

TENTATIVE LESSON PLAN: (MB1921)

Course Title: FINANCIAL MANAGEMENT (MB1921)		
Section : MBA	Date : 17-02-2020	Page No : 01 of 02
Revision No : 00	Prepared By : B.KRISHNAIAH	Approved By : HOD

Tools : Black board

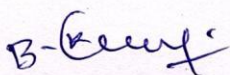
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I FINANCIAL MANAGEMENT			
CO1: To acquaint the student with basic knowledge of finance, financial management and its nature.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI, 2013.			
1.	UNIT –I FINANCIAL MANAGEMENT	17-02-2020	Lecture interspersed with discussions
2.	Introduction to financial management	17/2/20	
3.	Nature and scope of financial management	19/2/20	
4.	Functions of financial management	21/2/20	
5.	Goals of FM	24/2/20	
6.	Major decisions of financial manager	26/2/20	
7.	New role of FM in contemporary scenario	28/2/20	
UNIT –II FINANCING DECISION :			
CO2: TO acquaint the student with knowledge about various sources of finance, computation of WACC and leverage.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
8.	UNIT –II FINANCING DECISION		Lecture interspersed with discussions
9.	Introduction to financing decision	04/3/20	
10.	Sources of finance	06/3/20	
11.	Introduction to cost of capital	07/3/20	
12.	Problems on cost of debt	08/3/20	
13.	Problems on cost of retained earnings	10/3/20	Lecture interspersed with discussions
14.	Problems on WACC	11/3/20	
15.	Problems on EBIT-EPS analysis	12/3/20	
16.	Problems on leverages	14/3/20	
17.	Problems on WACC	17/3/20	
UNIT – III INVESTMENT DECISION			
CO3: Gain knowledge about Time value of money calculation methods and techniques of investment appraisal.			
TB: P.VIJAY KUMAR, M.MADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI,2013			
18.	Investment decision process		Lecture interspersed with discussions
19.	Nature and significance of investment decision	30/03/20	
20.	Traditional methods of capital budgeting	01/04/20	
21.	Modern methods of capital budgeting	2/04/20	
22.	Merits and demerits of capital budgeting techniques	06/04/20	

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

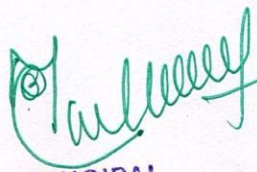
23	UNIT – IV DIVIDEND DECISION :		Lecture interspersed with discussions
24	Introduction to dividend decision	03/06/20	
25	Forms and types of dividend	5/06/20	
26	Determinants of dividend	7/06/20	
27	Theories of dividend	08/06/20	
28	Problems on Walter model	09/06/20	
29	problems on Gardens model	11/06/20	
30	Problems on MM Approach	12/06/20	
31	Dividend policies of Indian corporate	16/06/20	

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

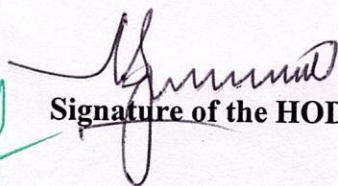
32	Working capital cycle and determinants	17/06/20	Lecture interspersed with discussions
33	Estimation of working capital	19/06/20	
34	Inventory control techniques	22/06/20	
35	Receivables management strategies	02/07/20	
36	Cash budget preparation	08/07/20	



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TENTATIVE LESSON PLAN: MB1922

Course Title: HUMAN RESOURCE MANAGEMENT		Course code: MB1922	
YEAR : I SEM: II MBA	Date : 18-02-20	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
<p>UNIT-I HRM</p> <p>CO1: The students gained knowledge on fundamentals of HRM, functions, policies, strategies & position of HR department, ethics &HR at international level and challenges.</p> <p>TB: . K.Aswhappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008</p>			
	UNIT – 1 Introduction		Lecture interspersed with discussions
1	HRM: Significance – Definition	18-02-2020	
2	Functions	19-02-2020	
3	evolution of HRM- Principles	20-02-2020	
4	Ethical Aspects of HRM-	21-02-2020	
5	HR policies, Strategies to increase firm performance	22-02-2020	
6	Role and position of HR department	24-02-2020	
7	Aligning HR strategy with organizational strategy	25-02-2020	
8	HRM –changing	26-02-2020	
9	global perspective challenges	27-02-2020	
10	environment – cross- cultural problems	28-02-2020	
11	emerging trends in HRM	29-02-2020	

UNIT-II Investment perspectives of HRM

CO2: It emphasizing on handling the human resource planning, demand and supply management, recruitment and selection, T&D, Job analysis , HRD concept & counseling

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

UNIT – 2 Investment perspectives of HRM			Lecture interspersed with discussions
12	HR Planning	29-02-2020	
13	Demand and Supply forecasting	28-02-2020	
14	Recruitment and Selection	29-02-2020	
15	Sources of recruitment	03-03-2020	
16	Tests and Interview Techniques	03-03-2020	
17	Training and Development	04-03-2020	
18	Training and Development Methods	05-03-2020	
19	Training and Development techniques	06-03-2020	
20	Job design , evaluation	09-03-2020	
21	Job Analysis	10-03-2020	
22	Management development	11-03-2020	
23	HRD concepts	12-03-2020	

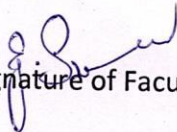
UNIT-III Performance Appraisal

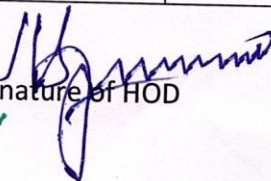
CO5: The students gained knowledge on importance and methods of performance appraisal, latest trends, career development & counseling. It also imparted students with the knowledge of compensation, principles & factors influencing recent trends & compensation at international level


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

	UNIT – 3 Performance Appraisal	31-03-2020	Lecture Interspersed with discussions
24	Performance Appraisal: Importance	03-04-2020	
25	Methods – Traditional methods	09-04-2020	
26	Modern methods	13-04-2020	
27	Latest trends in performance appraisal	16-04-2020	
28	Career Development and Counseling	20-04-2020	
29	Compensation - Concepts	24-04-2020	
30	Compensation Principles	27-04-2020	
31	Influencing Factors- in Compensation	30-04-2020	
32	Current Trends in Compensation	08-05-2020	
33	Methods of Payments in detail -	12-05-2020	
34	Incentives rewards compensation mechanisms.	18-05-2020	
UNIT-IV Wage and Salary Administration CO4: The students gained knowledge on concepts of wage structure , wage and salary policies, legal frame work, determinants and wage differentials. They even learnt job design and evaluation , incentive systems and welfare measures. TB: . K.Aswhappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008			
35	UNIT – 4 Wage and Salary Administration		Lecture interspersed with discussions
36	Wage and Salary Administration: Concept	25-05-2020	
37	Wage Structure	30-05-2020	
38	Wage and Salary Policies	08-06-2020	
39	Legal Frame Work	11-06-2020	
40	Determinants of Payment of Wages	19-06-2020	

