	20-10-2019	
35.	Leadership in US	25-10-2019	
36.	European Leadership	27-10-2019	
37.	Corporate social responsibility across globe	30-10-2019	

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## TENTATIVE LESSON PLAN (MB1635)

<b>Course Title:</b> SAPM (MB1635)		
<b>Section :</b> MBA 1	<b>Date :</b>	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 001	<b>Prepared By :</b> DR.M.VEERA BADHRA RAO	<b>Approved By :</b> HOD

**Tools :** Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I</b> Concept of Investment Education <b>CO1:</b> To know about investment, speculations and basics of primary and secondary markets <b>TB ::</b> Security Analysis and Portfolio Management Punithavathy Pandian			
1.	Investment Vs Speculation	20-07-2019	Lecture interspersed 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	
<b>UNIT -II</b> Equity and Bond Valuation Models <b>CO2:</b> Will get to know about the types of shares and bonds, valuation of bonds, shares and bonds pricing theory <b>TB ::</b> Security Analysis and Portfolio Management Punithavathy Pandian			
6.	Preference Shares and Equity Shares	02-08-2019	Lecture interspersed 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	
<b>UNIT - III</b> Investment Analysis <b>CO3;</b> To know about the technical analysis and fundamental analysis, market. <b>TB ::</b> 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	
<b>UNIT - IV :</b> Portfolio Analysis and Selection <b>CO4;</b> : Will get awareness on elements, composition of portfolio and management of portfolio <b>TB ::</b> 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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## TENTATIVE LESSON PLAN: MB1638

<b>Course Title: COMPENSATION AND REWARD MANAGEMENT (MB1638)</b>		
<b>Section : 00-01</b>	<b>Date : 08-07-2019</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 001</b>	<b>Prepared By : Mrs. B.INDIRA</b>	<b>Approved By : HOD</b>

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	08-07-2019	Lecture interspersed with discussions
1	Objectives and dimensions of compensation program	09-07-2019	
1	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy	10-07-2019	
2	Aligning compensation strategy with business strategy	11,12-07-2019	
1	Concept of reward - non-financial compensation system-Reward management process -	15-07-2019	
2	Designing a compensation system – internal and external equity	17,18-07-2019	
2	Pay determinants	19,22-07-2019	
1.	Frame work of compensation policy	23-07-2019	
2.	Influence of pay on employee attitude and behavior - the new trends in compensation management at national and international level.	25,26-07-2019	

### 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	01,02-08-2019	Lecture interspersed with Discussions
1	Introduction to basic job evaluation methods	05-08-2019	
3	Compensation Structure	06,07,08-08-2019	
1	History and past practices,	12-08-2019	
2	elements of ,management compensation	13,14-08-2019	
1	Types of compensation system	19-08-2019	
1	Role of compensation and Reward in modern organizations	20-08-2019	
2	compensation surveys Incentive. payments and its objectives	21,22-08-2019	

**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	26-08-2019	Lecture interspersed with discussions
2	Wage surveys and examples	27,28-08-2019	
1	Administration Of Wage And Salary	29-08-2019	
2	Principles Of Wage And Salary	30,31-08-2019	
1	Components of wages	09-09-2019	
2	Theory of wages	10,11-09-2019	
4	Wage differentials-Importance Wage differentials in India-Executive compensation plan	12,13,16-09-2019	

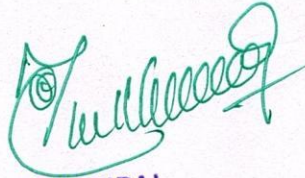
**UNIT – IV CONTROL SYSTEMS FOR LABOUR COSTS****CO4:: To gain knowledge over the practical applications of control systems for labour costs.****TB:: A.M.Sarma, N.Sambasiva Rao: "Compensation and Performance management", Himalaya Publishing House, Mumbai**

