

## TENTATIVE LESSON PLAN (19IM201)

<b>Course Title: ENGLISH-II(19IM201)</b>		
<b>Section :</b> MBA	<b>Date :</b> 30-12-2019	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<b>Prepared By:</b> PRAVEEN GOLLA	<b>Approved By :</b> HOD

**Tools :** Black board

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I OPERATIONAL SKILLS</b> <b>CO1: The students learn about the definition, types and benefits of Communication</b> <b>TB :: The 7 Habits of Highly Effective People – Stephen R. Covey</b>			
1.	<b>UNIT-I. OPERATIONAL SKILLS:</b>		Lecture interspersed with discussions
2.	Different ways of communicating	From : 30-12-2019  To  21-01-2020	
3.	fluency, accuracy, and formulation		
4.	Communication for influencing		
5.	Purpose of Oral communication		
6.	Organizing a meeting		
7.	The interview with Media		
8.	Presentations		
9.	Writing Formal letters and Business letters		
10.	Preparation of Material: Selecting material, planning, arrangement		
11.	Research papers, Dissertation writing.		
<b>UNIT –II MANAGEMENT SKILLS:</b> <b>CO2: They gain awareness about Time Management and Business Etiquettes</b> <b>TB :: How to Win Friends and Influence People– Dale Carnegie</b>			
12.	<b>MANAGEMENT SKILLS:</b>		Lecture interspersed with discussions          Lecture interspersed with discussions
13.	Time Management -Mind& Memory Management	From : 22-01-2020  To  03-02-2020	
14.	Motivational Skills Motivation		
15.	Importance of commitment - Showing self confidence		
16.	Achieving Success - Fashion, Strategies		
17.	International Business Protocol -		
18.	Multi Cultural Changes - Cultural awareness		
19.	Learning about the Communication styles of various clients		
20.	Dos & Don'ts on the telephone - Taking the leave message		
21.	Ground rules for a conference calls - Using the „mute „function		
22.	Personal grooming - Punctuality, Body language		
<b>UNIT –III LEADERSHIP SKILLS:</b> <b>CO3: They gain Knowledge of decision making and leadership skills</b> <b>Developing the Leader Within You– John C. Maxwell</b>			

23.	<b>LEADERSHIP SKILLS.</b>	From : 04-02-2020  To 20-02-2020	Lecture interspersed with discussions
24.	Quick Learning		
25.	Pro- Activeness		
26.	Decision making		
27.	Situational leadership		
28.	Motivating Employees		
29.	Paerto Analysis		
30.	Force field Analysis		
31.	PMI – plus, minus, Interest		
32.	Stress - Conflict Management		

**UNIT –IV THINKING SKILLS**

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

The 360 Degree Leader- John C. Maxwell

46	<b>THINKING SKILLS:</b>	From : 02-03-2020  To 21-03-2020
47	Positive Thinking	
48	Logical Thinking - Lateral Thinking	
49	Avoiding traditional ways of looking for solutions	
50	Using imagination to look at a problem differently - Recognize dominant Ideas	
51	How to improve self confidence	
52	To look failures as stepping stones	
53	To Strengthen self esteem	
54	Creative Thinking	
55	Intellectual Property privileges	

**UNIT –V SOCIAL SKILLS**

**CO5: Honesty, Positive attitude, Courtesy and other soft skills are learnt by the students.**

The 360 Degree Leader- John C. Maxwell

56	<b>SOCIAL SKILLS</b>	From : 23-03-2020  To 23-04-2020
57	Courtesy- Honesty- Flexibility	
58	Adaptability Co – Operation	
59	Positive attitude	
60	Dependability –Ability to measure	
61	willingness to learn- Commonsense	
62	Personal Integrity-positive work ethic Motivational Skills	
63	Critical thinking skills	
64	Personal Chemistry	
65	good personal appearance	
66	Ability to follow regulations	
67	willingness to be accountable	
68	Awareness of how Business works and staying on the job until it is finished	
69	Ability to listen and document what you have – heard	

*G. Praveen*  
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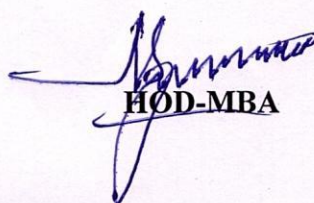
## TENTATIVE LESSON PLAN 19IM202

<b>Course Title: BUSINESS ENVIRONMENT (19IM202)</b>			
<b>Section : IMBA</b>	<b>Date : 02-01-2020</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 00\</b>	<b>Prepared By : G.KIRAN</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO BUSINESS ENVIRONMENT</b>			
<b>CO1: To know the factors influencing the business environment</b>			
<b>TB :: Aswathappa K: —Essentials of Business Environmentl, Himalaya Publishing House, New Delhi, 2011</b>			
1.	<b>INTRODUCTION TO BUSINESS ENVIRONMENT</b>	02-01-2020	Lecture interspersed with discussions
2.	Importance at national and international level	03-01-2020	
3.	problems and challenges	04-01-2020	
4.	factors both internal and external influencing business environment	21-01-2020	
5.	Industrial policies since independence	30-1-2020	
6.	Industrial policy 1991	31-1-2020	
7.	Advantage of industrial policy	01-02-2020	
8.	regulatory and promotional framework	02-02-2020	
9.	Introduction to nitiayog	02-02-2020	
10.	NITI AYOOG and its importance	3-2-2020	
<b>UNIT –II: STRUCTURE OF INDIAN ECONOMY</b>			
<b>CO1: To understand economic systems and economic reforms.</b>			
<b>Aswathappa K: —Essentials of Business Environmentl, Himalaya Publishing House, New Delhi, 2011 .</b>			
11.	<b>Structure of Indian economy</b>	4-2-2020	Lecture interspersed with discussions
12.	Nature and significance of Economic systems	5-2-2020	
13.	structure of Indian industry	6-2-2020	
14.	Economic reforms in various sectors	8-2-2020	
15.	Disinvestment mechanism	10-2-2020	
16.	problems and procedures	11-2-2020	
17.	Sickness in Indian industry	12-12-2020	
18.	competition Act 2002	13-12-2020	
19.	Advantages of disinvestment	14-2-2020	
<b>UNIT –III Fiscal Policy</b>			
<b>CO2: To learn fiscal policy and balance of payments</b>			
<b>Aswathappa K: —Essentials of Business Environmentl, Himalaya Publishing House, New Delhi, 2011</b>			
20.	Nature and significance of <b>Fiscal Policy</b>	15-2-2020	Lecture interspersed with discussions
21.	public revenues – expenditure	17-2-2020 29-2-2020	
22.	development activities allocation of funds	3-3-2020	
23.	Critical analysis of the recent fiscal policy of india	4-3-2020	
24.	Balance of Payments	5-3-2020	
25.	Nature – Structure – major components	6-3-2020	

26.	Causes for disequilibrium in Balance of Payments	11-3-2020	
27.	Correction measures	12-3-2020	
28.	major components of bop	16-3-2020	
29.	Critical analysis	17-3-2020	
<b>UNIT IV: India's Trade Policy</b> <b>CO4:: To know the challenges and mechanisms of India trade policy</b> Aswathappa K: — <b>Essentials of Business Environment</b> l, Himalaya Publishing House, New Delhi, 2011			
30.	<b>Nature of India's Trade Policy</b>	18-3-2020- 19-3-2020	<b>Lecture interspersed with discussions</b>
31.	Magnitude and direction of Indian international trade	<b>3-4-2020</b>	
32.	bilateral and multilateral trade agreements	6-4-2020	
33.	International business environment:	7-4-2020	
34.	Challenges and mechanisms. WTO	9-4-2020	
35.	Agreements in the Uruguay round including TRIPS, TRIMS	13-4-2020	
36.	GATS, disputes settlement mechanism	15-4-2020 16-4-2020	
37.	dumping and antidumping measures	20-4-2020	
38.	Nature – significance	24-04-2020	
<b>UNIT5::LEGAL FRAME WORK</b> <b>CO5:: To understand the legal frame work of Indian economic system.</b> Aswathappa K: — <b>Essentials of Business Environment</b> l, Himalaya Publishing House, New Delhi, 2011			
41	special features of the SICA	23-4-2020	
42	BIFR	28-4-2020	
43	Consumer protection act 1986,	4-5-2020 5-5-2020	
44	Environmental laws	8-5-2020 9-5-2020	
45	the Essential Commodities Act 1955	18-5-2020 19-5-2020	
46	prevention of Air and	23-5-2020	
47	Water pollution act	1-6-2020	

  
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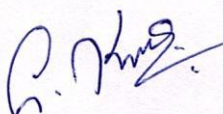
  
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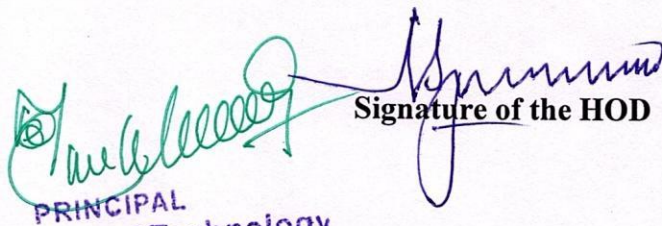
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## TENTATIVE LESSON PLAN(19IM203)

<b>Course Title: MANAGERIAL ECONOMICS(IMB1923)</b>			
<b>Section : Sec 1 MBA</b>	<b>Date : 04-01-2020</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 Managerial Economics</b>			
<b>CO1 : To know the economy and its principles.</b>			
<b>TB - K L VERSHANI : “Managerial Economics”, Tata Mc-Graw Hill, 2015.</b>			
1.	Introduction to Economics	04-01-2020	Lecture interspersed with discussions
2.	Concept & Framework of Economics	06-01-2020	
3.	Concept of Management : Functions	09-01-2020	
4.	Introduction & Need of Managerial Economics	12-01-2020	
5.	Nature of Managerial Economics	20-01-2020	
6.	Scope of Managerial Economics	21-01-2020	
7.	Applications of Managerial Economics	29-01-2020	
<b>UNIT –II DEMAND ANALYSIS</b>			
<b>CO2: To understand the relationship between the demand supply</b>			
<b>TB - K L VERSHANI : “Managerial Economics”, Tata Mc-Graw Hill, 2015.</b>			
8.	Concept of Demand – Definitions & Need for Demand & its types	30-01-2020	Lecture interspersed with discussions
9.	Concept of Demand Analysis	03-02-2020	
10.	Elasticity of Demand	04-02-2020	
11.	Price Elasticity of Demand	05-02-2020	
12.	Income, Advertising, Cross Elasticity of Demand	11-02-2020	
13.	Types of Price Elasticity of Demand	12-02-2020	
14.	Significance of Elasticity of Demand	13-02-2020	
15.	Measurement of Price Elasticity of Demand	14-02-2020	
<b>UNIT - III PRODUCTION ANALYSIS</b>			
<b>CO3: To learn the types of production and its factors.</b>			
<b>TB - K L VERSHANI : “Managerial Economics”, Tata Mc-Graw Hill, 2015.</b>			
16.	Concept of Production & Demand Function	02-03-2020	Lecture interspersed with discussions
17.	Production Function with One Variable	04-02-2020	
18.	Production Function with 2 Variables	07-02-2020	
19.	ISO Quants : Concept & Properties	10-03-2020	
<b>UNIT – IV COST THEORY AND ESTIMATION</b>			
<b>CO4:: To understand the cost concepts, relationship between cost, volume and profit</b>			