41	Wage Differentials	25-06-2020	
42	Incentive Payment Systems	30-06-2020	
43	Welfare management: Nature and concepts	02-07-2020	
44	statutory and non-statutory welfare measures	09-07-2020	
UNIT-V Managing Industrial Relations: <p>CO5: The students gained knowledge on trade unions ,employee participation schemes, collective bargaining, grievance and dispute resolution mechanism. It also imparted students with safety at work place , work hazards, managing work place stress.</p> <p>TB: . K.Aswathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008</p>			
45	UNIT – 5 Managing Industrial Relations:		Lecture interspersed with discussions
46	Trade Unions	17-07-2020	
47	Employee Participation Schemes	20-07-2020	
48	-Collective Bargaining-	24-07-2020	
49	Grievances	30-07-2020	
50	Employee grievance and types	01-08-2020	
51	disputes resolution mechanisms	06-08-2020	
52	Safety at work – nature	10-08-2020	
53	Safety at work importance	12-08-2020	
54	work hazards	16-08-2020	
55	safety mechanisms	18-08-2020	
56	Managing work place stress	22-08-2020	


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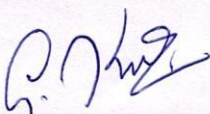

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TENTATIVE LESSON PLAN (MB1923)

Course Title: MARKETING MANAGEMENT(MB1923)				
Section : 01 MBA	Date : 25-2-2020	Page No : 01 of 02		
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD		
Tools : Black board				
No. of Periods	TOPIC	Date	Mode of Delivery	
UNIT -I Introduction to Marketing				
CO1:: To acquaint the student with basic knowledge the concepts of marketing and its environment				
TB:: Phillip Kotler: "Marketing Management ", Pearson Publishers, New Delhi, 2013				
1.	Needs - Wants – Demands of marketing	25-2-2020	Lecture interspersed with discussions	
2.	Transactions Concept of Market	26-2-2020		
3.	Marketing	27-2-2020		
4.	Marketing Mix	28-2-2020		
5.	Marketing Concepts	29-2-2020		
6.	Indian Marketing Environment	3-3-2020 4-3-2020		
UNIT -II Introduction to Marketing				
CO2:: Market Segmentation and Targeting.				
TB:: Phillip Kotler: "Marketing Management ", Pearson Publishers, New Delhi, 2013				
7.	Identification of Market Segments	5-3-2020		
8.	Segmenting Consumer Markets	6-3-2020		
9.	Segmentation Basis Evaluation	10-3-2020 11-3-2020		
10.	Selection of Target Markets	16-3-2020 17-3-2020		
11.	Developing and Communicating a Positioning	18-3-2020 19-3-2020		
UNIT::III Pricing Strategy				
CO3:: TO Understand the concepts of pricing and price changes				
TB:: TB:: Phillip Kotler: "Marketing Management ", Pearson Publishers, New Delhi, 2013				
12.	Objectives of Pricing	20-4-2020 21-4-2020		
13.	Methods of Pricing	24-4-2020 28-4-2020		
14.	Selecting the Final price	29-4-2020 30-4-2020		
15.	Adopting price	2-5-2020 4-5-2020		
16.	Initiating the price cuts	5-5-2020		
17.	Imitating price increases	7-5-2020		
18.	Responding to Competitor's price changes	8-5-2020		

UNIT::IV Marketing Communication			
CO4:: TO Gain the knowledge on promotion activities			
TB:: TB:: Phillip Kotler: "Marketing Management ", Pearson Publishers, New Delhi, 2013.			
19.	Communication Process	9-5-2020	Lecture interspersed with discussions
20.	Communication Mix	11-5-2020	
21.	Managing Advertising	12-5-2020	
22.	Sales Promotion	13-5-2020	
23.	Public relations	15-5-2020	
24.	Direct Marketing	16-5-2020	
25.	Sales force	18-5-2020	
26.	Structure and Size	21-5-2020	
27.	Sales force Compensation	22-5-2020	
UNIT::V Marketing Organization and Control			
CO5:: TO Evaluation of marketing department.			
TB:: TB:: Phillip Kotler: "Marketing Management ", Pearson Publishers, New Delhi, 2013.			
28.	Evolution of Marketing Department	23-5-2020	Lecture interspersed with discussions
29.	Organizing the Marketing Department	25-5-2020	
30.	Marketing Implementation	28-5-2020	
31.	Control of Marketing Performance	30-5-2020	
32.	Annual Plan Control	1-6-2020	
33.	Profitability Control	2-6-2020	
34.	Efficiency Control - Strategic Control	3-6-2020	


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TENTATIVE LESSON PLAN: MB1924

Course Title: OPERATIONS MANAGEMENT (MB1924)		
Section : 00 MB1924	Date : 17-02-2020	Page No : 01 of 02
Revision No : 001	Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO OPERATIONS MANAGEMNT:			
CO1 The Concept of operations management, Relation with other functional areas, Recent trend in Operation Management			
TB :: Panner Selvem: “Production and Operation Management”, Prentice Hall of India, NewDelhi, 2012.			
1.	Introduction to Operations Management	17-02-2020	Lecture interspersed with discussions
2.	Nature & Scope of Operation/ Production Management	17/2/20	
3.	Relationship with other functional areas,	19/2/20	
4.	Recent trend in Operation Management	21/2/20	
5.	Manufacturing & Theory of Constraint	24/2/20	
6.	Types of Production System	26/2/20	
7.	Just in Time (JIT) & lean system.	28/2/20	

UNIT –II Product Design & Process Selection

CO2:: The concepts of Stages in Product Design process Plant Layout & Plant Location are gained

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

No. of Periods	TOPIC	Date	Mode of Delivery
8.	Stages in Product Design process	04/3/20	Lecture interspersed with Discussions
9.	Value Analysis	08/3/20	
10.	Facility location & Layout: Types	10/3/20	
11.	Characteristics, Advantages and Disadvantages	12/3/20	
12.	Work measurement, Job design	17/3/20	

UNIT - III Forecasting & Capacity Planning

CO3 : Methods of forecasting and overview of operation planning.

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

No. of Periods	TOPIC		Mode of Delivery
13.	Methods of Forecasting, Overview of Operation Planning,	30/03/20	Lecture interspersed with discussions
14.	Aggregate Production Planning, Production strategies	01/04/20	
15.	Capacity Requirement Planning,	2/04/20	
16.	Material Requirement Planning	06/04/20	
17.	Concept of Scheduling	07/04/20	
18.	Supply Chain Management	11/04/20	
19.	Purchase Management: Concept	15/04/20	
20.	Purchase Management: Importance, Functions	30/03/20	
21.	Inventory Management	01/04/20	

UNIT – IV PRODUCTIVITY

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

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

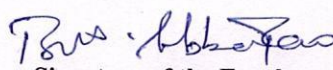
No. of Periods	TOPIC	Date	Mode of Delivery
22.	Productivity: Factors	03/06/20	Lecture interspersed with discussions
23.	Factors, Affecting Productivity	5/06/20	
24.	Job Design: Concept & Importance	7/06/20	
25.	Process Flow Charts	08/06/20	
26.	Methods Study	09/06/20	
27.	Work Measurement	11/06/20	
28.	Engineering and Behavioral Approaches	12/06/20	

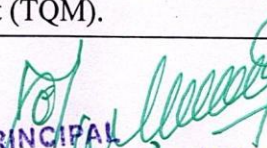
UNIT – V QUALITY MANAGEMENT

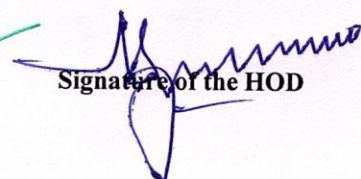
CO5: Concept of Quality, Quality Circles, Improvement of Quality, SQC, Acceptance Samples will be learn.