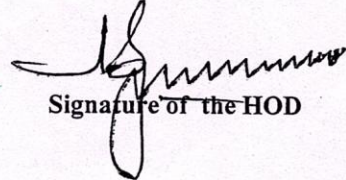
No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to labour	17-09-2019	Lecture interspersed with discussions
1	Direct and Indirect labour	18-09-2019	
2	Role of various departments	19,20-09-2019	
1	The personnel department	23-09-2019	
2	Industrial engineering department	24,25-09-2019	
2	Types of worker Payroll department	27,28-09-2019	
1	Process and steps for preparation of payroll	14-10-2019	
1	Wage analysis	15-10-2019	
2	Cost accounting treatment of wages components	16,17-10-2019	
2	Compensation surveys-Profit sharing.	18,19-10-2019	

**UNIT – V PAY STRUCTURE AND TAX PLANNING****CO5:: The 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	21-10-2019	Lecture interspersed with discussions
1	Compensation Structures	22-10-2019	
2	Performance based and Pay based structures	23,24-10-2019	
1	Designing pay structures	25-10-2019	
2	comparison in evaluation of different types of pay Structures	26,28-10-2019	
1	Significance of factors affecting	29-10-2019	
1	Tax Planning- Concept of Tax planning	30-10-2019	
1	Role of tax planning in compensation benefits	31-10-2019	
1	Tax efficient compensation package	04-11-2019	
2	Fixation of tax liability salary restructuring.	05,06-11-2019	

  
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## TENTATIVE LESSON PLAN: MB1639

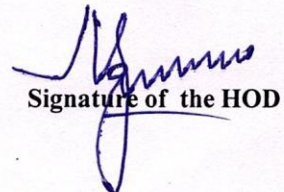
<b>Course Title: BANKING &amp; INSURANCE (MB1639)</b>		
<b>Section : 00 MB</b>	<b>Date : 15/7/19</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : B.V.S.S. SUBBA RAO</b>	<b>Approved By : HOD</b>


Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO BANKING</b>			
<b>CO1 The Concept of Indian Financial System, Role of Commercial Banks &amp; Financial Statement analysis of Banks are understood.</b>			
<b>TB :: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : “ Banking &amp; Insurance”, Thakur Publication, Hyderabad.</b>			
1	Introduction to Banking	15-7-19	Lecture interspersed with discussions
1	Introduction to Financial System	16-7-19	
1	Meaning of Bank & Customer	17-7-19	
1	Bank & Customer Relationship	18-7-19	
1	Role of Commercial Banks	20-7-19	
1	Role of Commercial Banks in Indian Economy	22-7-19	
2	Evolution of Banking in India	23-7-19	
1	Nationalization of Banks in India	24-7-19	
1	Financial Statements of Banks – Introduction	25-7-19	
2	CAMEL Approach – Concept	26-7-19	
<b>UNIT –II USES OF BANK FUNDS</b>			
<b>CO2:: The concepts of Bank Credit, Management of Credit Process, Loan Pricing &amp; Non-Performing Assets are gained.</b>			
<b>TB:: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : “ Banking &amp; Insurance”, Thakur Publication, Hyderabad.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Features of Bank Credit - types of lending	19-10-19	Lecture interspersed with Discussions
1	assessment of credit worthiness of a prospective borrower	21-10-19	
2	management of credit process - different types of loans and their features	22-10-19	
1	Loan Pricing: The basic model	23-10-19	
2	pricing fixed & floating rate loans	24-10-19	
1	cost -benefit loan pricing, Customer Profitability Analysis	25-10-19	
2	Non Performing Assets: - gross and net concept of NPAs	26-10-19	
1	causes, implications & recovery of NPAs.	28-10-19	
<b>UNIT - III Regulation and Innovations in Banking System</b>			
<b>CO3 : Regulation &amp; Innovations in Indian banking system is attained.</b>			
<b>TB :: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : “ Banking &amp; Insurance”, Thakur Publication, Hyderabad.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Regulation and Innovations in Banking System	30-7-19	Lecture interspersed with discussions
4	Regulation of Bank Capital: The need to regulate Bank Capital	31-7-19	
1	Concept of Economic Model - Concept of Regulatory Capital	1-8-19	
2	Basel Accords I,II and III. - Banking Innovations	2-8-19	

