

TENTATIVE LESSON PLAN: 19IM101

Course Title: ENGLISH – I		
Section : IMBA	DATE:04-02-2021	Page No : 01 of 04
Revision No : 00	Prepared By : G.PRAVEEN	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Wit and Humour CO1: To make the students understand humour and the contributions of Mokshagundam to build modern India, The students also develop their LSRW skills. TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.			
1	Introduction to wit and Humour	04-02-2021	Lecture interspersed with discussions
2	Wit and Humour	05-02-2021	
3	L-Listening For Sounds, Stress and Intonation	06-02-2021	
4	S-Greeting and Taking Leave, Introducing Oneself and Others	08-02-2021	
5	R; Reading for Subject/ Theme	10-02-2021	
6	W- Writing Paragraphs	13-02-2021	
7	G-Types of Nouns and Pronouns	15-02-2021	
8	V- Homonyms, homophones synonyms, antonyms	17-02-2021	
9	<i>Mokshagundam Visvesvaraya</i> “	19-02-2021	
10	<i>Mokshagundam Visvesvaraya</i> “	22-02-2021	
11	<i>Mokshagundam Visvesvaraya</i> “	24-02-2021	
12	<i>Mokshagundam Visvesvaraya</i> “	24-02-2021	
UNIT II – Cyber Age CO2: To make the students aware of Polymer currency and inspire them with the unique journey of Helen Keller. TB1 :: Contemporary English Grammar Structures and Composition by David Green, MacMillan Publishers, New Delhi. 2010.			
13	Cyber Age	26-02-2021	Lecture interspersed with
14	Cyber Age	28-02-2021	
15	L – Listening for themes and facts	02-03-2021	
16	S – Apologizing, interrupting, requesting and	05-03-2021	

	making polite conversation		discussions
17	R- for theme and gist	07-03-2021	
18	W- Describing people, places, objects,	09-03-2021	
19	G- Verb forms	12-03-2021	
20	V- Noun, verb, adjective and adverb	13-03-2021	
21	Three Days To See"	16-03-2021	
22	Three Days To See"	17-03-2021	
23	Three Days To See"	18-03-2021	
24	Three Days To See"	19-03-2021	

UNIT III- Risk Management

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

25	Risk Management	25-03-2021	Lecture interspersed with discussions
26	L – for main points and sub-points for note taking	26-03-2021	
27	S – Giving instructions and directions; Speaking of hypothetical situations	27-03-2021	
28	R – Reading for details	28-03-2021	
29	W – note-making, information transfer, punctuation	30-03-2021	
30	G – Present tense	01-04-2021	
31	V – Synonyms and antonyms	03-04-2021	
32	Leela"s Friend"	05-04-2021	
33	Leela"s Friend"	08-04-2021	
34	Leela"s Friend"	12-04-2021	
35	Risk Management	15-04-2021	
36	L – for main points and sub-points for note taking	16-04-2021	
37	S – Giving instructions and directions; Speaking of hypothetical situations	18-04-2021	
38	R – Reading for details	20-04-2021	

UNIT – IV Human Values and Professional Ethics

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

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

39	Human Values and Professional Ethics	22-04-2021	
----	---	------------	--

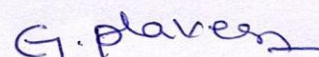
40	Human Values and Professional Ethics	22-04-2021	Lecture interspersed with discussions
41	L -Listening for specific details and information	24-04-2021	
42	S- Narrating, expressing opinions and telephone interactions	27-04-2021	
43	R -Reading for specific details and information	6-05-2021	
44	W- Writing formal letters and CVs	08-05-2021	
45	G- Past and future tenses	10-05-2021	
46	V- Vocabulary - idioms and Phrasal verbs	11-05-2021	
47	The Last Leaf	12-05-2021	
48	The Last Leaf	13-05-2021	
49	The Last Leaf	14-05-2021	
50	Human Values and Professional Ethics	15-05-2021	
51	Human Values and Professional Ethics	16-05-2021	
52	L -Listening for specific details and information	18-05-2021	
53	S- Narrating, expressing opinions and telephone interactions	19-05-2021	