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

No. of Periods	TOPIC	Date	Mode of Delivery
29.	Quality Management: Quality	17/06/20	Lecture interspersed with discussions
30.	Quality- Definition, Dimension	19/06/20	
31.	Cost of Quality, Quality Circles	20/06/20	
32.	Continuous improvement	22/07/20	
33.	ISO (9000&14000 Series),	23/07/20	
34.	Statistical Quality Control	24/07/20	
35.	Variable & Attribute, Process Control, Control Charts	25/07/20	
36.	Acceptance Sampling	26/07/20	
37.	Operating Characteristic Curve (AQL , LTPD, Alpha & Beta risk),	27/07/20	Lecture interspersed with discussions
38.	Total Quality Management (TQM).	28/07/20	


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TENTATIVE LESSON PLAN: MB1925

Course Title: Business Research Methods		
Section : 01MBA	Date : 17-02-2020	Page No : 01 of 03
Revision No : 01	Prepared By : P. Naga Srinivasa Rao	Approved By : HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Business Research. CO1: To acquaint the students with the basic knowledge of Business Research. TB:: Research Methodology- C.R. Kothari.			
1.	Nature and importance of research.	17-02-2020	Lecture interspersed with discussions
2.	The role of business research.	18-02-2020	
3.	Aims of social research.	20-02-2020	
4.	Pure research	20-02-2020	
5.	Applied research	21-02-2020	
6.	Qualitative research	22-02-2020	
7.	Quantitative research	24-02-2020	
8.	Descriptive research	24-02-2020	
9.	Experimental research	25-02-2020	
10.	Exploratory research	26-02-2020	
11.	Ethical issues in business research	27-02-2020	
12.	Research process	28-02-2020	

UNIT –II DATA BASE

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

TB:: Research Methodology—C.R. Kthothari

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Discussion on primary data	02-03-2020	Lecture interspersed with discussions
14.	Secondary data	03-03-2020	
15.	Tools and techniques of data collection	04-03-2020	
16.	Methods of collecting data	04-03-2020	
17.	Sampling design	05-03-2020	
18.	Sampling procedures	06-03-2020	
19.	Random sampling	07-03-2020	
20.	Non random sampling	09-03-2020	
21.	Determination of sample size	11-03-2020	
22.	Appropriate sampling design	12-03-2020	
23.	Designing of questionnaire	13-03-2020	
24.	Measurement techniques	15-03-2020	
25.	Scaling techniques	18-03-2020	
26.	Comparison of measurement and scaling.	20-03-2020	

UNIT - III Survey Research and Data Analysis.

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

TB :: Research Methodology—C.R. Kothari

No. of Periods	TOPIC	Date	Mode of Delivery
27.	Nature of field work	21-03-2020	

28.	Field work management	23-03-2020	Lecture interspersed with discussions
29.	Interviews	24-03-2020	
30.	Personal interviews	25-03-2020	
31.	Telephone interviews	26-03-2020	
32.	Questionnaire	27-03-2020	
33.	Editing of data	28-03-2020	
34.	Coding of data	30-03-2020	
35.	Classification of data	31-03-2020	
36.	Tabulation of data	07-03-2020	
37.	Preparation of research report	09-03-2020	
38.	Presentation of research report.	10-04-2020	

UNIT – IV Statistical Inference.

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

TB :: Statistical Methods—S.P. Gupta

No. of Periods	TOPIC	Date	Mode of Delivery
39.	Formulation of hypothesis	01-06-2020	Lecture interspersed with discussions
40.	Tests of hypothesis	02-06-2020	
41.	Null and alternative hypothesis	03-06-2020	
42.	Types of errors	04-06-2020	
43.	Procedure of hypothesis testing	05-06-2020	
44.	Parametric vs. non parametric tests	06-06-2020	
45.	Tests of significance for large samples	09-06-2020	
46.	Z test for single proportion	11-06-2020	
47.	Z test for two proportions	15-06-2020	
48.	t test	18-06-2020	
49.	t test for single mean	24-06-2020	
50.	t test for two means	27-06-2020	
51.	Chi square for goodness of fit	29-06-2020	
52.	Chi square for independence of attributes	30-06-2020	

UNIT – V Multivariate Analysis.

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

TB :: Statistical Methods—S.P. Gupta

No. of Periods	TOPIC	Date	Mode of Delivery
53.	Nature of multivariate analysis	01-07-2020	Lecture interspersed with discussions
54.	Classifying multivariate techniques	02-07-2020	
55.	Analysis of dependence	06-07-2020	
56.	Analysis of interdependence	07-07-2020	
57.	Yule's coefficient of association	09-07-2020	
58.	Co efficient of colligation	10-07-2020	
59.	ANOVA technique	13-07-2020	
60.	One way ANOVA	16-07-2020	
61.	Two way ANOVA	20-07-2020	

62.	Previous question discussion	23-07-2020	
63.	Problems on previous papers	24-07-2020	
64.	Problems on previous papers.	25-07-2020	

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TENTATIVE LESSON PLAN: MBA (MB192B)

Course Title: TECHNOLOGY MANAGEMENT (MB192B)		
Section : I II - MBA	Date : 26/09/2020	Page No : 01 of 02
Revision No : 001	Prepared By : J SAI SUDHEER KUMAR	Approved By : HOD

Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
UNIT 1: Evolution of Technology			
CO1:: Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
1. TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
1	Technology Management Introduction	17/02/2020	Lecture interspersed with Discussions
1	Evolution of Technology	18/02/2020	
1	Effects of New Technology	19/02/2020	
1	Technology Innovation	20/02/2020	
1	Invention-Innovation	21/02/2020	
1	Diffusion- Revolutionary and Evolutionary	24/02/2020	
1	Innovation- Product and Process Innovation	27/2/2020	
1	Strategic Implications of Technology	28/2/2020	
1	Technology - Strategy Alliance	29/2/2020	
1	Convergent and Divergent Cycle	2/3/2020	
1	The Balanced Approach	3/3/2020	
UNIT – II: Technology Assessment			
CO2:: Able to equip with concepts of operations, project management and inventory control			
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
1	Technology Assessment	04/03/2020	Lecture interspersed with discussions
1	Technology Choice	4/3/2020	
1	Technological Leadership and Followership	5/3/2020	
1	Technology Acquisition	6/3/2020	
1	Technological Forecasting	7/3/2020	
1	Exploratory, Intuitive curves	8/3/2020	
1	Extrapolation, Growth Curves	11/3/2020	
1	Technology Monitoring	12/3/2020	
1	Normative: Relevance Tree	13/3/2020	
1	Morphological Analysis	14/3/2020	
1	Mission Flow Diagram	17/3/2020	
1	Technical substitutions	18/3/2020	
UNIT-III: Diffusion of Technology			
CO3:: Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
1	Diffusion of Technology	18/3/2020	Lecture interspersed with discussions
1	Rate of Diffusion	19/3/2020	
1	Innovation Time and Innovation Cost	20/3/2020	
1	Speed of Diffusion	21/3/2020	
1	Technology Indicators	22/3/2020	
1	Various Indicators	18/3/2020	
1	Organizational Implications of Technology	4/4/2020	

1	Relationship between Technical Structure and Organizational Infrastructure	5/4/2020	
1	Relationship between Technical Structure and Organizational Infrastructure	6/4/2020	
1	Flexible Manufacturing Management System (FMMS).	9/4/2020	
1	Flexible Manufacturing Management System (FMMS).	10/4/2020	
1	Other Models	11/4/2020	
1	Popular and flexible models	12/4/2020	

UNIT-IV: Financial Aspects in Technology Management

CO4:: Able to equip with different techniques in project management, ie PERT and CPM and project crashing

TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.