1	Changing role of Banks as Financial Intermediaries.	3-8-19	
<b>UNIT – IV INTRODUCTION TO INSURANCE</b>			
<b>CO4: The concepts of Insurance, Principles, Functions of Insurers, Marketing Channels &amp; Overview of IRDA is understood.</b>			
<b>TB: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : “ Banking &amp; Insurance”, Thakur Publication, Hyderabad.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Insurance as a Risk Management Tool- Principles of Insurance	26-8-19	Lecture interspersed with discussions
2	Characteristics of Insurance contract - Functions of Insurers	27-8-19	
3	Production, Underwriting, Rate Making, Managing Claims	28-8-19	
1	Investment & Financing, Accounting & Record Keeping	31-8-19	
4	Types of Insurers- Concept of Reinsurance	07-9-19	
3	Agents & brokers –professionalism, remuneration	13-9-19	
<b>UNIT – V LIFE INSURANCE AND GENERAL INSURANCE</b>			
<b>CO5: Concept of Life Insurance, Tax Treatment, Actuarial Science, Health &amp; General Insurance is understood.</b>			
<b>TB: Dr. M.V. Sreenivasa Rao &amp; Dr. P.S. Ravindra : “ Banking &amp; Insurance”, Thakur Publication, Hyderabad.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Life Insurance and General Insurance	26-9-19	Lecture interspersed with discussions
3	The concept of Life Insurance - types of Life Insurance contracts	30-9-19	
2	Tax treatment of Life Insurance- Life Insurance Products	1-10-19	
3	The Actuarial Science- Provisions of Life Insurance contracts	15-10-19	
1	Health and General insurance–Overview, Types, Third Party Administrator	16-10-19	

  
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## TENTATIVE LESSON PLAN: (MB163C)

<b>Course Title: PERFORMANCE MANAGEMENT (IMB163C)</b>		
<b>Section : MBA 1</b>	<b>Date : 08-07-2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00 1</b>	<b>Prepared By : SK SHAFIULLAH</b>	<b>Approved By : HOD</b>

Tools : Black board

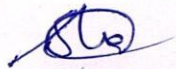
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO PERFORMANCE MANAGEMENT</b>			
<b>CO1: To gain knowledge performance measurement, its background, influencing factors and consequences of in organization. They can processes for managing performance – critical appraisal-Performance Audit</b>			
<b>TB::Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.</b>			
1.	<b>UNIT –I Introduction To Performance Management</b>	<b>08-07-2019</b>	Lecture interspersed with discussions
2.	Introduction to Performance management	<b>09,10-07-2019</b>	
3.	Definition and scope of Performance management	<b>11,12-07-2019</b>	
4.	Concerns of performance management	<b>14,15-07-2019</b>	
5.	Productivity, planning measurement	<b>16,17-07-2019</b>	
6.	Continuous improvement, continuous development	<b>19,20-07-2019</b>	
7.	Historical development of performance management	<b>21,22-07-2019</b>	
<b>UNIT –II INTRODUCTION TO PERFORMANCE MANAGEMENT PLANNING</b>			
<b>CO2: To imparts knowledge on Goal Setting-Linkages to Strategic Planning- Competency mapping- Career Development- Monitoring Performance Planning</b>			
<b>TB::Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.</b>			
8.	<b>UNIT –II Introduction To Performance Management Planning</b>	<b>25,26-07-2019</b>	Lecture interspersed with discussions
9.	Introduction of Performance management planning	<b>27,28-07-2019</b>	
10.	Need of PM, Importance of PM planning	<b>29,30-07-2019</b>	
11.	Approaches to pm planning	<b>02,04-08-2019</b>	
12.	Performance planning process	<b>06,07-08-2019</b>	
13.	Strategic planning linkages to strategic planning	<b>07,09-08-2019</b>	
14.	Barriers to performance planning	<b>08,10-08-2019</b>	
15.	Competency mapping steps,	<b>12,13-08-2019</b>	
16.	Methods of competency mapping	<b>15,16-08-2019</b>	
<b>UNIT - III PERFORMANCE MANAGEMENT SYSTEM</b>			
<b>CO3: To Focuses on nurturing the students in the area of Performance Management Cycle- Competency based Performance Management Systems- If also emphasizes on Traditions and Modern Techniques, Balanced Score Card- 360 Degree Performance Apprising- Merit Rating</b>			
<b>TB::Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.</b>			
17.	<b>Unit-III: Introduction Performance Management System</b>	<b>17,18-08-2019</b>	Lecture interspersed with discussions
18.	Meaning and definition of Performance Management System	<b>19,20-08-2019</b>	
19.	Objectives ,functions, phases of performance mgt system	<b>21,23-08-2019</b>	
20.	Competency based performance management system	<b>25,26-08-2019</b>	
21.	Reward based PMS, Electronic PMS	<b>27,28-08-2019</b>	
22.	Process of Appraisal system design	<b>29,30-08-2019</b>	
23.	HR Decisions	<b>09,10-09-2019</b>	