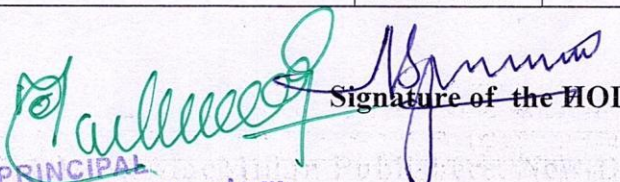
UNIT –V Sports and Health

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

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

54	Sports and Health"	20-05-2021	Online classes
55	Sports and Health"	21-05-2021	
56	L- Critical Listening and Listening for speaker"s tone/ attitude	22-05-2021	
57	S- Group discussion and Making presentations	23-05-2021	
58	R- Critical reading, reading for reference	25-05-2021	
59	W-Project proposals; Technical reports, Project Reports and Research Papers	26-05-2021	
60	G- Adjectives, prepositions and concord	27-05-2021	
61	V- Collocations and Technical vocabulary Using words appropriately	28-05-2021	
62	The Convocation Speech"	29-05-2021	
63	The Convocation Speech"	29-05-2021	


Signature of the Faculty


Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: 19IM102 (2020-21)

Course Title: Business Mathematics and Statistics		
Section : IMBA	Date : 04-02-2021	Page No : 01 of 03
Revision No : 00	Prepared By: P. Naga Srinivasa Rao.	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT –I SETS and FUNCTIONS. <ul style="list-style-type: none"> • CO1: The Acquaint the students with the basic knowledge of mathematical techniques. • TB: Business Mathematics - - - D.C. Sancheti and V.K. Kapoor. 			
1.	Numbers, sequences and series.	04-02-2021	Lecture interspersed with discussions
2.	Arithmetic progression	04-02-2021	
3.	Geometric progression	05-02-2021	
4.	Harmonic progression	08-02-2021	
5.	Sets, sub sets and functions.	10-02-2021	
6.	Venn diagram and its applications.	13-02-2021	
7.	Operations on sets	15-02-2021	
8.	Cartesian product of sets	16-02-2021	
9.	Applications of functions.	18-02-2021	
10.	Differentiation concept	20-02-2021	
11.	Derivatives of a function.	23-02-2021	
12.	Sum and difference	25-02-2021	
13.	Product and quotient	27-02-2021	
UNIT –II Matrices and Determinants with Business Applications. <ul style="list-style-type: none"> • CO2: The acquaint the students with the with the basic knowledge of matrices and its business applications. • TB: Business Mathematics - - - D.C. Sancheti and V.K. Kapoor. 			
Serial Number	TOPIC	Date	Mode of Delivery
14.	Matrices – Introduction	01-03-2021	Lecture interspersed with discussions
15.	Types of matrices	02-03-2021	
16.	Operations on matrices	04-03-2021	
17.	Adjoint of a matrix	06-03-2021	
18.	Inverse of a matrix	09-03-2021	
19.	Elementary row operations.	10-03-2021	
20.	Problems	12-03-2021	
21.	Cramer’s method	15-03-2021	
22.	Problems	17-03-2021	
23.	Matrix inverse method	19-03-2021	
24.	problems	20-03-2021	
UNIT - III Introduction to Statistics. <ul style="list-style-type: none"> • CO3: To gain knowledge about basic statistical techniques and its applications in business. • TB: Statistical Methods - - - S.P. Gupta. 			
Serial Number	TOPIC	Date	Mode of Delivery
25.	Mean	22-03-2021	

26.	Median	23-03-2021	Lecture interspersed with discussions
27.	Mode	25-03-2021	
28.	problems	27-03-2021	
29.	Standard Deviation	29-03-2021	
30.	Problems	31-03-2021	
31.	Meaning and definitions of statistics	03-04-2021	
32.	Scope and limitations of statistics	07-04-2021	
33.	Role of statistics	09-04-2021	
34.	Variance.	10-04-2021	

UNIT – IV Probability Theory and Probability Distributions.