<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.</b>			
20.	Concepts of Cost – Types	11-03-2020	Lecture interspersed with discussions
21.	Determinants of Cost	12-03-2020	
22.	Cost & Output Relationship in Short Run	16-03-2020	
23.	Cost & Output Relationship in Long Run	17-03-2020	
24.	Cost & Output Relation with Graphs	18-03-2020	
25.	Cost – Volume – Profit : Relationship & Analysis	03-04-2020	
<b>UNIT – V MARKET STRUCTURE AND PRICING PRACTICES</b>			
<b>CO5: To know the market Structure and pricing practices.</b>			
<b>TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.</b>			
26.	Introduction to Markets, Different Features & Types	06-04-2020	Lecture interspersed with discussions
27.	Market Structure – Concept	09-04-2020	
28.	Price- Output determination in Perfect Competition	15-04-2020	
29.	Perfect Competition in Long & Short Run	20-04-2020	
30.	Price- Output determination in Imperfect Competition	28-04-2020	
31.	Price- Output determination in Monopoly Competition	29-04-2020	
32.	Price- Output determination in Monopolistic Competition	30-04-2020	
33.	Price- Output determination in Oligopoly Competition	02-05-2020	
34.	Different Pricing Methods & Classification: In Practice	03-05-2020	
35.	Bain's Limit Pricing Theory	04-05-2020	
36.	Types of Pricing Strategies	05-05-2020	
37.	Managerial Theories of Firm : Concept	06-05-2020	
38.	Marris- Williamson Managerial Theories of Firm	09-05-2020	

  
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# TENTATIVE LESSON PLAN 19IM204

<b>Course Title: FINANCIAL ACCOUNTING -II</b>		
<b>Section :</b> 1 <del>IMBA</del>	<b>Date :</b>	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<b>Prepared By :</b> Dr.M VEERA BHADRA RAO	<b>Approved By :</b> HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT -I Features of corporate Profit and Loss A/C</b> <b>CO1:</b> To understand basics of accounting <b>TB ::</b> Financial Accounting by Dhanesh K Khatri			
1.	features of corporate profit and loss a/c and balance sheet.	6-01-2020	Lecture interspersed with discussions
2.	Preparation of statement of financial accounts for corporate	08-01-2020	
3.	Financial statements non-profit organizations	10-01-2020	
4.	Problems	20-01-2020	
5.	Problems	22-01-2020	
<b>UNIT -II Inventory Valuation</b> <b>CO2:</b> To know the accounting forms for Inventory management <b>TB ::</b> Financial Accounting by Dhanesh K Khatri			
6.	Method of inventory valuation	23-01-2020	Lecture interspersed with discussions
7.	Lower cost of market (LCM)	27-01-2020	
8.	Higher cost of market (HCM)	28-01-2020	
9.	Periodic investment vs perpetual inventory system	29-01-2020	
10.	Specific requirements of AS-2 issued by ACAI	03-02-2020	
<b>UNIT - III Financial Analysis with Funds Flow and Cash Flow Statements</b> <b>CO3;</b> Able to know the basic awareness on cash flow and funds flow statements <b>TB ::</b> Financial Accounting by Dhanesh K Khatri			
11	Introduction to funds flow statement, cash flow statement	04-02-2020	Lecture interspersed with discussions
12	Preparation, presentation, limitations of funds flow and cash flow statements	06-02-2020	
13	Cash flow statements problems	13-06-2020	
14	Managerial uses of funds flow and cash flow statements	17-02-2020	
15	Limitations of funds flow statements	04-03-2020	
<b>UNIT - IV : Financial Reports</b> <b>CO4;</b> able to get basic awareness on accounting standards <b>TB ::</b> Financial Accounting by Dhanesh K Khatri			
16	Understanding complete set of financial reports	05-03-2020	
17	Key aspects of auditors and directors report	09-03-2020	


18	Global financial reporting	12-03-2020	Lecture interspersed with discussions
19	IAS, Indian GAAP, IFRS	16-03-2020	
20	Concept of window dressing and its implications on financial reporting	19-03-2020	

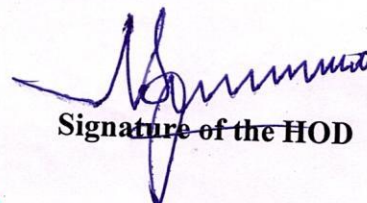
**UNIT – V Emerging dimensions in Financial Reporting**

**CO5:** Able to know the various aspects of financial reporting

**TB ::** Financial Accounting by Dhanesh K Khatri

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Emerging dimensions in financial reporting	20-03-2020	Lecture interspersed with discussions
22	Corporate social responsibility accounting	27-03-2020	
23	Value added statements	31-03-2020	
24	Valuation of intangible assets and impact on the balance sheet	03-04-2020	
25	Balance score card	20-04-2020	

  
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## TENTATIVE LESSON PLAN:16IM205

<b>Course Title: ORGANIZATIONAL COMMUNICATION</b>		
<b>Section:IMBAI/II</b>	<b>Date:</b> 30/12/2019	<b>Page No:</b> 01 of 03
<b>Revision No:</b> 00	<b>Prepared By:</b> A. PRATYUSHA	<b>Approved By:</b> HOD

**Tools: Black board, PPT**

No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT – I Business Communication</b>			
<b>CO1:</b> To understand basics of Objective of Communication & the Process of Human Communication			
<b>TB:</b> Krizan:EssentialsofBusinessCommunicationI,CengageLearning,NewDelhi			
1.	RoleofCommunicationinBusiness	30/12/2019	Lecture interspersed with discussions
2.	ObjectiveofCommunication	03/1/2020	
3.	TheProcessofHumanCommunication	06/1/2020	
4.	Media of Communication	07/1/2020	
5.	Written Communication – Oral Communication	09/1/2020	
6.	VisualCommunication,AudioVisual Communication– Silence	10/1/2020	
<b>UNIT – II Listening Skills</b>			
<b>CO2:</b> To understand basics of techniques of presentation types of presentation.			
<b>TB:</b> Krizan:EssentialsofBusinessCommunicationI,CengageLearning,NewDelhi			
7.	Developing Listening Skills	20/1/2020	Lecture interspersed with discussions
8.	Improving Non-verbal communication skills	23/1/2020	
9.	Cross Cultural Communication, problems and challenges.	25/1/2020	
10.	Presentation skills – techniques of presentation – types of presentation	27/1/2020	
11.	video Conferencing and formats	29/1/2020	
12.	Interview – formal and informal	30/1/2020	
13.	Interview techniques– Communication etiquettes.	31/1/2020	
<b>UNIT - III OrganizationCommunication</b>			
<b>CO3:</b> To understand the basic Models for Interpersonal Communication, Exchange Theory			
<b>TB:</b> Krizan:EssentialsofBusinessCommunicationI,CengageLearning,NewDelhi			
14.	ManagingOrganizationCommunication	1/02/2020	Lecture intersperse d with discussions
15.	FormalandInformalCommunication-	3/02/2020	
16.	IntrapersonalCommunication	7/02/2020	
17.	Models forInterpersonal Communication	14/02/2020	
18.	ExchangeTheory	22/2/2020	
<b>UNIT – IV Interpersonal Communication</b>			
<b>CO4:</b> Students able to know about the Barriers of Communication, Gateways to Effective Interpersonal Communication.			
<b>TB:</b> Krizan:EssentialsofBusinessCommunicationI,CengageLearning,NewDelhi			
19.	Managing Motivation to Influence Interpersonal Communication	2/3/2020	Lecture intersperse d with
20.	Inter-Personal Perception	9/3/2020	
21.	Role ofEmotion in Interpersonal Communication	16/3/2020	

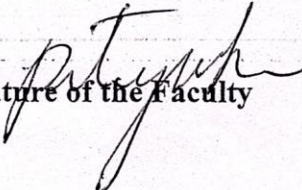
22.	Communication styles	23/3/2020	discussions
23.	Barriers of Communication	31/03/2020	

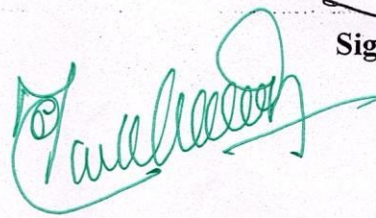
**UNIT – V Business Writing Skills**

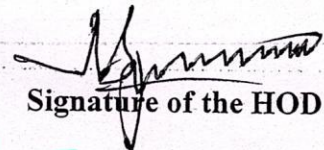
**CO5:** Students able to know about the Essentials of Effective Business Correspondence, Business Letter and Forms, Meeting, Telephone Communication

**TB:** Krizan: Essentials of Business Communication I, Cengage Learning, New Delhi

24.	Business Writing Skills	01/04/2020	Lecture interspersed with discussions
25.	Significance of Business Correspondence, Essentials of Effective Business Correspondence	08/04/2020	
26.	Business Letter and Forms, Meeting, Telephone Communication	12/04/2020	
27.	Use of Technology in Business Communication	15/04/2020	
28.	Report Writing – Meaning and Significance	17/04/2020	
29.	Structure of Reports – Negative, Persuasive and Special Reporting	21/04/2020	
30.	Informal Report – Proposals. Formal Reports	23/04/2020	
31.	Preparation and organization of Press Report.	25/04/2020	

  
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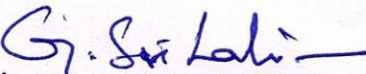
## TENTATIVE LESSON PLAN:IMBA (IM1641)

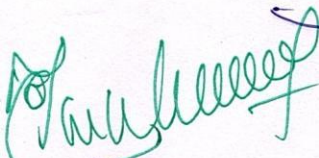
<b>Course Title: ORGANISATIONAL BEHAVIOUR (16IM401)</b>		
<b>Section :</b> I/II/III/IV	<b>Date :</b> 20/12/2020	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<b>Prepared By :</b> G. SRI LALITHA	<b>Approved By :</b> HOD