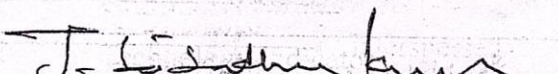
1	Financial Aspects in Technology Management	16/4/2020	Lecture interspersed with discussions
1	Improving Traditional Cost Management System	17/4/2020	
1	Barriers to the Evaluation of New Technology	18/4/2020	
1	Social Issues in Technology Management	19/4/2020	
1	Technological Change and Industrial Relations	20/4/2020	
1	Technological Change and Industrial Relations	23/4/2020	
1	Technological Change and Industrial Relations	24/4/2020	
1	Technology Assessment and Environmental Impact Analysis	25/4/2020	
1	Technology Assessment and Environmental Impact Analysis	26/4/2020	
1	Challenges with globalization	27/4/2020	
1	Challenges with IPRs	28/4/2020	

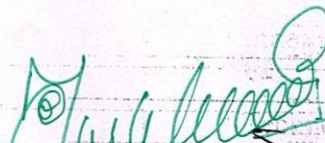
UNIT-V: Human Aspects in Technology Management

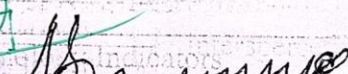
CO5:: Able to equip with the concept and practical issues relating to strategic management

TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.

1	Human Aspects in Technology Management	1/5/2020	Lecture interspersed with discussions
1	Integration of People and Technology	2/5/2020	
1	Organizational and Psychological Factors	4/5/2020	
1	Organizational Outcome	5/5/2020	
1	Technology Transfer	6/5/2020	
1	Technology Management Scenario in India	7/5/2020	
1	Ongoing trends in Technology	8/5/2020	
1	Case studies	9/5/2020	
1	Case studies	10/5/2020	


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TENTATIVE LESSON PLAN (MB1641)

Course Title: LOGISTICS AND SUPPLY CHAIN MANAGEMENT (MB1641)		
Section : MBA	Date : 02-12-2019	Page No : 01 of 02
Revision No : 001	Prepared By : JS SUDHEER KUMAR	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I I LOGISTICS AND COMPETITIVE STRATEGY:			
CO1: To acquaint the student with basic knowledge of logistics and supply chain management, models in logistics management, areas in supply chain management.			
TB :: Sunil Chopra and Peter Meindl: Supply Chain Management Pearson Education 2013			
1.	Introduction to logistics management	02-12-2019	Lecture interspersed with discussions
2.	Introduction to supply chain management	03-12-2019	
3.	Scope of supply chain management	06-12-2019	
4.	Dimensions of supply chain management	07-07-2019	
5.	Gaining competitive advantage through logistics	09-07-2019	
6.	Elements of customer service	10-07-2019	
7.	Strategies of customer service	11-07-2019	
8.	Customer retention	12-07-2019	
UNIT -II MEASURING LOGISTICS COSTS AND PERFORMANCE:			
CO2: TO acquaint the student with knowledge about logistics costing, customer profitability analysis and activity based costing			
TB :: Sunil Chopra and Peter Meindl: Supply Chain Management Pearson Education 2013			
9.	Introduction to logistics cost	14-01-2020	Lecture interspersed with discussions
10.	Types of logistics costs	16-01-2020	
11.	Impact of logistics cost on share holder value	17-01-2020	
12.	Impact on ROI	18-01-2020	
13.	Logistics and bottom line	19-01-2020	
14.	Customer profitability analysis	20-01-2020	
15.	Direct product profitability	21-01-2020	
16.	Cost drivers	22-01-2019	
UNIT -III : LOGISTICS AND SUPPLY CHAIN RELATION SHIP:			
CO3: Gain knowledge about Benchmarking process, channel structure, logistics service alliance.			
TB :: Sunil Chopra and Peter Meindl: Supply Chain Management Pearson Education 2013			
17.	Introduction to bench marking	24-01-2020	Lecture interspersed with discussions
18.	Process of benchmarking	27-01-2020	
19.	Merits and demerits of benchmarking	30-01-2020	
20.	Channel structure	02-02-2020	
21.	Types of channel structure	04-02-2020	
22.	Economies of distribution	11-02-2020	
23.	Strategies of distribution	14-02-2020	
UNIT -IV SOURCING, TRANSPORTING AND PRICING PRODUCTS:			
CO4: TO understand about transportation in supply chain, modes of transportation and			

CRM in supply chain

TB :: Sunil Chopra and Peter Meindl: Supply Chain Management Pearson Education 2013

44	Meaning and definition of sourcing	17-02-2020	Lecture interspersed with discussions
45	Principles of sourcing	19-02-2020	
46	Policies effecting sourcing decision	20-02-2020	
47	Policies effecting purchasing	21-02-2020	
48	Transportation in SCM	23-02-2020	
49	Modes of transportation	26-02-2020	
50	Bullwhip effect	28-02-2020	
51	Causes of bullwhip effect	02-03-2020	

UNIT -V MEASURING GLOBAL LOGISTICS AND GLOBAL SUPPLY CHAIN:

CO5: TO understand about global supply chain, global alliance and issues and challenges in global supply chain.

TB :: Sunil Chopra and Peter Meindl: Supply Chain Management Pearson Education 2013

53	Introduction to global logistics	03-03-2020	Lecture interspersed with discussions
54	Process of global logistics	06-03-2020	
55	Process of global SCM	09-03-2020	
56	Global purchasing reasons and barriers	17-03-2020	
57	Process of global purchasing	28-03-2020	
58	Global alliance	28-03-2020	

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TENTATIVE LESSON PLAN (MB1642)

Course Title: ENTREPRENEURSHIP DEVELOPMENT (MB1642)

Section : MBA **Date : 9/12/19** **Page No : 01 of 02**

Revision No : 001 **Prepared By : Dr. N SUBRAMANYAM** **Approved By : HOD**

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
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UNIT - INTRODUCTION

CO1: Able to understand meaning, scope and importance of entrepreneurship development.

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

1.	Importance and growth, characteristics and qualities	9-16/12/19	Lecture interspersed with discussions
2.	Role of entrepreneurship, ethics and social responsibilities	18-19/12/19	
3.	Women entrepreneurship, role, importance, problems	20-21/12/19	
4.	Corporate entrepreneurship	23/12/19	
5.	Mobility of entrepreneur	24/12/19	
6.	Entrepreneurial motivation	24/12/19	

UNIT -II TRAINING

CO2: students obtained the knowledge of training, progress and feedback system of ED.

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

7.	Designing appropriate training program to inculcate entrepreneurial spirit Training for new and existing entrepreneurs	26-27/2/2020	Lecture interspersed with discussions
8.	- Feedback and performance of trainees, creativity and entrepreneurship	28-29/2/2020	
9.	Sources and methods of ideas and planning and development program E-business ventures	2-4/3/2020	
10.	New venture management,	7-9/3/2020	
11.	emerging trends	9-19/3/2020	

UNIT - III PLANNING & EVALUATION OF PROJECTS

CO3; Students are able to plan and execute the small projects with all the properties of ED.

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

12	Growth of the firm	6-7/2/2020	Lecture interspersed with discussions
13	project identification and selection	10-11/2/2020	
14	Factors inducing growth, project feasibility study	12/2/2020	
15	Post planning of project	13-25/3/2020	
16	Project planning and control	25/3/2020	

UNIT - IV : SMALL AND MICRO ENTERPRISES

CO4; Able to understand Importance of MSME's.