**UNIT – IV PERFORMANCE MONITORING AND COUNSELING****CO4 To understand Monitoring Process- Periodic reviews- Problem solving Coaching- Counseling and Monitoring- Concepts and Skills****TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.**

24.	<b>UNIT – IV Introduction of Performance Monitoring and Counseling</b>	<b>11,12-09-2019</b>	Lecture interspersed with discussions
25.	Meaning and definition Performance Monitoring and Counseling:	<b>12,13-09-2019</b>	
26.	Performance & Monitoring introduction ,objectives	<b>14,15-09-2019</b>	
27.	Principles and process of monitoring system	<b>16,17-09-2019</b>	
28.	Methods of performance monitoring	<b>18,09-2019</b>	
29.	Periodic reviews, problem solving	<b>20,21-09-2019</b>	
30.	Problems on final accounts of joint stock company	<b>23,24-09-2019</b>	

**UNIT – V PERFORMANCE MANAGEMENT SKILLS****CO5: To focuses on training students in the area of Building and leading High performing team, team oriented organizations, developing and leading high performing teams****TB::Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.**

30	<b>UNIT V: Introduction to Performance management skills</b>	<b>25-09-2019</b>	Lecture interspersed with discussions
31	Operational change through performance management	<b>26,27-09-2019</b>	
32	High performance teams characteristics, procedures	<b>29,30-09-2019</b>	
33	Developing and Leading high performance teams	<b>03,05-10-2019</b>	
34	Role of leadership	<b>06,08-10-2019</b>	
35	Characteristics of leader	<b>10-10-2019</b>	

  
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## TENTATIVE LESSON PLAN: MB163D

<b>Course Title: ADVANCED MANAGEMENT ACCOUNTING (MB163D)</b>		
<b>Section : 00 MBA</b>	<b>Date : 15-07-19</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : B.KRISHNAIAH</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction: Employment of Management Accounting</b>			
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.			
2	Employment of management accounting	15-7-19	Lecture interspersed with discussions
1	Human Resource Accounting	16-7-19	
2	Need for Harmonization of International Accounting Standards	17-7-19	
1	Role of management accountant	18-7-19	
2	Financial accounting control	20-7-19	
1	Management information system	22-7-19	
2	Role of MIS	23-7-19	
<b>UNIT –II Financial Analysis</b>			
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	21-10-19	
2	Funds flow analysis	22-10-19	
1	Cash flow analysis	23-10-19	
2	Ratio analysis	24-10-19	
1	Trend analysis and depreciation methods	25-10-19	
<b>UNIT - III Budget</b>			
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	30-7-19	Lecture interspersed with discussions
4	Financial Vs Operation budgets	31-7-19	
1	Short term Vs long term budgets	1-8-19	
2	Preparation of sales, purchase budgets	2-8-19	
1	Preparation of material , labor and cash budgets	3-8-19	
<b>UNIT – IV Marginal Costing</b>			
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	
1	Addition, deletion and alteration of mix	31-8-19	
4	Plant shut down decision, profit planning decision	07-9-19	
3	Plant shut down decision new product ,level of activity planning	13-9-19	