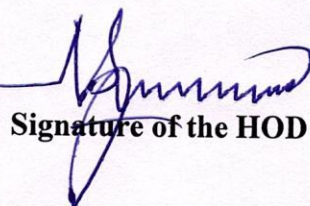
Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
<b>UNIT 1: Introduction to ORGANISATIONAL BEHAVIOUR</b>			
<b>CO1::</b> Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
<b>TEXT BOOK:</b> K.Aswathappa: “Organizational Behavior-Text, Cases and Games”.			
1	Introduction - Nature	18/11/2019	Lecture interspersed with Discussions
1	Scope of organizational behaviour	19/11/2019	
1	linkages with other social sciences	21/11/2019	
1	linkages with other social sciences	21/11/2019	
1	Individual Roles and Organizational Goals	22/11/2019	
1	Perspectives of Human Behavior	28/11/2019	
1	Approach to Organizational behavior	29/11/2019	
1	Models of organizational behavior	30/11/2019	
1	Perception: nature - Process	2/12/2019	
1	Motivation – Concepts - Theories	3/12/2019	
1	Leadership Theories. Attitudes and Values	4/12/2019	
1	Leadership Theories. Attitudes and Values	5/12/2019	
<b>UNIT – II: Personality Development</b>			
<b>CO2::</b> Able to equip with concepts of operations, project management and inventory control			
<b>TEXT BOOK:</b> K.Aswathappa: “Organizational Behavior-Text, Cases and Games”.			
1	Personality Development importance	7/12/2019	Lecture interspersed with discussions
1	Personality Development nature	7/12/2019	
1	Stages of personality development	9/12/2019	
1	Determinants of Personality	10/12/2019	
1	Johari Window analysis	11/12/2019	
1	Johari Window	12/12/2019	
1	Transactional Analysis	13/12/2019	
1	Transactional Analysis with example	16/12/2019	
1	Learning Processes	17/12/2019	
1	Learning process and theories	18/12/2019	
1	Learning process and theories	19/12/2019	
1	Learning styles and patterns	20/12/2019	
<b>UNIT-III: Decision Making Process</b>			
<b>CO3::</b> Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
<b>TEXT BOOK:</b> K.Aswathappa: “Organizational Behavior-Text, Cases and Games”.			
1	Decision Making Process	26/12/2019	Lecture interspersed with discussions
1	Situational Decision Making Process	27/12/2019	
1	Behavioral Dimensions	28/12/2019	
1	Groups and their formation	30/12/2019	
1	Formal and informal groups	31/12/2019	
1	Group Dynamics	2/1/2020	
1	Group Dynamics	3/1/2020	

1	Group versus Individual Interaction	6/1/2020	
1	Informal organizations	7/1/2020	
1	Informal organizations vs formal organisations	8/1/2020	
1	Advantages and disadvantages	9/1/2020	
<b>UNIT-IV: Inter-Personal Communication</b>			
<b>CO4::</b> Able to equip with different techniques in project management, ie PERT and CPM and project crashing			
<b>TEXT BOOK: K.Aswathappa: "Organizational Behavior-Text, Cases and Games".</b>			
1	Inter-Personal Communication	3/2/2020	Lecture interspersed with discussions
1	Listening	4/2/2020	
1	Feedback and effects with collecting procedure	5/2/2020	
1	Collaborative Processes in Work Groups	6/2/2020	
1	Collaborative Processes in Work Groups	7/2/2020	
1	Team Building	10/2/2020	
1	Team Decision Making	11/2/2020	
1	Team Decision Making vs individual decision making	12/2/2020	
1	Conflict Resolution in Groups	13/2/2020	
1	Conflict Resolution in Groups	14/2/2020	
1	Conflict effects and causes	18/2/2020	
<b>UNIT-V: Organizational Development</b>			
<b>CO5::</b> Able to equip with the concept and practical issues relating to strategic management			
<b>TEXT BOOK: K.Aswathappa: "Organizational Behavior-Text, Cases and Games".</b>			
1	Organizational Development	24/2/2020	Lecture interspersed with discussions
1	Goals, processes	25/2/2020	
1	change – resistance to change	26/2/2020	
1	change – resistance to change	27/2/2020	
1	Nature of OD	28/2/2020	
1	Interventions	2/3/2020	
1	Importance of Inventions	3/3/2020	
1	OD techniques and OD applications	4/3/2020	
1	OD techniques and OD applications	5/3/2020	

  
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## TENTATIVE LESSON PLAN: 161M402

<b>Course Title: MANAGEMENT ACCOUNTING</b>		
Section : Sec 1 (IMBA)	Date : 18-11-2019	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
<b>UNIT –I Introduction to management accounting</b>			
<b>CO1 : Prepare independently different accounting statements</b>			
S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,			
1.	Introduction to management accounting	18-11-2019	Lecture interspersed with discussions
2.	Management accounting vs Cost accounting	19-11-2019	
3.	Cost accounting vs. financial accounting	20-11-2019	
4.	Role of accounting information in planning and control,	21-11-2019	
5.	cost concepts and managerial use of classification of costs	22-11-2019	
6.	The management process and accounting	23-11-2019	
7.	Management accounting process	25-11-2019	
8.	cost concepts	26-11-2019	
9.	Types of cost concepts	27-11-2019	
10.	The management process and accounting.	28-11-2019	
<b>UNIT –II MIS and Reporting</b>			
<b>CO2: Prepare and analyse financial statement and reports independently</b>			
S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,			
11.	Introduction to management information system	02-12-2019	Lecture interspersed with discussions
12.	What is report	03-12-2019	
13.	Essentials of an Ideal Report	04-12-2019	
14.	General Principles of Good Reporting	05-12-2019	
15.	Methods of Reporting	06-12-2019	
16.	Types of Reports	07-12-2019	
17.	Reporting Needs of Different Management levels- Theoretical Questions	09-12-2019	
18.	Reconciliation and Integration of Financial	10-12-2019	
19.	Cost Accounts- Need of Reconciliation	11-12-2019	
20.	Method of Reconciliation	12-12-2019	
<b>UNIT - III Responsibility Accounting</b>			
<b>CO3: Analyze cost accounting concepts</b>			
S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,			
21.	Introduction to accounting	16-12-2019	

22.	Definition- Steps in Responsibility Centers	17-12-2019	Lecture interspersed with discussions
23.	Types of Responsibility Centers	18-12-2019	
24.	Revenue Centre- Profit Centre	19-12-2019	
25.	Investment Centre	20-12-2019	
26.	Introduction to Transfer Prices-	21-12-2019	
27.	Price Level Accounting	26-12-2019	
28.	Importance of Price Level Accounting	27-12-2019	

#### UNIT – IV Budgetary Control

**CO4::** Interpret cost behaviour and decision methods

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

29.	Introduction to budgeting	24-01-2020	Lecture interspersed with discussions
30.	Budget, budgetary control	25-01-2020	
31.	Steps in budgetary control	27-01-2020	
32.	Fixed vs Flexible budget	28-01-2020	
33.	Different types of budgets	29-01-2020	
34.	Sales budget , Zero based budgeting	30-01-2020	
35.	Cash budget, production budget	31-01-2020	
36.	Master budget,.	03-02-2020	
37.	budget reports for management control	04-02-2020	

#### UNIT – V Management Audit

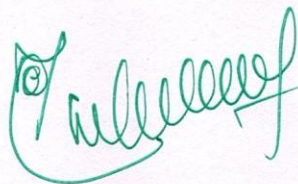
**CO5:** understand the management audit system.

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

38	Definition- Objectives of Management Audit	02-03-2020	Lecture interspersed with discussions
39	Difference between Financial Audit and Management Audit	03-03-2020	
40	Need for Management Audit	04-03-2020	
41	Conducting Management Audit.	05-03-2020	
42	Conducting Management Audit types	06-03-2020	

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## TENTATIVE LESSON PLAN: (IMB1643)

<b>Course Title: COMPANY LAW (IMB1643)</b>		
<b>Section :INTG MBA</b>	<b>Date : 18-11-2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</b>	<b>Prepared By : SK SHAFIULLAH</b>	<b>Approved By : HOD</b>


Tools : Black board

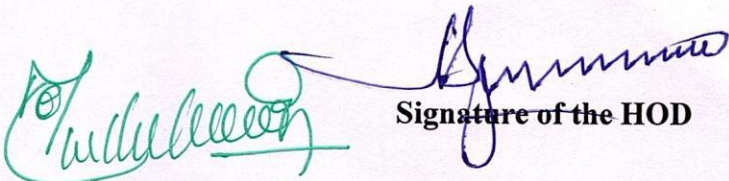
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I INTRODUCTION TO COMPANY LAW</b>			
<b>CO1: To gain knowledge meaning of company, features, advantages and disadvantages, types of companies, distinguish between private and public ltd company.</b>			
<b>TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad</b>			
1	<b>UNIT –I Introduction to Company Law</b>	<b>18-11-2019</b>	Lecture interspersed with discussions
2	Introduction to company , Features of company	<b>20,21-11-2019</b>	
1	Types of companies , Holding, subsidiary company	<b>22-11-2019</b>	
2	limited company and unlimited company	<b>23,24-11-2019</b>	
2	Other types of company ,Dormant company	<b>25,26-11-2019</b>	
2	Advantages of company and disadvantages of company	<b>27,28-11-2019</b>	
2	D/f between public and private ltd company	<b>29,30-11-2019</b>	
2	Company versus partnership firm	<b>02,03-12-2019</b>	
2	One person company	<b>05,06-12-2019</b>	
<b>UNIT II – FORMATION OF COMPANY</b>			
<b>CO2: To impart the knowledge on Promotion of company, incorporation, memorandum and articles of association, various clauses of companies act 1956.</b>			
<b>TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad</b>			
1	<b>UNIT –II Introduction Promotion of Company</b>	<b>08-12-2019</b>	Lecture interspersed with discussions
2	Formation or promotion of a company	<b>10,12-12-2019</b>	
2	Steps in incorporation of a company	<b>12,13-12-2019</b>	
2	Promoters and types of promoters	<b>15,16-12-2019</b>	
1	Memorandum of association clauses	<b>19-12-2019</b>	
1	Alteration of Memorandum of association	<b>20-12-2019</b>	
2	Doctrine of ultravires and its exceptions	<b>21,22-12-2019</b>	
2	Difference between MOA and AOA	<b>23,24-12-2019</b>	
1	Various clauses of companies act 1956	<b>27-12-2019</b>	