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

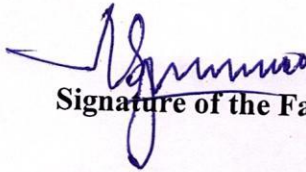
17	MSME importance, definitions policies and their support to MSME	26-30/12/19	
18	Growth and growth strategies-	30/12/19-31/12/19	

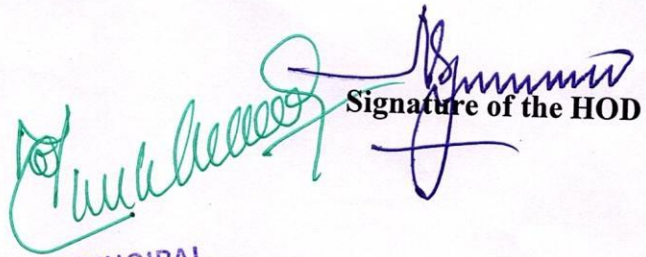
19	Sickness in small business a8nd remedies	31/12/19	Lecture interspersed with discussions
20	Small entrepreneurs in international business	2/1/2020-4/01/2020	

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

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

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Role of government, role of IDBI, NIESBUD, SISI, DIC	6-21/01/2020	Lecture interspersed with discussions
22	Role of financial institutions, commercial banks	22-23/01/2020	
23	Role of entrepreneurial development institutes,	24/1/2020-3/2/2020	
24	Role of universities and other educational institutions in offering entrepreneurial development program	4/2/20-5/2/2020	


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TENTATIVE LESSON PLAN: MB1643

Course Title: ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT (MB1643)		
Section : 00-01	Date : 02-12-2019	Page No : 01 of 03
Revision No : 001	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : Black board, PPTs

UNIT –I BASICS OF CHANGE MANAGEMENT

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Reasons For Change Management	02-12-2019	Lecture interspersed with discussions
1	Nature Of Change Management	03-12-2019	
2	Principles Of Change Management	04,05-12-2019	
2	Types Of Changes	06,07-12-2019	
1	Seven Steps Of Change Management	10-12-2019	
2	Change Levers	11,12-12-2019	
2	Value Based Management	13,15-12-2019	

UNIT –II MAPPING CHANGE

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	The role of diagramming in system investigation	17,18-12-2019	Lecture interspersed with Discussions
1	A review of basic flow diagramming techniques	19-12-2019	
3	systems relationships	20,23,24-12-2019	
1	systems diagramming and mapping	26-12-2019	
2	influence charts, multiple cause diagrams	27,30-12-2019	
1	a multidisciplinary approach	31-12-2019	
1	Systems approach to change: systems autonomy and behavior	06-01-2020	
1	the intervention strategy model	07-01-2020	
2	total project management model (TPMM). Learning organization:	08,09-01-2020	

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.**

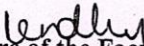
No. of Periods	TOPIC	Date	Mode of Delivery
1	Nature And Scope Of OD	10-01-2020	Lecture interspersed with discussions
2	Dynamics Of Planned Change	20,21-01-2020	
2	Letwin Change Model	22,23-01-2020	
2	Person Focused OD	24,25-01-2020	
1	Role Focused OD	03-02-2020	
2	Planning OD Strategy	04,05-02-2020	
3	OD Intervention Techniques	06,07,08-02-2020	
1	Challenges To OD Practioners	11-02-2020	

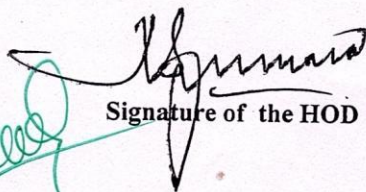
UNIT - IV NEGOTIATED CHANGE**CO4:: To be aware of labour- management relations and negotiated change.****TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.**


No. of Periods	TOPIC	Date	Mode of Delivery
1	Negotiated Change	12-02-2020	Lecture interspersed with discussions
1	Functions Of Collective Bargaining	13-02-2020	
2	Collective Bargaining Process	15,17-02-2020	
1	Changes in the legal frame work of collective bargaining	19-02-2020	
2	Negotiated flexibility	20,21-02-2020	
2	Labor Market Flexibility	24,25-02-2020	
1	Productivity Bargaining	26-02-2020	
1	Improved Work Relations	27-02-2020	
2	public sector bargaining and social security.	28,29-02-2020	

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	02-03-2020	Lecture interspersed with discussions
1	Team Vs Groups	03-03-2020	
2	Types of teams, Characteristics of Virtual teams	04,05-03-2020	
1	Team building life cycle, Team building skills	06-03-2020	
2	Contemporary Issues In Managing Teams	07,09-03-2020	
1	Virtual team- High performance teams – self managing teams	12-03-2020	
1	Building team relationships	13-03-2020	
2	empowered teams – leadership on teams – Managing cross	16,17-03-2020	
1	Group think as a decision making process – effective decision making techniques for teams and groups	18-03-2020	
2	role of change consultant— contemporary issues in managing teams.	19,20-03-2020	


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TENTATIVE LESSON PLAN (MB1644)

Course Title: FINANCIAL MARKETS AND SERVICES (MB1644)		
Section : Sec: 01 MBA	Date : 9-12-2019	Page No : 01 of 02
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT – Structure of Financial System CO1::Provide awareness of RBI and SEBI TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya Publishing house, Mumbai			
1.	Role of Financial System in Economic Development	9-12-2019	Lecture interspersed with discussions
2.	Financial Markets and Financial Instruments	10-12-2019	
3.	Capital Markets	16-12-2019	
4.	Money Markets	18-12-2019	
5.	Primary Market Operations	27-12-2019	
6.	Role of SEBI	30-12-2019	
7.	Secondary Market Operations	31-12-2019	
8.	Functions of Stock Exchanges	3-1-2020	
9.	Listing,	4-1-2020	
10.	Financial Services Sector Problems and Reforms	10-1-2020	
UNIT –II :: Financial Services CO2: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya Publishing house, Mumbai			
11.	Nature and Scope of Financial Services	20-1-2020	Lecture interspersed with discussions
12.	Regulatory Frame Work of Financial Services	22-1-2020	
13.	Growth of Financial Services in India	24-1-2020	
14.	Merchant Banking	3-2-2020	
15.	Responsibilities of Merchant Bankers	6-2-2020	
16.	Role of Merchant Bankers in Issue Management	7-2-2020	
17.	Regulation of Merchant Banking in India.	8-2-2020	
UNIT - III Venture Capital: CO3: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya Publishing house, Mumbai			
18.	Growth of Venture Capital in India	11-2-2020	Lecture interspersed with discussions
19.	Financing Pattern under Venture Capital	12-2-2020	
20.	Legal Aspects and Guidelines for Venture Capital	15-2-2020	
21.	Leasing	24-2-2020	
22.	types of Leases	25-2-2020	
23.	Leasing Option Vs. Borrowing	26-2-2020	

UNIT – IV Credit Rating

CO4: Understand the rating of the customers

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

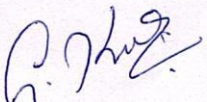
24.	Meaning, Functions of credit rating	28-2-2020	Lecture interspersed with discussions
25.	Debt Rating System of CRISIL	29-2-2020	
26.	ICRA and CARE	3-3-2020	
27.	Factoring,	4-3-2020	
28.	Forfeiting and Bill Discounting	6-3-2020	
29	Types of Factoring	7-3-2020	
30	Factoring in Indian context	9-3-2020	

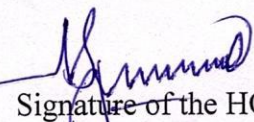
UNIT – V Mutual Funds

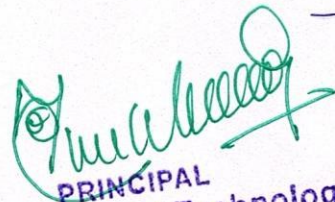
CO5: Know the need of micro finance.