**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	Lecture interspersed with discussions
3	Steps involved in standard costing	30-9-19	
2	Material variance	1-10-19	
3	Labour variance	15-10-19	
1	Overhead variance and sales variance	16-10-19	

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## TENTATIVE LESSON PLAN: MB163G

Course Title: STRATEGIC HRM (MB163G)		Course code: MB163G	
YEAR :II SEM: I MBA	Date : 15/07/2019	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
<b>UNIT-I Human Resource Strategy</b> <b>CO1: Become familiar with a basic concepts of HR strategy</b>  <b>TB: Fombrum Charles &amp; Tichy: Strategic Human Resource management</b>			
	<b>UNIT – 1 Introduction</b>		Lecture interspersed with discussions
1	Importance of Human Resources to Strategy-	15-07-2019	
2	Human Resources contribution to strategy	16	
3	Strategy driven role behaviors and practices	18	
4	Organizational Learning	20	
5	Human Resource Manager	22	
6	Strategic planning	23-07-2019	
<b>UNIT-II Strategy Implementation</b>  <b>CO2: Gain knowledge about Strategy Implementation</b>  <b>TB: Fombrum Charles &amp; Tichy: Strategic Human Resource management</b>			
	<b>UNIT – 2 Strategy Implementation</b>		Lecture
17	Strategy Implementation	24-07-2019	

18	Work - force utilization and Employment practices	25	interspersed with discussions
19	Efficient utilization of Human resources	26	
20	Dealing with employee surpluses	30	
21	Dealing with employee shortages	02	
22	Selection of employees	05-08-2019	

**UNIT-III Strategy Implementation**

**CO3: Become familiar with the concepts of Strategy Implementation**

**TB: Fombrum Charles & Tichy: Strategic Human Resource management**

	<b>UNIT – 3 Strategy Implementation</b>		Lecture
32	Strategy Implementation:.	06-08-2019	interspersed with discussions
33	Reward and Development Systems Strategically oriented performance measurement systems	09-08-2019	
34	performance measurement systems	13-08-2019	
35	Oriented performance measurement systems	6-08-2019	
36	Strategically oriented compensation system	25-08-2019	

**UNIT-IV Strategic Human Resource Development**

**CO4: Gain knowledge about concept of Strategic Human Resource Development**


**TB: Fombrum Charles & Tichy: Strategic Human Resource management**

	<b>UNIT – 4 Compensation Management</b>		Lecture
41	Strategic Human Resource Development	27-08-2019	interspersed with
42	Human Resource Development	30-08-2019	

43	linkages with strategic Business Planning (SBP)	12-09-2019	discussions
44	Organizing and structuring of Human Resource Development in an organization Building core competencies through Human Resource Development	25-09-2019	
45	Competency mapping approaches	27-09-2019	
<b>UNIT-V Human Resource Evaluation:</b> <b>CO5: Become familiar with Human Resource Evaluation:</b> <b>TB: Fombrum Charles &amp; Tichy: Strategic Human Resource management</b>			
	<b>UNIT – 5 Human Resource Evaluation:</b>		Lecture interspersed with discussions
55	Human Resource Evaluation:	10-10-2019	
56	Overview of evaluation	21-10-2019	
57	Approaches to evaluation	25-10-2019	
58	Evaluation Strategic contributions of Traditional Areas	27-10-2019	
59	Strategic contributions of Traditional Areas	30-10-2019	
60	Evaluating Strategic Contribution of Emerging Areas	01-11-2019	