<b>UNIT - III PROSPECTUS</b>			
<b>CO3: To Focuses on nurturing the students in the area of Prospects, issues, contents, promoter's position, duties and liabilities.</b>			
<b>TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad</b>			
1	<b>Unit-III: Introduction to company prospectus</b>	<b>29-12-2019</b>	Lecture interspersed with discussions
2	Contents of prospectus, Types of prospectus	<b>30,31-12-2019</b>	
2	Promoters and kinds of promoters	<b>02,03-01-2020</b>	
2	Remuneration, Duties ,liabilities of promoters	<b>04,05-01-2020</b>	
2	Who can issue prospectus	<b>06-07-01-2020</b>	
2	Prospectus ,penalties and punishment	<b>09,11,-01-2020</b>	
2	Shell prospectus and red herring prospectus	<b>02,03-01-2020</b>	

<b>UNIT – IV BOARD OF DIRECTORS AND MANAGING DIRECTORS OF COMPANY</b>			
<b>CO4 To understand Directors appointment, qualification renewal, recognition, power and duties-meetings, annual general meeting, statutory meeting, role of directors, independent directors and Corporate Governance.</b>			
<b>TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad</b>			
1	<b>UNIT – IV Introduction Of Board Of Directors And Managing Directors Of Company</b>	<b>25-01-2020</b>	Lecture interspersed with discussions
1	Directors meaning and definition of directors	<b>27-01-2020</b>	
2	Appointment of directors	<b>28,29-01-2020</b>	
2	Qualification and disqualification of Directors	<b>03,04-02-2020</b>	
2	Removal of director, duties of directors	<b>8,10-02-2020</b>	
2	Role of directors, clauses of directors, Powers and resignation of directors	<b>12,13-02-2020</b>	
2	Remuneration of directors	<b>15,16-02-2020</b>	

<b>UNIT – V WINDING UP OF COMPANY</b>			
<b>CO5: To focuses on training students in the area of Winding up of a company, types, procedure-powers of liquidator, voluntary winding up by member and creditors winding up subject to supervision of court</b>			
<b>TB:: Company Law by Tandom M.P, Allahabad Law Agency, Allahabad</b>			
1	<b>UNIT V: Introduction to Performance management skills</b>	<b>18-02-2020</b>	Lecture interspersed with discussions
2	Winding up of company and its types	<b>20,21-02-2020</b>	
2	Procedure in winding up of company	<b>23,24-02-2020</b>	
2	Powers and Duties of liquidators,	<b>26,27-02-2020</b>	
2	Voluntary winding up of a company	<b>28,-02-2020</b>	
1	Compulsory winding up	<b>03-03-2020</b>	
2	Winding up by the order of court	<b>04,05-03-2020</b>	
2	winding up of a company by creditors	<b>07,08-03-2020</b>	
1	winding up of a company by the supervision of court	<b>09-03-2020</b>	

  
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# TENTATIVE LESSON PLAN (IM1644)

<b>Course Title: ELEMENTS OF DIRECT AND INDIRECT TAXES</b>		
<b>Section :</b> 1 IMBA	<b>Date :</b> 18-11-2019	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<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>			
<b>CO1: : Able to Know about the basics of tax system and have awareness on Income Tax Act 1961</b>			
<b>TB :: Direct Taxes Law and Practice by bhagavathi prasad</b>			
1.	Income tax act 1961	18-11-2019	Lecture intersperse d with discussions
2.	laws regarding capital and revenue expenditure	22-11-2019	
3.	deemed income	30-11-2019	
4.	Residential status	3-12-2019	
<b>UNIT -II</b>			
<b>CO2: : Students have awareness on assessment of tax of income from salaried, income from individuals and income from HP.</b>			
<b>TB :: Direct Taxes Law and Practice by bhagavathi prasad</b>			
5.	Assessment of individual	5-12-2019	Lecture intersperse d with discussions
6.	income from salary	10-12-2019	
7.	Problems	18-12-2019	
8.	income from HP	27-12-2019	
<b>UNIT - III</b>			
<b>CO3; Can analyses the tax on income from business and profession problems arising from aggregation income and set off and carry forward loss</b>			
<b>TB :: Direct Taxes Law and Practice by bhagavathi prasad</b>			
9	Income from business and profession,	30-12-2019	Lecture interspersed with discussions
10	problems arising from aggregation of income and set off	5-1-2020	
11	problems arising from aggregation of income and set off	10-1-2020	
12	carry forward loss	22-1-2020	
13	carry forward loss	25-1-2020	

**UNIT – IV :**

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

**TB ::** Direct Taxes Law and Practice by bhagavathi prasad

14	Indirect tax laws	30-01-2020	Lecture interspersed with discussions
15	administration and relevant procedure	01-02-2020	
16	the central exercise	05-02-2019	
17	value added tax CENVAT	09-02-2019	
18	Central sales tax act 1956	22-02-2019	

**UNIT – V**

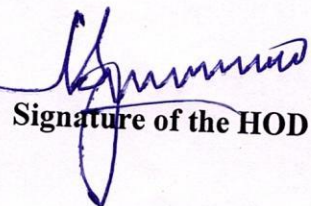
**CO5:** : Able to know about Tax administration appeals, revisions, review, rectification and application to control board of direct taxes. Acquisition proceedings principals of valuation movable and immovable property.

**TB ::** Direct Taxes Law and Practice by bhagavathi prasad

No. of Periods	TOPIC	DATE	Mode of Delivery
19	Tax administration appeals,	07-03-2020	Lecture interspersed with discussions
20	revisions, review, rectification and application to control board of direct taxes	10-03-2020	
21	principals of valuation movable and immovable property.	13-03-2020	
22	Tax incentives	14-03-2020	
23	export promotions	18-03-2020	

  
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## TENTATIVE LESSON PLAN: 16IM405

<b>Course Title: MANAGEMENT INFORMATION SYSTEM(16IM405)</b>		
<b>Section : 00-01-00</b>	<b>Date : 18-11-2019</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : Mrs. B.INDIRA</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

### UNIT –I FOUNDATIONS OF IS IN BUSINESS

**CO1:: To acquaint the students with the application of computers in understanding latest trends in information technology.**

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS	18-11-2019	Lecture interspersed with discussions
1	Characteristics Of MIS	20-11-2019	
2	Managing The Digital Firm	21,22-11-2019	
2	Conceptual Foundations Of MIS	23,24-11-2019	
2	SDLC Phases	25,26-11-2019	
2	Obstacles Of Applying IT	27,28-11-2019	
2	Perspectives Of IS	29,30-11-2019	

### UNIT –II TYPES OF IS

**CO2:: To provide an orientation about the increasing role of management information system in managerial decision making with the help of computers.**

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Types Of IS	02,03-12-2019	Lecture interspersed with Discussions
1	Knowledge Management System	05-12-2019	
3	Decision Support System, Executive Information System	08,10,12-12-2019	
1	Artificial Information System	13-12-2019	
2	Intelligent Agents	15,16-12-2019	
3	Fuzzy Logic	19,20,21-12-2019	
1	Knowledge Work System	22-12-2019	
1	Intelligent techniques	24-12-2019	

**UNIT - III IS MODELS****CO3 :: To make students understand how information is processed, stored and utilized.****TB :: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.**

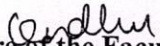
No. of Periods	TOPIC	Date	Mode of Delivery
1	IS Planning	29-12-2019	Lecture interspersed with discussions
2	Nolan Stage	30,31-12-2019	
2	Nolan 6 Stage hypothesis	02,03-01-2020	
2	Strategic Planning	04,05-01-2020	
1	Earl's Multiple Methodology	09,11-01-2020	
2	IS Strategic Grid	25,27-01-2020	
2	Wards Model	28,29-01-2020	
1	Soft Systems Methodology	03-02-2020	
1	Socio-Technical Systems Approach (Mumford).	04-02-2020	

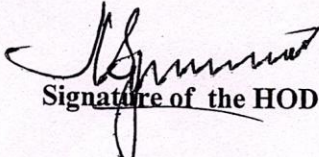
**UNIT – IV IS PLANNING****CO4:: To gain knowledge on different data presentation techniques and IS Models.****TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.**


No. of Periods	TOPIC	Date	Mode of Delivery
2	IS Planning	08,10-02-2020	Lecture interspersed with discussions
3	Process Of IS Planning	12,13,15-02-2020	
2	Strategic Alignment Of IT	16,18-02-2020	
3	Building And Maintaining IS	20,21,23-02-2020	
2	Stages of Building And Maintaining IS	21,25-02-2020	
2	Alternative Approaches For Building IS	26-02-2020	

**UNIT – V IS SECURITY, CONTROL AND AUDIT****CO5:: To gain awareness about IS security .****TB:: James A. Obrein: Management Information Systems, TMH, 10/e, 2004.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	IS Security	27-02-2020	Lecture interspersed with discussions
1	IS Control And IS Audit	28-02-2020	
1	System vulnerability and abuse	29-02-2020	
1	business value of security and control	03-03-2020	
2	threat of computer crime	04,05-03-2020	
1	Threat Of Project Failure	06-03-2020	
1	Methods Of Minimizing Risks	11-03-2020	
2	Ensuring System Quality	12,13-03-2020	

  
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## TENTATIVE LESSON PLAN: 16IM601 (2019-20)

<b>Course Title: Operations Research</b>		
<b>Section : 01</b>	<b>Date : 18-11-2019</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 Overview of Operations Research</b>			
<b>CO1: To acquaint the students with the basic knowledge of the overview of Operations.</b>			
<b>TB:: Operations Research—R.Paneerselvan.</b>			
1.	Introduction to OR	18-11-2019	Lecture interspersed with discussions
2.	OR models	19-11-2019	
3.	OR techniques	20-11-2019	
4.	LPP-Introduction	21-11-2019	
5.	Graphic solution	22-11-2019	
6.	Graphic sensitivity analysis	23-11-2019	
7.	Standard form of LPP	25-11-2019	
8.	Basic feasible solution.	26-11-2019	
9.	Unrestricted variables	27-11-2019	
10.	Simplex method	28-11-2019	
11.	Big M method	29-11-2019	
12.	Two Phase simplex method	30-11-2019	