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

31	Concept and Objectives, Functions and Portfolio Classification	10-3-2020	Lecture interspersed with discussions
32	Management, Guidelines for Mutual Funds	11-3-2020	
33	Working of Public and Private Mutual Funds in India	16-3-2020	
34	Debt Securitisation	16-3-2020	
35	Concept and Application	17-3-2020-	
36	De-mat Services-need and Operations	18-3-2020	
	Role of NSDL and CSDL	19-3-2020	


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TENTATIVE LESSON PLAN: MB1647

Course Title: GLOBAL HRM (MB1647)		Course code: MB1647	
YEAR :II SEM: II MBA	Date : 24-12-2018	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
<p>UNIT-I INTRODUCTION TO Global HRM CO1: Become familiar with a basic concepts of Global HRM TB: Subba Rao P: "International Human Resource Management", Himalaya PublishingHouse, Hyderabad, 2011</p>			
	UNIT – 1 Introduction		Lecture interspersed with discussions
1	A Global HR Perspective in New Economy	24-12-18	
2	Challenges of Globalization	25-12-18	
3	Implications of Managing People and Leveraging Human Resource	26-12-18	
4	Conflicts - Strategic Role of International HRM	27-12-18	
5	Global HR Planning	28-12-18	
6	Staffing policy – Training and development	29-12-18	
7	performance appraisal	31-12-18	
8	International Labour relations –industrial dmocracy	02-01-19	
9	Talent crunch – Indian MNCs and Challenges	03-01-19	
10	Legal content of Global HRM	04-01-19	

UNIT-II Managing International Assignments

CO2: Gain knowledge about international assignments

TB: Subba Rao P: "International Human Resource Management"

	UNIT – 2 Managing International Assignments		Lecture interspersed with discussions
17	Significance of international assignments	07-01-19	
18	Selection methods to manage international assignments	08-01-19	
19	Positioning Expatriate	09-01-19	
20	Repatriate	10-01-19	
21	factors of consideration	11-01-19	
22	Strategies	17-01-19	
23	International assignments for Women	18-01-19	
24	International assignments for Women - Problems.	21-01-19	

UNIT-III Cross Culture Management

CO3: Become familiar with the concepts of cross cultural management

TB: Subba Rao P: "International Human Resource Management"

	UNIT – 3 Cross Culture Management		
		22-02-19	
32	Cross Culture Management: Importance	25-02-19	
33	Concepts and issues	26-02-19	
34	Theories	27-02-19	
35	considerations – Problems	28-02-19	
36	Skill building methods	01-03-19	
37	Cross Culture Communication and Negotiation	02-03-19	
38	Cross Culture Teams.	04-03-19	

UNIT-IV Compensation Management			
CO4: Gain knowledge about concept of Compensation Management			
TB: Subba Rao P: "International Human Resource Management", Himalaya PublishingHouse, Hyderabad, 2011			
	UNIT – 4 Compensation Management	05-03-19	Lecture interspersed with discussions
41	Importance – Concepts	06-03-19	
42	Trends - Issues – Methods	07-03-19	
43	Factors of Consideration – Models	08-03-19	
44	incentive methods	11-03-19	
45	global compensation implications on Indian systems	12-03-19	
46	Performance Management	13-03-19	
UNIT-V Global Strategic Advantages through HRD:			
CO5: Become familiar with Global Strategic Advantages through HRD			
TB: Subba Rao P: "International Human Resource Management", Himalaya PublishingHouse, 2011			
	UNIT – 5 Global Strategic Advantages through HRD		Lecture interspersed with discussions
55	Global Strategic Advantages through HRD	14-03-19	
56	Measures for creating global HRD Climate	15-03-19	
57	Strategic Frame Work of HRD and Challenges	18-03-19	
58	Globalization and Quality of Working Life and Productivity	19-03-19	
59	Challenges in Creation of New Jobs through Globalization	20-03-19	
60	New Corporate Culture	24-03-19	

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TENTATIVE LESSON PLAN: MB1648

Course Title: GLOBAL FINANCIAL MANAGEMENT (MB1648)		
Section : 00 MBBA	Date : 15-12-19	Page No : 01 of 02
Revision No : 001	Prepared By : B.V.S.S SUBBA RAO	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Global Financial Management			
CO1 Obtain knowledge on Globalization & MNC's			
TB :: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008..			
1	Introduction to Global Financial Management	5/12/2019	Lecture interspersed with discussions
1	Globalization and MNCs- Global Winds of Change	6/12/2019	
1	New Challenges and Opportunities- Importance of Global Factors	8/12/2019	
1	Regulatory and Legal Frame Work- Global Organizational Restructuring	10/12/2019	
1	International Monetary System, Exchange Rates and Par Values	14/12/2019	
1	International Monetary Reforms- Special Drawing Rights	16/12/2019	
2	SDR Allocation	18/12/2019	

UNIT –II Financial Analysis

CO2:: Learner is able to understand Exchange & Interest rate exposures

TB:: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.

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No. of Periods	TOPIC	Date	Mode of Delivery
2	Management of Exchange and Interest Rates Exposure	2/12/2019	Lecture interspersed with Discussions
1	: Determination of Exchange Rates Balance of Payments (Equilibrium vs Disequilibrium)-	24/12/2019	
2	International Trade Flow- Time factor in International Risks	26/12/2019	
1	Hedging in Swap Market	02/1/2020	
2	Measurement of Politico Economics Risk	06/1/2020	
1	Management of International Transactions Exposure	09/1/2020	

UNIT - III Budget

CO3 : Understand the Management of Global Business Operations

TB :: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Management of Global Business Operations and Practices	20/1/2020	Lecture interspersed with discussions
4	Operational Strategies of MNCs- Management of Global Business Practices	23/1/2020	
1	Sources of funds for MNCs	27/1/2020	
2	Operations in International Financial Markets-	02/2/2020	
1	Currency Options.	06/2/2020	

UNIT – IV International Investment Decisions

CO4: Equip with International Investment Decisions

TB: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.

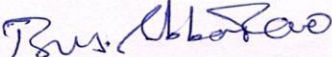
No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision	13/2/2020	Lecture interspersed with discussions
2	Foreign Direct Investment- International Capital Budgeting	16/2/2020	
3	Evaluation and Management of Political Risk	23/2/2020	
1	Global Portfolio Investment, International Global Financial Decisions	25/2/2020	
4	Role of Multi Lateral Development Banks	27/2/2020	
3	Global Financial Market Instruments	01/03/2020	

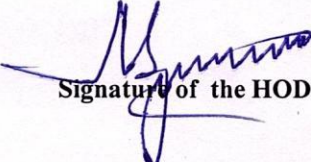
UNIT – V Standard Costing

CO5: Gain knowledge on Global Indebtedness.