  
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## TENTATIVE LESSON PLAN: MB163H

<b>Course Title: STRATEGIC FINANCIAL MANAGEMENT ( MB163H )</b>			
<b>Section : MBA</b>	<b>Date : 08-07-2019</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00 \</b>	<b>Prepared By : B.CHINNI</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO CORPORATE POLICY</b>			
<b>CO1:</b> Describe the meaning and concept of strategic financial management and corporate policy			
<b>TB ::</b> I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi			
1.	<b>CORPORATE POLICY</b>	08-07-2019	Lecture interspersed with discussions
2.	Strategic Financial Planning	09-07-2019	
3.	changing complexion of regulatory framework	10-07-2019	
4.	Shareholder Value Creation (SCV)	11-07-2019	
5.	Market Value Added (MVA)	12-07-2019	
6.	Market-to-Book Value (M/BV)	13-07-2019	
7.	Economic Value Added (EVA)	15-07-2019	
8.	Managerial Implications of Shareholder Value Creation	16-07-2019	
9.	Corporate Risk Management	17-07-2019	
10.	Understanding the firms Strategic Exposure	18-07-2019	
<b>UNIT –II: Corporate Financial Strategies</b>			
<b>CO2:</b> Explain the concept of corporate financial strategies			
<b>TB ::</b> I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi			
11.	Corporate Financial Strategies	24-07-2019	Lecture interspersed with discussions
12.	Capital Structure Planning	25-07-2019	
13.	EBIT, EPS, ROE analysis	26-07-2019	
14.	Financial Options and Value of the Firm	27-07-2019	
15.	Dividend Policy and Value of the Firm	29-07-2019	
16.	Growth and External Financing Requirement. (Problems)	30-07-2019	
<b>UNIT –III Corporate Investment Strategy</b>			
<b>CO3:</b> Distinguish between net present value and rate of return.			
<b>TB ::</b> I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
17.	Techniques of Investment Appraisal Under Risk and Uncertainty	05-08-2019	Lecture interspersed with discussions
18.	Risk Adjusted Net Present Value	06-08-2019	
19.	Risk Adjusted Internal Rate of Return	07-08-2019	
20.	Capital Rationing	08-08-2019	
21.	Decision Tree Approach for Investment Decisions	09-08-2019	
22.	Evaluation of Lease Vs Borrowing Decision	10-08-2019	



23.	Long term investment plans analysis with risk and return.	30-08-2019	
24.	Problems on lease	31-08-2019	
<b>UNIT IV: Corporate Financial Engineering:</b>			
<b>CO4:</b> Compare and contrast corporate financial engineering concepts			
<b>TB ::</b> I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
25.	<b>Corporate Financial Engineering</b>	09-09-2019	
26.	Merger Strategy , Theories of Mergers	10-09-2019	Lecture interspersed with discussions
27.	Horizontal and Conglomerate Mergers	11-09-2019	
28.	Merger Procedure	12-09-2019	
29.	Valuation of Firm – Financial Impact of Merger	13-09-2019	
30.	Merge and Dilution Effect on Earnings Per Share	14-09-2019	
31.	Merger and Dilution Effect on Business Control.	23-09-2019	
32.	Problems on mergerand dilution.	24-09-2019	
<b>UNIT IV: Corporate Restructuring</b>			
<b>CO5:</b> Research on corporate restructuring			
<b>TB ::</b> I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
33	Takeover Strategy	30-09-2019	Lecture interspersed with discussions
34	Types of Takeovers	11-10-2019	
35	Negotiated and Hostile Bids	14-10-2019	
36	Takeover Procedure	15-10-2019	
37	Takeover Defenses	22-10-2019	
38	Takeover Regulations of SEBI	26-10-2019	
39	Sell offs – Spin Offs – Leveraged Buyouts	30-10-2019	
40	Buy back shares —	31-10-2019	
41	Alignment of Interest	01-11-2019	
42	Corporate Governance. (Problems)	02-11-2019	

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