### UNIT -II Dual Problems.

**CO2:: To acquaint the students with knowledge Of Dual problems and Integer programming problem.**

**TB:: Operations Research—S.D. Sarma**

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Dual Programming- Introduction	02-12-2019	Lecture interspersed with discussions
14.	Relation between primal and dual problems.	03-12-2019	
15.	Problems	04-12-2019	
16.	Problems	05-12-2019	
17.	Dual Simplex method Algorithm	06-12-2019	
18.	Integer Programming Problem- Introduction.	07-12-2019	
19.	All integer programming problem	09-12-2019	
20.	Branch and Bound method	10-12-2019	
21.	Problems	11-12-2019	
22.	Mixed integer programming problem	12-12-2019	
23.	Problems	12-12-2019	
24.	Cutting plane algorithm	13-12-2019	
25.	Problems	13-12-2019	
26.	problems	14-12-2019	

### UNIT - III Transportation Model.

**CO3: To gain knowledge about Transportation and Assignment Models.**

**TB :: Operations Research—S.D.Sarma**

No. of Periods	TOPIC	Date	Mode of Delivery
27.	Transportation problem as LPP	16-12-2019	Lecture
28.	North West Corner Rule	16-12-2019	

29.	Problems	17-12-2019	interspersed with discussions
30.	Least cost method	18-12-2019	
31.	Problems	19-12-2019	
32.	Vogel's Approximation Method	20-12-2019	
33.	Problems	21-12-2019	
34.	Problems	23-12-2019	
35.	Assignment problem	24-12-2019	
36.	Hungarian Algorithm	26-12-2019	
37.	Problems	30-12-2019	
38.	problems	31-12-2019	

**UNIT – IV Network Models and Project Scheduling.**

**CO4: To understand the topics of networking and Project Scheduling.**

**TB :: Operations Research—S.D.Sarma**

No. of Periods	TOPIC	Date	Mode of Delivery
39.	Introduction	24-01-2020	Lecture interspersed with discussions
40.	Rules of drawing networks	25-01-2020	
41.	Common errors in drawing networks	27-01-2020	
42.	P.E.R.T	28-01-2020	
43.	Construction of drawing networks	29-01-2020	
44.	Problems	30-01-2020	
45.	Problems	31-01-2020	
46.	Time analysis	01-02-2020	
47.	C.P.M introduction	03-02-2020	
48.	Problems	05-02-2020	
49.	Problems	10-02-2020	
50.	Cost consideration in PERT/CPM	15-02-2020	
51.	PROBLEMS	19-02-2020	
52.	Problems	21-02-2020	

**UNIT – V Dynamic Programming.**

**CO5: To know and understand the technique of Dynamic Programming.**

**TB :: Operations Research—S.D.Sarma**

No. of Periods	TOPIC	Date	Mode of Delivery
53.	Introduction	22-02-2020	Lecture interspersed with discussions
54.	Decision tree	24-02-2020	
55.	Bellman's principle of optimality	25-02-2020	
56.	Problems	26-02-2020	
57.	Game theory introduction	27-02-2020	
58.	Definition and types of games	28-02-2020	
59.	Maximin and minimax principle	29-02-2020	
60.	Dominance property	10-03-2020	
61.	Algebraic method	19-03-2020	
62.	Problems	20-03-2020	

63.	Arithmetic method	21-03-2020	
64.	problems	21-03-2020	

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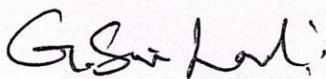
## TENTATIVE LESSON PLAN: MBA

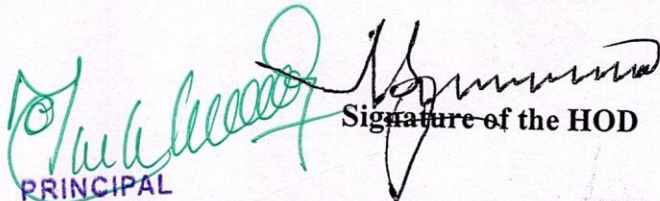
<b>Course Title: INTERNATIONAL BUSINESS (16IM602)</b>		
<b>Section: III / U TIME</b>	<b>Date : 05/01/2021</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 001</b>	<b>Prepared By : G. SRI LALITHA</b>	<b>Approved By : HOD</b>

Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
<b>UNIT 1: Introduction to International Business</b>			
<b>CO1::</b> Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
<b>TEXT BOOK:</b> E. Bhattacharya: International Business, Excel Publications.			
1	International Business and trade	18/11/2019	Lecture interspersed with Discussions
1	Forms of IB	19/11/2019	
1	Significance of IB	20/11/2019	
1	Free Trade vs. Protection	21/11/2019	
1	Emerging Trends	22/11/2019	
1	Modes of Trade	23/11/2019	
1	Forms of trade	25/11/2019	
1	New approaches	26/11/2019	
1	Online markets	27/11/2019	
1	Trade Barriers and Trade Strategies	28/11/2019	
1	Trade Barriers and Trade Strategies	29/11/2019	
<b>UNIT – II: Balance of Payments</b>			
<b>CO2::</b> Able to equip with concepts of operations, project management and inventory control			
<b>TEXT BOOK:</b> E. Bhattacharya: International Business, Excel Publications.			
1	Balance of Payments	01/12/2019	Lecture interspersed with discussions
1	Concept, Disequilibrium in BOP	4/12/2019	
1	Types of Disequilibrium in BOP	5/12/2019	
1	Types of Disequilibrium in BOP	6/12/2019	
1	Structural Cyclical and Monetary Disequilibrium	7/12/2019	
1	Structural Cyclical and Monetary Disequilibrium	8/12/2019	
1	Methods of Correction	9/12/2019	
1	Current account and capital account	11/12/2019	
1	1990 BOP Crisis	12/12/2019	
1	Causes and effects	13/12/2019	
1	Five year plans	14/12/2019	
1	LPG reforms	15/12/2019	
<b>UNIT-III: Foreign Exchange Markets</b>			
<b>CO3::</b> Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
<b>TEXT BOOK:</b> E. Bhattacharya: International Business, Excel Publications.			
1	Foreign Exchange Markets	18/12/2019	Lecture interspersed with discussions
1	Foreign Exchange Market Mechanism	19/12/2019	
1	Foreign Exchange Market Mechanism	20/12/2019	
1	Exchange Rate Determination	21/12/2019	
1	Exchange Rate Determination	22/12/2019	
1	Convertibility of Rupee and its Implications	23/12/2019	
1	Convertibility of Rupee and its Implications	25/12/2019	
1	Convertibility of any currency	26/12/2019	

1	Free and floating exchange rates	27/12/2019	
1	Exchange modes	28/12/2019	
1	Dollar standard and gold standard	29/12/2019	
<b>UNIT-IV: Globalization</b>			
<b>CO4::</b> Able to equip with different techniques in project management, ie PERT and CPM and project crashing			
<b>TEXT BOOK:</b> E. Bhattacharya: International Business, Excel Publications.			
1	Globalization	3/1/2020	Lecture interspersed with discussions
1	Role of Multinational Corporations	4/1/2020	
1	Role of Multinational Corporations	20/1/2020	
1	Impact on Indian economy	21/1/2020	
1	Impact on Indian economy	22/1/2020	
1	Role of GDRs	23/1/2020	
1	FIIIs – Export Promotion Zones	24/1/2020	
1	Special Economic Zones.	27/1/2020	
1	SEZs importance and its contribution with eg	28/1/2020	
1	Active economy standards	29/1/2020	
<b>UNIT-V: International Liquidity</b>			
<b>CO5::</b> Able to equip with the concept and practical issues relating to strategic management			
<b>TEXT BOOK:</b> E. Bhattacharya: International Business, Excel Publications.			
1	International Liquidity	2/2/2020	Lecture interspersed with discussions
1	Problems of Liquidity	3/2/2020	
1	Role of IMF	4/2/2020	
1	Role of IMF	6/2/2020	
1	IBRD in Managing International Liquidity Problems.	7/2/2020	
1	IBRD in Managing International Liquidity Problems.	8/2/2020	
1	Liquidity duration and other problems	15/2/2020	
1	Case studies	16/2/2020	
1	Case studies	17/2/2020	

  
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# TENTATIVE LESSON PLAN (16IM603)

**Course Title: STRATEGIC MANAGEMENT**

**Section :** IMBA/iv

**Date :** 18/11/19

**Page No :** 01 of 02

**Revision No :** 00

**Prepared By :** PRATYUSHA ANNE

**Approved By :** 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	18/11/19	Lecture intersperse d with discussions
2.	concept in strategic management	18/11/19	
3.	strategic management as a process	19-20/11/2019	
4.	Developing a strategic vision, mission, objectives	20/11/2019	
5.	Factors that shape a company's strategy	21/11/2019	
6.	Crafting a strategy	21/11/2019	
<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	22/11/2019	Lecture intersperse d with discussions
8.	Industry and competitive analysis	23-25/11/2019	
9.	Evaluating company resources and competitive capabilities	26-29/11/19	
10.	SWOT analysis	29/11/2019-4/12/2019	
11.	Strategies and competitive advantages in diversified companies and its evaluation, Tools and techniques	04/12/2019-10/12/2019	
12.	Porters five force model, BCG matrix, GE matrix	11-12/12/2019	
<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	16-17/12/2019	Lecture interspersed with discussions
14	Porters value chain analysis, competitive advantage of a firm	18-23/12/2019	
15	Exit and entry barriers, formulation of strategy at corporate, business and functional levels	27/12/2019	
16	Types of strategies	30/12/2019-29/1/2020	
<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	30/1/2020-24/02/2020	Lecture
18	operationalizing and institutionalizing strategy, organizational values and their impact on strategy	25-26/2/2020	
19	Resource allocation	28/2/2020	

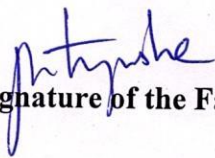
20	Planning systems for implementation	29/2/2020	interspersed with discussions
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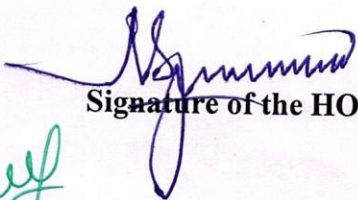
**UNIT – V Strategy evaluation and control**

**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	2/3/2020-4/3/2020	Lecture interspersed with discussions
22	Measuring performance, appropriate measures, role of strategist	5/3/2020	
23	Using quantitative and qualitative benchmarking to evaluate performance	6/3/2020	
24	Strategic information systems, problems in measuring performance	9-10/3/2020	
25	Strategic surveillance, strategic audit	11-16/3/2020	

  
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## TENTATIVE LESSON PLAN: 16IM604

<b>Course Title: DECISION SUPPORT SYSTEM(16IM604)</b>		
<b>Section : 00-01</b>	<b>Date : 18-11-2019</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : Mrs. B.INDIRA</b>	<b>Approved By : HOD</b>