TB: Jeff Madura, "International Financial Management" Cengage Learning Limited, 2008.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Global Indebtedness: External Resources	02/3/2020	Lecture interspersed with discussions
3	Nature and Magnitudes of External Debt	05/3/2020	
2	Factors influencing Debt Crisis	08/3/2020	
3	Management of external Indebtedness and Challenges	12/3/2020	
1	- Short -Term Financing- Internal Financing by MNCs.	15/3/2020	
2	Case studies in the relevant units	19/3/2020	


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TENTATIVE LESSON PLAN: MB164B

Course Title: LABOR WELFARE & LEGISLATION (MB164B)		
Section : 00 <i>MB164B</i>	Date : 24-12-2018	Page No : 01 of 02
Revision No : 00	Prepared By : B.V.S.S.SUBBA RAO	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Welfare Legislation CO1 : To know the Concept of Welfare Legislation & its Importance TB : Malik, P.L: "Industrial Law", Eastern Book Company. Laknow,1977			
1.	Welfare Legislation	24-12-2018	Lecture interspersed with discussion
2.	Factories Act 1948	25-12-2018	
3.	Mines Act 1952	26-12-2018	
4.	Plantation Labour Act 1951	27-12-2018	
5.	Contract Labour (Regulation and Abolition) Act 1970	28-12-2018	
6.	A.P.Shops and Establishments Act	02-01-2019	
UNIT –II Industrial Relations Legislation CO2: To known the concepts of Industrial Relations Legislation TB: Malik, P.L: "Industrial Law", Eastern Book Company. Laknow,1977			
No. of Periods	TOPIC	Date	Mode of Delivery
7.	Industrial Relations Legislation	03-01-2019	Lecture interspersed with discussion
8.	Industrial Disputes Act 1947	04-01-2019	

9.	Industrial Employment (standing orders) Act 1946	05-01-2019	Lecture interspersed with discussions
10.	Trade Unions Act 1926	08-01-2019	

UNIT - III Wage and Social Security Legislation

CO3 : To understand the Wage and Social Security Legislation

TB : Moorthy, M.V: "Principles of Labour Welfare", Oxford University Press, New Delhi

No. of Periods	TOPIC	Date	Mode of Delivery
11.	Wage and Social Security Legislation	21-01-2019	Lecture interspersed with discussions
12.	Minimum wages Act 1948	22-01-2019	
13.	Payment of Bonus Act 1966	25-01-2019	
14.	Payment of Gratuity Act 1972	29-01-2019	
15.	Workmen's Compensation Act 1923	31-01-2019	
16.	Employees State Insurance Act 1948	01-02-2019	
17.	Maternity Benefit Act 1961	04-02-2019	
18.	Employees Provident Fund	07-02-2019	
19.	Miscellaneous Provisions Act 1952	11-02-2019	

UNIT – IV Introduction to Labour Welfare

CO4: To understand the concept of Labour Welfare

TB: Moorthy, M.V: "Principles of Labour Welfare", Oxford University Press, New Delhi

No. of Periods	TOPIC	Date	Mode of Delivery
20.	Labour Welfare: Concept, scope and philosophy,	14-02-2019	
21.	principles of labour welfare	15-02-2019	

22.	Indian constitution on labour	16-02-2019	Lecture interspersed with discussions
23.	Agencies of labour welfare and their role	20-02-2019	
24.	Impact of ILO on labour welfare in India	22-02-2019	
25.	Labour problems	25-02-2019	
26.	Indebtedness, Absenteeism	28-02-2019	
27.	Alcoholism, Personal and Family Counselling	01-03-2019	

UNIT – V Labour welfare programmes

CO5: To know the Labour welfare programmes

TB: Pant, S.C: "Indian Labour Problems", Chaitanya Pub. House. Allahabad

No. of Periods	TOPIC	Date	Mode of Delivery
28.	Labour welfare programmes	04-03-2019	Lecture interspersed with discussions
29.	Statutory and non-statutory	05-03-2019	
30.	extra mural and intra mural	07-03-2019	
31.	Central Board of Workers' Education; Workers' Cooperatives	11-03-2019	
32.	Workers' Cooperatives Welfare Centers,	14-03-2019	
33.	Welfare Centers Welfare Officers' Role	15-03-2019	
34.	Welfare Officers' Role Status and Functions	16-03-2019	
35.	Status and Functions Role of social work in industry	18-03-2019	
36.	Role of social work in industry	19-03-2019	

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TENTATIVE LESSON PLAN: MB164C

Course Title: RISK MANAGEMENT (MB164C)		
Section : 00 MBA	Date :5-12-19	Page No : 01 of 02
Revision No : 00	Prepared By : B.KRISHNAIAH	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO FINANCIAL INSTITUTIONS			
CO1 Obtain knowledge on Risk Management framework			
TB :: Dr. G. Kotreshwar: “Risk Management”, Himalaya Publishing House, Delhi. 2012.			
1	Role of financial institution	5/12/2019	Lecture interspersed with discussions
1	Financial services provided by intermediaries	6/12/2019	
1	Future trends and global issues for financial services	8/12/2019	
1	Risk management frame work in organization	10/12/2019	
1	Identification of liquidity risk	14/12/2019	
1	Measurement and managing risk	16/12/2019	
2	Managing foreign exchange risk	18/12/2019	
UNIT –II INTRODUCTION TO RISK			
CO2:: Learner is able to understand tools of measuring Risk			
TB:: Dr. G. Kotreshwar: “Risk Management”, Himalaya Publishing House, Delhi. 2012.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Measurement of interest rate risk	2/12/2019	Lecture interspersed with Discussions
1	Problems on measurement of interest rate risk	24/12/2019	
2	Measurement of market risk	26/12/2019	
1	Problems on Value at Risk	02/1/2020	
2	Measurement of operational risk	06/1/2020	
1	Measurement of liquidity risk	09/1/2020	
UNIT - III RISK MANAGEMENT			
CO3 : Understand the Management of risk in corporate			
TB :: Dr. G. Kotreshwar: “Risk Management”, Himalaya Publishing House, Delhi. 2012.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Risk Management tools	20/1/2020	Lecture interspersed with discussions
4	Types of derivatives contracts	23/1/2020	
1	Management of interest rate risk tools	27/1/2020	
2	Approaches to credit risk management tools	02/2/2020	
1	Foreign exchange and sovereign risk tools	06/2/2020	
UNIT – IV SUPERVISION OF BANKING			
CO4: Equip with regulatory bodies for various markets			
TB: Dr. G. Kotreshwar: “Risk Management”, Himalaya Publishing House, Delhi. 2012.			
No. of Periods	Regulatory frame work for Banks	Date	Mode of Delivery
2	Revised RBI Risk management frame work to banks	13/2/2020	Lecture
2	Operational structure for credit risk	16/2/2020	


3	SEBI Norms to banks	23/2/2020	interspersed with discussions
1	BASEL Committee on Banking supervision	25/2/2020	
4	BASEL I,BASEL II Norms	27/2/2020	
3	Operational structure for credit risk	01/2/2020	

UNIT – V Important Concepts of Risk Management

CO5: Gain knowledge on various models of Risk management.