**Tools : Black board, PPTs**

### **UNIT –I M.I.S AND IT'S ROLE IN ORGANIZATIONS**

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS	18-11-2019	Lecture interspersed with discussions
1	Open Systems And Closed Systems	20-11-2019	
2	Classification Of DSS	21,22-11-2019	
2	Components Of DSS	23,24-11-2019	
2	Expert System	25,26-11-2019	
2	Differences Between ES & DSS	27,28-11-2019	
2	Difference Between MIS & DSS	29,30-11-2019	

### **UNIT –II DETERMINISTIC MODELS**

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Deterministic Model	02,03-12-2019	Lecture interspersed with Discussions
1	Models Required To Cope With Uncertainty	05-12-2019	
3	Strategies Of Uncertainty	08,10,12-12-2019	
1	Fuzzy Sets	13-12-2019	
2	Probabilistic Models	15,16-12-2019	
3	Fuzzy DSS	19,20,21-12-2019	
1	Fuzzy Expert DSS	22-12-2019	
1	Fuzzy Logic	24-12-2019	

**UNIT - III APPLICATION OF DSS****CO3 :: To acquaint with the latest developments in DSS.****TB :: Mallah: Decision Support and Data Warehouse Systems, TMH New Delhi, 2002**

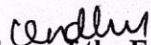
No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Application of DSS	29-12-2019	Lecture interspersed with discussions
2	Marketing applications	30,31-12-2019	
2	Trend analysis	02,03-01-2020	
2	DSS in finance	04,05-01-2020	
2	Credit scoring	09,11-01-2020	
2	Past, present and future analysis	25,27-01-2020	
2	DSS in production	28,29-01-2020	
1	Benefits of production planning	03-02-2020	
1	Scheduling and re-scheduling	04-02-2020	

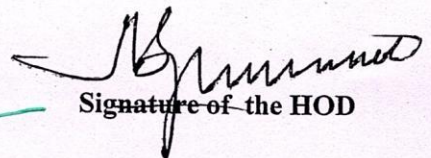
**UNIT - IV NON-OPTIMIZING MODELS OF DSS****CO4:: To gain knowledge on Non-Optimizing models****TB :: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.**

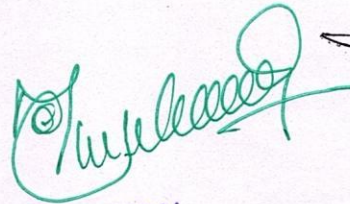
No. of Periods	TOPIC	Date	Mode of Delivery
2	Simulation	08,10-02-2020	Lecture interspersed with discussions
3	Advantages Of Simulation	12,13,15-02-2020	
2	Types Of Simulation	16,18-02-2020	
1	Animation And Visual Simulation	20,21,23-02-2020	
2	Monte Carlo Simulation	21,25-02-2020	
1	Common Probability Distribution	26-02-2020	

**UNIT – V APPLICATION OF DSS****CO5:: To understand the technical feasibility and financial viability****TB :: Turbon: DSS and Intelligent Systems, Pearson Education, 2010.**

No. of Periods	TOPIC	Date	Mode of Delivery
2	Application Of DSS	27,28-02-2020	Lecture interspersed with discussions
1	Technical Feasibility Of DSS	29-02-2020	
1	Financial Viability Of DSS	03-03-2020	
2	Advantages Of DSS	04,05-03-2020	
2	Limitation Of DSS	06,11-03-2020	
2	Contemporary Practices	12,13-03-2020	

  
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## TENTATIVE LESSON PLAN:IMBA(IM681)

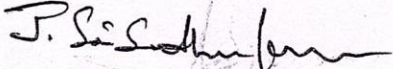
<b>Course Title: TOTAL QUALITY MANAGEMENT (IMB1681)</b>		
<b>Section :</b> IV   II	<b>Date :</b> 26-08-2019	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00	<b>Prepared By :</b> J SAI SUDHEER KUMAR	<b>Approved By :</b> HOD

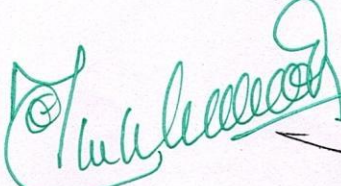
Tools: Black board

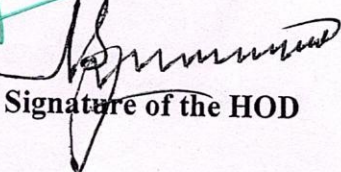
No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
<b>UNIT 1: Introduction to TOTAL QUALITY MANAGEMENT</b>			
<b>CO1::</b> Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
<b>TEXT BOOK:</b> Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Introduction - Need for quality	26/08/2019	Lecture interspersed with Discussions
1	Evolution of quality	27/08/2019	
1	Definition of quality and dimensions	28/08/2019	
1	Dimensions of manufacturing and service quality	29/08/2019	
1	Basic concepts of TQM	30/08/2019	
1	Definition of TQM and importance	3/9/2019	
1	TQM Framework	4/9/2019	
1	Contributions of Deming	5/9/2019	
1	Contributions of Juran and Crosby	6/9/2019	
1	Barriers to TQM	7/9/2019	
1	Barriers to TQM	8/9/2019	
<b>UNIT – II: Leadership</b>			
<b>CO2::</b> Able to equip with concepts of operations, project management and inventory control			
<b>TEXT BOOK:</b> Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Leadership – Strategic quality planning	10/09/2019	Lecture interspersed with discussions
1	Quality statements	10/9/2019	
1	Customer focus	11/9/2019	
1	Customer orientation	12/9/2019	
1	Customer satisfaction	13/9/2019	
1	Customer complaints	14/9/2019	
1	Customer retention	17/9/2019	
1	Employee involvement	18/9/2019	
1	Motivation, Empowerment	19/9/2019	
1	Team and Teamwork, Recognition and Reward	20/9/2019	
1	Recognition and Reward	21/9/2019	
1	Performance appraisal	22/9/2019	
1	Continuous process improvement.	25/09/2019	
<b>UNIT-III: Tools of quality</b>			
<b>CO3::</b> Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
<b>TEXT BOOK:</b> Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Tools of quality	26/09/2019	Lecture interspersed with discussions
1	New management tools	27/9/2019	
1	Six-sigma: Concepts	28/9/2019	
1	methodology, applications to manufacturing	29/9/2019	
1	Six-sigma service sector including IT	1/10/2019	
1	Bench marking	3/10/2019	



1	Reason to bench mark	3/10/2019	
1	Bench marking process	4/10/2019	
1	Bench marking process with strategy	5/10/2019	
1	FMEA analysis	7/10/2019	
1	Stages, Types of FMEA	8/10/2019	
<b>UNIT-IV: Quality circles</b>			
<b>CO4::</b> Able to equip with different techniques in project management, ie PERT and CPM and project crashing			
<b>TEXT BOOK:</b> Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Quality circles	21/10/2019	Lecture interspersed with discussions
1	Quality Function Deployment	22/10/2019	
1	Taguchi quality loss function	23/10/2019	
1	Taguchi quality loss function	24/10/2019	
1	TPM with example	25/10/2019	
1	Concepts and improvement needs	26/10/2019	
1	Cost of Quality	28/10/2019	
1	Cost reduction techniques	29/10/2019	
1	Performance measures	30/10/2019	
1	Performance indicators	31/10/2019	
<b>UNIT-V: Need for ISO 9000- ISO 9000-2000 Quality System</b>			
<b>CO5::</b> Able to equip with the concept and practical issues relating to strategic management			
<b>TEXT BOOK:</b> Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Need for ISO 9000- ISO 9000-2000 Quality System	5/11/2019	Lecture interspersed with discussions
1	Elements, Documentation	5/11/2019	
1	Quality auditing	6/11/2019	
1	QS 9000 – ISO 14000	7/11/2019	
1	Concepts, Requirements and Benefits	8/11/2019	
1	Concepts, Requirements and Benefits	12/11/2019	
1	Case studies of TQM	13/11/2019	
1	Case studies of TQM	14/11/2019	
1	Case studies of TQM	15/11/2019	
1	Implementation in manufacturing sector	16/11/2019	
1	Implementation in IT sector	19/11/2019	
1	Other sectors	20/11/2019	

  
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## TENTATIVE LESSON PLAN: IMB1682

<b>Course Title: PROJECT MANAGEMENT (IMB1682)</b>		
<b>Section : 00 \</b>	<b>Date : 26/8/2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00\</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 Project Identification and Formulation</b>			
<b>CO1 To acquaint the student with basics of Project characteristics, Screening of the Projects.</b>			
<b>TB :: B Patel, "Project Management", Vikas.</b>			
2	Project Identification and Formulation	26-08-2019	Lecture interspersed with discussions
2	Project characteristics	29-08-2019	
1	Taxonomy of projects	02-09-2019	
3	Project Identification, Preparation	10-09-2019	
2	Screening of Project Ideas	15-09-2019	
<b>UNIT –II Tax Incentives and Tax Planning</b>			
<b>CO2:: To Gain knowledge about different Tax Incentives &amp; Tax Planning</b>			
<b>TB :: B Patel, "Project Management", Vikas.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Tax Incentives and Tax Planning	16-09-2019	Lecture interspersed with Discussions
1	The Project Investment decisions	18-09-2019	
2	Zero based project formulation	22-09-2019	
1	UNIDO manuals	25-09-2019	
2	Detailed Feasibility Study Report	26-09-2019	
<b>UNIT - III Project Appraisal</b>			
<b>CO3 : Equip the Knowledge on Project Appraisal techniques and Social cost benefit analysis</b>			
<b>TB :: B Patel, "Project Management", Vikas.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Project Appraisal	28-10-2019	Lecture interspersed with discussions
4	Technical appraisal - Commercial appraisal	30-10-2019	
1	Economic appraisal - Financial Appraisal - Management appraisal	06-11-2019	
2	Govt. Projects and Social Projects, Social Cost Benefit analysis	12-11-2019	
1	Environmental Appraisal	17-11-2019	
<b>UNIT – IV Project Cost Estimate and Risk Analysis</b>			
<b>CO4: The Learner will outlines the Projects &amp; Risk Analysis</b>			
<b>TB :: B Patel, "Project Management", Vikas.</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Project Cost Estimate and Risk Analysis	20-11-2019	Lecture
2	Cost of project - Components of capital cost of a project - Project Risk Analysis	26-11-2019	


3	Techniques of Risk Analysis - Project Organization.	02-12-2019	interspersed with discussions
1	Infrastructure projects - characteristics and issues related to infrastructure projects	09-12-2019	
4	State of Infrastructure in India - New Approaches for infrastructure - PPP mix of govt. - Support and Regulation.	13-12-2019	

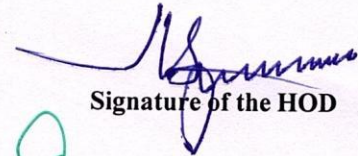
**UNIT – V Project Evaluation and Audit**

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
4	Project Evaluation and Audit: Sources of financing	15-12-2019	Lecture interspersed with discussions
3	Role of Financial Institutions in project financing - Covenants attached to lending	17-12-2019	
2	Data required for calculation of NPV, PI, IRR, BCR, and NBCR - Project cost over runs and cost control	19-12-2019	
3	Phases of post audit - Type of Post Audit	20-12-2019	
1	Project close out – and Termination	21-12-2019	

  
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## TENTATIVE LESSON PLAN: (IMB1683)

<b>Course Title: PERFORMANCE MANAGEMENT (IMB1683)</b>		
<b>Section : IMBA</b>	<b>Date : 27-08-2019</b>	<b>Page No : 01 of 02</b>
<b>Revision No : 00</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>28-08-2019</b>	Lecture interspersed with discussions
1	Introduction to Performance management	<b>30-08-2019</b>	
2	Definition and scope of Performance management	<b>3,4-09-2019</b>	
2	Concerns of performance management	<b>5,7-09-2019</b>	
2	Productivity, planning measurement	<b>11,12-09-2019</b>	
2	Continuous improvement, continuous development	<b>13,16-09-2019</b>	
2	Historical development of performance management	<b>18,21-09-2019</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>			
1	<b>UNIT –II Introduction To Performance Management Planning</b>	<b>22-09-2019</b>	Lecture interspersed with discussions
1	Introduction of Performance management planning	<b>23-09-2019</b>	
2	Need of PM, Importance of PM planning	<b>24,25-09-2019</b>	
1	Approaches to pm planning	<b>27-09-2019</b>	
1	Performance planning process	<b>28-09-2019</b>	
1	Strategic planning linkages to strategic planning	<b>14-10-2019</b>	
1	Barriers to performance planning	<b>15-10-2019</b>	
1	Competency mapping steps,	<b>16-10-2019</b>	
1	Methods of competency mapping	<b>18-10-2019</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>			
1	<b>Unit-III: Introduction Performance Management System</b>	<b>19-10-2019</b>	Lecture interspersed with discussions
1	Meaning and definition of Performance Management System	<b>20-10-2019</b>	
2	Objectives ,functions, phases of performance mgt system	<b>30,31-10-2019</b>	
1	Competency based performance management system	<b>08-11-2019</b>	
1	Reward based PMS, Electronic PMS	<b>12-11-2019</b>	
1	Process of Appraisal system design	<b>13-11-2019</b>	
1	HR Decisions	<b>14-11-2019</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.**

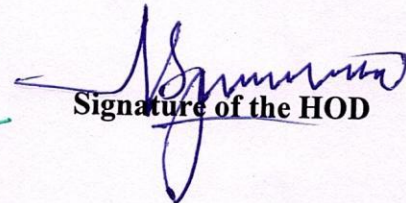
1	<b>UNIT – IV Introduction of Performance Monitoring and Counseling</b>	<b>15-11-2019</b>	Lecture interspersed with discussions
1	Meaning and definition Performance Monitoring and Counseling:	<b>16-11-2019</b>	
1	Performance & Monitoring introduction ,objectives	<b>17-11-2019</b>	
1	Principles and process of monitoring system	<b>18-11-2019</b>	
1	Methods of performance monitoring	<b>19-11-2019</b>	
1	Periodic reviews, problem solving	<b>21-11-2019</b>	
1	Problems on final accounts of joint stock company	<b>22-11-2019</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.**

1	<b>UNIT V: Introduction to Performance management skills</b>	<b>23-11-19</b>	Lecture interspersed with discussions
2	Operational change through performance management	<b>02,03-12-2019</b>	
2	High performance teams characteristics, procedures	<b>04,05-12-2019</b>	
2	Developing and Leading high performance teams	<b>9,11-12-2019</b>	
1	Role of leadership	<b>17-12-2019</b>	
1	Characteristics of leader	<b>18-12-2019</b>	
1	Case study -1	<b>19-12-2019</b>	
1	Case study-2	<b>21-12-2019</b>	



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## TENTATIVE LESSON PLAN: IMB1684

**Course Title: STRATEGIC FINANCIAL MANAGEMENT ( IMB1684 )**

**Section : IMBA**      **Date : 26-08-2019**      **Page No : 01 of 02**

**Revision No : 001**      **Prepared By : B.CHINNI**      **Approved By : HOD**

**Tools : Black board**

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>	26-08-2019	Lecture interspersed with discussions
2.	Strategic Financial Planning	27-08-2019	
3.	changing complexion of regulatory framework	28-08-2019	
4.	Shareholder Value Creation (SCV)	29-08-2019	
5.	Market Value Added (MVA)	30-08-2019	
6.	Market-to-Book Value (M/BV)	31-08-2019	
7.	Economic Value Added (EVA)	02-09-2019	
8.	Managerial Implications of Shareholder Value Creation	03-09-2019	
9.	Corporate Risk Management	04-09-2019	
10.	Understanding the firms Strategic Exposure	05-09-2019	
<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	16-09-2019	Lecture interspersed with discussions
12.	Capital Structure Planning	17-09-2019	
13.	EBIT, EPS, ROE analysis	18-09-2019	
14.	Financial Options and Value of the Firm	19-09-2019	
15.	Dividend Policy and Value of the Firm	20-09-2019	
16.	Growth and External Financing Requirement. (Problems)	21-09-2019	
<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	01-10-2019	Lecture interspersed with discussions
18.	Risk Adjusted Net Present Value	02-10-2019 03-10-2019	
19.	Risk Adjusted Internal Rate of Return	04-10-2019 05-10-2019	
20.	Capital Rationing	07-10-2019	
21.	Decision Tree Approach for Investment Decisions	08-10-2019	
22.	Evaluation of Lease Vs Borrowing Decision	09-10-2019	

23.	Long term investment plans analysis with risk and return.	10-10-2019	
24.	Problems on lease	11-10-2019	
<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>	28-10-2019	
26.	Merger Strategy , Theories of Mergers	29-10-2019	Lecture interspersed with discussions
27.	Horizontal and Conglomerate Mergers	30-10-2019	
28.	Merger Procedure	04-11-2019	
29.	Valuation of Firm – Financial Impact of Merger	05-11-2019	
30.	Merge and Dilution Effect on Earnings Per Share	06-11-2019	
31.	Merger and Dilution Effect on Business Control.	07-11-2019	
32.	Problems on mergerand dilution.	08-11-2019	
<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	18-11-2019 19-11-2019	Lecture interspersed with discussions
34	Types of Takeovers	20-11-2019	
35	Negotiated and Hostile Bids	21-11-2019	
36	Takeover Procedure	22-11-2019 23-11-2019	
37	Takeover Defenses	25-11-2019 26-11-2019	
38	Takeover Regulations of SEBI	27-11-2019	
39	Sell offs – Spin Offs – Leveraged Buyouts	28-11-2019	
40	Buy back shares —	04-12-2019 05-12-2019	
42	Alignment of Interest	09-12-2019 13-12-2019	
43	Corporate Governance . (Problems)	16-12-2019 28-12-2019	

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## TENTATIVE LESSON PLAN (2018-19) IMB1687

<b>Course Title: STRATEGIC HRM (IMB1687) IMBA – YR-SEM IV/II</b>			
<b>Section : Sec 1</b>	<b>Date : 26/08/2019</b>	<b>Page No : 01 of 02</b>	
<b>Revision No : 001</b>	<b>Prepared By : ANITHA.BH</b>	<b>Approved By : HOD</b>	
<b>Tools : Black board</b>			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT –I Introduction to SHRM</b>			
<b>CO1:</b> The Concepts of Importance of Human Resources to Strategy- Human Resources contribution to strategy.			
<b>TB:</b> Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia			
1	SHRM Introduction	26/08/2019	Lecture interspersed with discussions
3	Importance of HR strategy	28/08/2019	
2	HR contribution to strategy	29/08/2019	
5	Strategy Driven Role Behavior	30/08/2019	
4	Perspectives of SHRM, Linkage business strategies to HR strategies	11/09/2019	
<b>UNIT –II Strategy Implementation: Work</b>			
<b>CO2:</b> The concepts of Strategies - Efficient utilization of Human resources - Dealing with employee surpluses and shortages			
<b>TB::</b> Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia			
2	Benefits of SHRP	13/09/2019	Lecture interspersed with discussions
4	Levels of Strategic Planning	18/09/2019	
1	Models in SHRP	20/09/2019	
3	Components of strategic plan	23/09/2019	
5	Strategic plan in Organization, Activities	25/09/2019	
<b>UNIT - III Strategy Implementation:</b>			
<b>CO3:</b> – The gain knowledge in Oriented performance measurement systems - Strategically oriented compensation system			
<b>TB::</b> Qudrisyed Mazhek: Management of HRD, IPE, 1996			
1	Strategic Implementation	26-09-2019	Lecture interspersed with discussions
3	Workforce Utilization	28-09-2019	
2	Retention strategies	30-07-2019	
5	Strategic Performance Management	14-10-2019	
4	Performance management process	17-10-2019	



**UNIT – IV Strategic Human Resource Development**

**CO4:** The concepts of Building core competencies through Human Resource Development - Competency mapping approaches

**TB :: Qudrisyed Mazhek: Management of HRD, IPE, 1996**

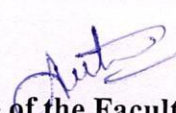
2	SHRD	19/10/2019	Lecture interspersed with discussions
1	Features & objectives of SHRD	02/11/2019	
4	Multiple benefits of SHRD	05/11/2019	
3	HRD & SHRD Difference	08/11/2019	
5	Strategic T&D, HRD Concept in Org	11/11/2019	

**UNIT – V Human Resource Evaluation**


**CO5:** Analysis of Strategic Frame Work of Approaches to evaluation, Evaluation Strategic contributions of Traditional Areas and emerging areas

**TB :: Charles R. Greer: Strategic Human Resource Management - A General Manager Approach - Pearson Education, Asia**

1.	HR Evaluation	25/11/2019	Lecture interspersed with discussions
3	Approaches to Evaluation	28-11-2019	
2	HR as a Profit Center	03-12-2019	
5	Outsourcing Strategy	07-12-2019	
4	Outsourcing Strategy	21/12/2019	