TB: Dr. G. Kotreshwar: "Risk Management", Himalaya Publishing House, Delhi. 2012.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Time value of money calculation methods	02/3/2020	Lecture interspersed with discussions
3	Fundamentals of options ,forwards and futures	05/3/2020	
2	KMV Portfolio Manager	08/3/2020	
3	Black schools model	12/3/2020	
1	Problems on black schools model	15/3/2020	


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TENTATIVE LESSON PLAN: (MB164F)

Course Title: MANAGEMENT OF INDUSTRIAL REALTIONS (IMB164F)		
Section : MBA	Date : 08-12-2019	Page No : 01 of 02
Revision No : 00 	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INDUSTRIAL RELATIONS MANAGEMENT			
CO1: To gain knowledge on Industrial relations, its background, influencing factors and consequences of in organization. They can learn employment structure, labour market and social partnership.			
TB:: Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.			
1	Concept	09-12-2019	Lecture interspersed with discussions
1	Evaluation	12-12-2019	
1	Background of industrial Relations in India	18-12-2019	
1	Influencing factors of IR in enterprise	19-12-2019	
1	consequences	20-12-2019	
1	Economic environments	21-12-2019	
1	Political environments	24-12-2019	
1	Employment Structure	26-12-2019	
1	Social Partnership	27-12-219	
1	Wider approaches to industrial relations	29-12-2019	
1	Labour Market.	30-12-2019	
1	Case study 1	02-01-2020	
1	Case study 2	03-01-2020	
UNIT –II TRADE UNIONS			
CO2: To impart knowledge on Trade unions, growth, Legal framework, union problems, membership and maintenance.			
TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011			
1	Introduction-Definition	09-01-2020	Lecture interspersed with discussions
1	Growth of Trade Unions in India	22-01-2020	
1	Objectives of Trade Unions in India	23-01-2020	
1	Trade Unions Act , 1926	27-01-2020	
1	Legal framework	29-01-2020	
1	Union recognition	31-01-2020	
1	Union Problems	02-02-2020	
1	Employees Association	03-02-2020	
1	Objectives of Employees Association	05-02-2020	
1	Membership	07-02-2020	
1	Financial Status	08-02-2020	
1	Case study 1	10-02-2020	
1	Case study	11-02-2020	
UNIT - III QUALITY OF WORK LIFE			
CO3: To focus on nurturing the students in the area of Workers participation, collective bargaining, promoting peace. If also emphasizes on wage and salary administration, types of wages, incentives, fringe benefits and issues and constraints in wage fixing in India.			
TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011			
1	Workers' Participation in Management	12-02-2020	Lecture intersperse
1	Worker's Participation in India	13-02-2020	
1	shop floor, Plant Level, Board Level	14-02-2020	
1	Collective bargaining concepts	15-02-2020	
2	Workers' Welfare in Indian scenario	17,18-02-2020	

1	Workers' Participation in Management	12-02-2020	Lecture interspersed with discussions
1	Worker's Participation in India	13-02-2020	
1	shop floor, Plant Level, Board Level	14-02-2020	
1	Collective bargaining concepts	15-02-2020	
2	Workers' Welfare in Indian scenario	17,18-02-2020	
2	Characteristics	19,20-02-2020	
1	Promoting peace	22-02-2020	
1	Wage and Salary administration: Nature	24-02-2020	
1	Significance of wage, salary administration w	26-02-2020	
1	Minimum wage- Fair wage, Real wage,	27-02-2020	
1	Incentives & fringe benefits	28-02-2020	
1	Issues and Constraints in Wage Determination in India.	29-02-2020	
1	Case study 1	02-03-2020	
1	Case study 2	03-03-2020	

UNIT – IV SOCIAL SECURITY

CO4 To understand different social security measures in India, Health and occupational safety, Workmen Compensation Act, Employee State Insurance Act workers' education and rewarding.

TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011


1	Introduction and types	04-03-2020	Lecture interspersed with discussions
1	Social Security in India	05-03-2020	
1	Health and Occupational safety programs	06-03-2020	
1	Salient features of Workmen	07-03-2020	
1	Compensation Act	09-03-2020	
1	Employees' State Insurance Act relating to social security	10-03-2020	
1	Workers' education objectives	11-03-2020	
1	Rewarding	12-03-2020	
1	Monetary rewarding	13-03-2020	
1	Non monitoring rewarding	14-02-2020	
1	Case study 1	16-03-2020	
1	Case study 2	17-03-2020	

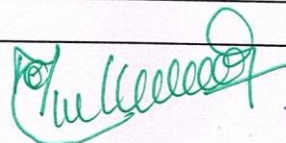
UNIT – V EMPLOYEE GRIEVANCES

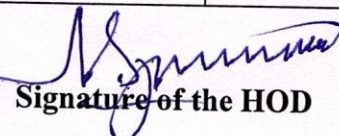
CO5: To focuses on training students in the area of employee grievances and settlement mechanisms, standing orders, code of discipline, industrial disputes and prevention and settlement machinery.

TB:: C.S Venkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011

1	Causes of Grievances	18-03-2020	Lecture interspersed with discussions
1	Conciliation, Arbitration	19-03-2020	
1	Adjudication procedural aspects for Settlement of Grievances	20-03-2020	
1	Standing Orders	22-03-2020	
1	Code Discipline	23-03-2020	
1	Industrial Disputes	24-03-2020	
1	Meaning, nature and scope of industrial disputes	25-03-2020	
1	Cases and Consequences of Industrial Disputes	26-03-2020	
1	Prevention and Settlement of industrial disputes in India	27-03-2020	
1	Case study-1	28-03-2020	
1	Case study -2	28-03-2020	


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TENTATIVE LESSON PLAN MB1646

Course Title: TAX MANAGEMENT MB1646		
Section : MBA	Date : 9-12-2019	Page No : 01 of 02
Revision No : 00 \	Prepared By : Dr. M VEERA BHADRA RAO	Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I Direct and Indirect Taxes CO1: Able to know about the basics of tax, tax on agriculture income, about the income tax act TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
1.	Income Tax Act 1961	09-12-2019	Lecture interspersed with discussions
2.	Income from House Property – Computation of Salary Income	16-12-2019	
3.	Income from Business and Profession	19-12-2019	
4.	Indirect Taxes – Excise Duty	28-12-2019	
5.	Types and Taxable Event for Excise Duty	9-01-2020	
UNIT -II CENVAT CO2: Understand all about the Central Value Added Tax (CENVAT) TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
6.	Input Goods and Services for CENVAT	10-01-2020	Lecture interspersed with discussions
7.	Capital Goods for CENVAT	20-01-2020	
8.	Scope and Converge of Customs Duty	22-01-2020	
9.	Nature of Customs Duty – Classification for Customs	27-01-2020	
10.	Exemptions from Customs Duty	02-02-2020	
UNIT - III Introduction to Tax Planning CO3; Able to know about the tax planning and legal principles of tax planning TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
11	Nature of Tax	03-02-2020	Lecture interspersed with discussions
12	Legal Principles of taxation laws	06-02-2020	
13	Five basic Rules of interpretation of statutes	07-02-2020	
14	Law Lexicon and Legal Maxims	11-02-2020	
15	Concepts of Tax Avoidance, Tax Evasion	13-02-2020	
UNIT – IV : Tax Management Decisions CO4; learner understand the elements of tax considerations, tax management, tax decisions TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
16	Tax considerations - Management Decisions	14-02-2020	Lecture interspersed with discussions
17	Guidelines to Tax planning	15-02-2020	


18	Relief's – Concessions – Rebates – Deductions	19-02-2020	Lecture interspersed with discussions
19	Incentives (Payment of Advance Tax)	21-02-2020	
20	Penalties for non-compliance.	27-02-2020	

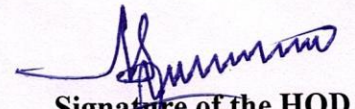
UNIT – V Multi National Taxation


CO5: Understand about the international taxation system and legal aspects in international taxation.

TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Bilateral Tax Treaties- Transfer Pricing for Tax Planning	02-03-2020	Lecture interspersed with discussions
22	Tax Intensives Organizational Setup of MNCs	06-03-2020	
23	Investment Decision on Tax Planning	09-03-2020	
24	Transfer Pricing Methods	16-03-2020	
25	Measures to Plug Tax Loopholes	19-03-2020	


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