  
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## TENTATIVE LESSON PLAN (I MB1688)

<b>Course Title: Portfolio Management</b>		
<b>Section :</b> 1	<b>Date :</b> 30-8-2019	<b>Page No :</b> 01 of 02
<b>Revision No :</b> 00 1	<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 Portfolio Analysis and Selection</b> <b>CO1:</b> student has understood about Elements of Portfolio Management, Portfolio Models , Markowitz Model, Efficient Frontier and Selection of Optimal Portfolio <b>TB ::</b> Security Analysis and Portfolio Management BY Punithavathy Pandian			
1.	Elements of Portfolio Management	30-08-2019	Lecture interspersed with discussions
2.	Portfolio Models – Markowitz Model,	04-09-2019	
3.	Efficient Frontier and Selection of Optimal Portfolio.	09-09-2019	
4.	Sharpe Single Index Model	13-09-2019	
5.	Capital Asset Pricing Model	16-09-2019	
<b>UNIT –II Portfolio Evaluation and Revision</b> <b>CO2:</b> student has got awareness on Performance Evaluation of Portfolios; Sharpe Model, Jensen's Model for PF Evaluation, Evaluation of Mutual Fund <b>TB ::</b> Security Analysis and Portfolio Management BY Punithavathy Pandian			
6.	Performance Evaluation of Portfolios	18-09-2019	Lecture interspersed with discussions
7.	Sharpe Model	20-09-2019	
8.	Jensen's Model for PF Evaluation	23-09-2019	
9.	Evaluation of Mutual Fund	24-09-2019	
10.	Portfolio Revision	30-09-2019	
<b>UNIT - III Forecasting of Portfolio Performance</b> <b>CO3;</b> obtained knowledge on Neural Networks, Artificial Neural Networks , Fuzzy logic , Behavioral Models , .Portfolio Management <b>TB ::</b> Security Analysis and Portfolio Management BY Punithavathy Pandian			
11	Neural Networks	16-10-2019	Lecture interspersed with discussions
12	Artificial Neural Networks	21-10-2019	
13	Behavioral Models	30-10-2019	
14	Portfolio Management – Phases of Portfolio Management	01-11-2019	
15	Investment Risk Pyramid	04-11-2019	
<b>UNIT – IV : Financial Derivative Markets</b> <b>CO4;</b> student has understood about Characteristics of Derivatives Trading Hedging			


Portfolio Rebalancing Introduction of Futures			
TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian			
16	Characteristics of Derivatives	05-11-2019	Lecture interspersed with discussions
17	Derivatives Trading	07-11-2019	
18	. Hedging Portfolio Rebalancing	11-11-2019	
19	Introduction of Futures	18-11-2019	
20	Frequently used terms in index Futures Market	22-11-2019	

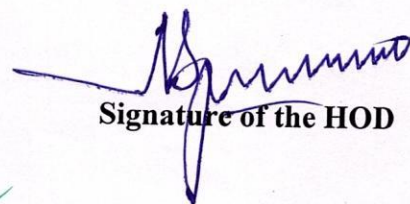
**UNIT – V Commodity Markets**

**CO5:** : student has got awareness on The Indian Connection with CommodityMarketCommodity and Currency Derivatives Legal Frame Work Policy Linearization

**TB ::** Security Analysis and Portfolio Management BY Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	The Indian Connection with Commodity Market	23-11-2019	Lecture interspersed with discussions
22	Commodity and Currency Derivatives	25-11-2019	
23	Wholesale Price Index	01-12-2019	
24	Foreign Portfolio Investments	10-12-2019	
25	Foreign Portfolio investment as Alternative Source	18-12-2019	

  
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## TENTATIVE LESSON PLAN: IMB168B

<b>Course Title: ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT (IMB168B)</b>		
<b>Section : 00-01</b>	<b>Date : 26-08-2019</b>	<b>Page No : 01 of 03</b>
<b>Revision No : 00</b>	<b>Prepared By : Mrs. B.INDIRA</b>	<b>Approved By : HOD</b>

Tools : Black board, PPTs

<b>UNIT –I BASICS OF CHANGE MANAGEMENT</b>			
<b>CO1:: To gain knowledge on the basics of change management.</b>			
<b>TB :: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.</b>			

No. of Periods	TOPIC	Date	Mode of Delivery
1	Reasons For Change Management	26-08-2019	Lecture interspersed with discussions
1	Nature Of Change Management	27-08-2019	
1	Principles Of Change Management	28-08-2019	
1	Types Of Changes	29-08-2019	
1	Seven Steps Of Change Management	31-08-2019	
2	Change Levers	03,04-09-2019	
2	Value Based Management	05,06-09-2019	

<b>UNIT –II MAPPING CHANGE</b>			
<b>CO2:: To have understanding on the role of diagramming and mapping change.</b>			
<b>TB:: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.</b>			

No. of Periods	TOPIC	Date	Mode of Delivery
2	The role of diagramming in system investigation	09,10-09-2019	Lecture interspersed with Discussions
1	A review of basic flow diagramming techniques	11-09-2019	
3	systems relationships	12,13,14-09-2019	
1	systems diagramming and mapping	16-09-2019	
2	influence charts, multiple cause diagrams	17,18-09-2019	
3	a multidisciplinary approach	19,20,23-09-2019	
1	Systems approach to change: systems autonomy and behavior	25-09-2019	
1	the intervention strategy model	27-09-2019	
2	total project management model (TPMM).Learning organization:	28,30-09-2019	

**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	14-10-2019	Lecture interspersed with discussions
2	Dynamics Of Planned Change	15,16-10-2019	
2	Letwin Change Model	17,18-10-2019	
2	Person Focused OD	19,21-10-2019	
1	Role Focused OD	28-10-2019	
2	Planning OD Strategy	29,30-10-2019	
1	OD Intervention Techniques	31-10-2019	
1	Challenges To OD Practioners	05-11-2019	

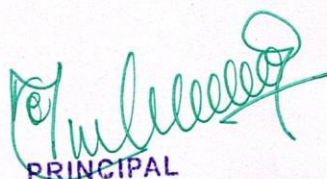
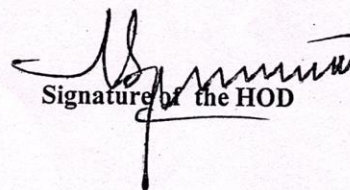
**UNIT – IV NEGOTIATED CHANGE****CO4: To be aware of labour- management relations and negotiated change.****TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.**

No. of Periods	TOPIC	Date	Mode of Delivery
1	Negotiated Change	06-11-2019	Lecture interspersed with discussions
1	Functions Of Collective Bargaining	07-11-2019	
2	Collective Bargaining Process	08,11-11-2019	
1	Changes in the legal frame work of collective bargaining	12-11-2019	
2	Negotiated flexibility	13,15-11-2019	
2	Labor Market Flexibility	18,19-11-2019	
1	Productivity Bargaining	22-11-2019	
1	Improved Work Relations	25-11-2019	
2	public sector bargaining and social security.	26,27-11-2019	

**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	28-11-2019	Lecture interspersed with discussions
1	Team Vs Groups	29-11-2019	
2	Types of teams, Characteristics of Virtual teams	02,03-12-2019	
1	Team building life cycle, Team building skills	05-12-2019	
2	Contemporary Issues In Managing Teams	09,10-12-2019	
1	Virtual team- High performance teams – self managing teams	12-12-2019	
1	Building team relationships	13-12-2019	
2	empowered teams – leadership on teams – Managing cross	16,17-12-2019	
1	Group think as a decision making process – effective decision making techniques for teams and groups	18-12-2019	
2	role of change consultant— contemporary issues in managing teams.	19,20-12-2019	

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## TENTATIVE LESSON PLAN (IMB168C)

Course Title: FINANCIAL MARKETS AND SERVICES			
Section : 01	Date : 01-04-2019	Page No : 01 of 02	
Revision No : 01	Prepared By : M.Indraja	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
<b>UNIT – Structure of Financial System</b> CO1::Provide awareness of RBI and SEBI TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
1.	Role of Financial System in Economic Development	01-04-2019	Lecture interspersed with discussions
2.	Financial Markets and Financial Instruments	02-04-2019	
3.	Capital Markets	03-04-2019	
4.	Money Markets	05-04-2019	
5.	Primary Market Operations	06-04-2019	
6.	Role of SEBI	08-04-2019	
7.	Secondary Market Operations	09-04-2019	
8.	Functions of Stock Exchanges	11-04-2019	
9.	Listing,	12-04-2019	
10.	Financial Services Sector Problems and Reforms	16-04-2019	
<b>UNIT –II :: Financial Services</b> CO2: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
11.	Nature and Scope of Financial Services	17-04-2019	Lecture interspersed with discussions
12.	Regulatory Frame Work of Financial Services	20-04-2019	
13.	Growth of Financial Services in India	22-04-2019	
14.	Merchant Banking	23-04-2019	
15.	Responsibilities of Merchant Bankers	25-04-2019	
16.	Role of Merchant Bankers in Issue Management	29-04-2019	
17.	Regulation of Merchant Banking in India.	30-04-2019	
<b>UNIT - III Venture Capital:</b> CO3: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
18.	Growth of Venture Capital in India	06-05-2019	Lecture interspersed with discussions
19.	Financing Pattern under Venture Capital	07-05-2019	
20.	Legal Aspects and Guidelines for Venture Capital	09-05-2019	
21.	Leasing	13-05-2019	
22.	types of Leases	15-05-2019	
23.	Leasing Option Vs. Borrowing	16-05-2019	
<b>UNIT – IV Credit Rating</b> CO4: Understand the rating of the customers TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
24.	Meaning, Functions of credit rating	13-06-2019	
25.	Debt Rating System of CRISIL	14-06-2019	

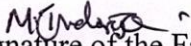
26.	ICRA and CARE	17-06-2019	Lecture interspersed with discussions
27.	Factoring,	20-06-2019	
28.	Types of Factoring	22-06-2019	
29	Forfeiting and Bill Discounting	25-06-2019	
30	Factoring in Indian context	26-06-2019	

UNIT – V Mutual Funds

CO5: Know the need of micro finance.

TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai

31	Concept and Objectives, Functions and Portfolio Classification	27-06-2019	Lecture interspersed with discussions
32	Management, Guidelines for Mutual Funds	01-07-2019	
33	Working of Public and Private Mutual Funds in India	02-07-2019	
34	Debt Securitisation	04-07-2019	
35	Concept and Application	08-07-2019	
36	De-mat Services-need and Operations	11-07-2019	
37	Role of NSDL and CSDL	15-07-2019	

  
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