- **CO4: To understand the concepts of probability theory and probability distributions.**
- **TB :: Statistical Methods - - - S.P. Gupta**

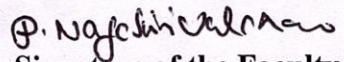
Serial Number	TOPIC	Date	Mode of Delivery
35.	Probability introduction	12-04-2021	Lecture interspersed with discussions
36.	Definitions of probability	15-04-2021	
37.	Additive law	16-04-2021	
38.	Problems	17-04-2021	
39.	Multiplicative law of probability	19-04-2021	
40.	Problems	20-04-2021	
41.	Conditional law of probability	22-04-2021	
42.	Problems	23-04-2021	
43.	Baye's theorem	24-04-2021	
44.	Binomial distribution	26-04-2021	
45.	Problems	27-04-2021	
46.	Poisson distribution	30-04-2021	
47.	Problems	03-05-2021	
48.	Normal distribution	04-05-2021	
49.	Problems	07-05-2021	
50.	Applications of normal distribution	08-05-2021	

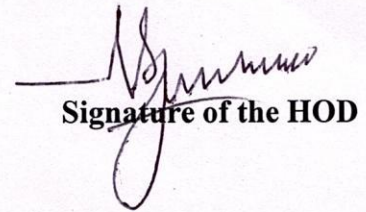
UNIT – V Correlation and Regression.

- **CO5: To know and understand about various applications of correlation and Regression Analysis.**
- **TB :: Statistical Methods - - - S.P. Gupta.**

Serial Number	TOPIC	Date	Mode of Delivery
51.	Correlation –introduction	10-05-2021	Lecture interspersed with discussions
52.	Karl Pearson's correlation coefficient	11-05-2021	
53.	Problems	12-05-2021	
54.	Rank correlation	13-05-2021	
55.	Problems	14-05-2021	
56.	Lines of regression	15-05-2021	
57.	Problems	17-05-2021	
58.	Regression coefficients	20-05-2021	
59.	Problems	22-05-2021	

60.	Time series	24-05-2021
61.	Components of time series	26-05-2021
62.	Trend	27-05-2021
63.	Moving averages	29-05-2021
64.	Least squares method	31-05-2021


Signature of the Faculty


Signature of the HOD



PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN:16IM103

Course Title: FUNDAMENTALS OF BUSINESS ORGANIZATION		
Section:IMBA I/I	Date: 04-02-2021	Page No: 01 of 03
Revision No: 00	Prepared By: G. KIRAN	Approved By: HOD

Tools: Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I FUNDAMENTAL CONCEPTS Business, trade, industry and commerce – Features and Functions of Business.Trade - Classification, Aids to Trade.Industry – Classification of industries – Commerce.Relationship between trade, industry and commerce –Concept of Business Organization. CO1: To understand the concepts of business. TB: Bhushan YK: Business Organization and Management, Sultan Chand			
1.	Introduction to the concept of business	From 04-02-2021 To 19-02-2021	Online class with Zoom
2.	Concept of business, trade and industry		
3.	Features of business/characteristics		
4.	Trade, classification, aids to trade		
5.	Industry classification		
6.	Classification of Industry		
7.	Scope of business		
8.	Commerce classification		
9.	Relationship between trade, industry, commerce		
10.	Concept of business organization		
11.	Functions of business		
UNIT –II ENTREPRENEUR Meaning-CharacteristicsofEntrepreneurs–TypesofEntrepreneurs–Functionsof anentrepreneur-StepstostartEnterprise.Sourcesof finance-LongTerm,ShortTerm. CO2: To know the responsibilities for an entrepreneur, source of finance for an entrepreneur. TB: Bhushan YK: Business Organization and Management, SultanChand			
12.	Meaning of an entrepreneur	From 20-02-2021 To 06-03-2021	Online class with Zoom
13.	Characteristics of an entrepreneur		
14.	Types and functions of an entrepreneur		
15.	Qualities of an entrepreneur		
16.	Abilities of an entrepreneur		
17.	Steps to start an enterprise		
18.	Sources of business finance, lab work		

UNIT - III FORMS OF BUSINESS ORGANIZATION**Business Organization-Forms of Business Organization-**

Sole Proprietorship, Partnership, Joint Stock Company, Hindu undivided Family and Limited liability partnership. Factors influencing the choice of suitable form of organization. Sole Proprietorship: Meaning-Characteristics-Advantages & Disadvantages-

Suitability. Partnership: Meaning-Characteristics-Kinds of partners-

Registration of partnership-Partnership deed-Rights and obligations of partners.-

Hindu undivided Family Business: Characteristics-Advantages and limitations.

CO3: To understand various types of business.

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

19.	Introduction to FBO	From 08-03-2021 To 01-04-2021	Online class with Zoom
20.	Classification of Business organizations		
21.	Sole trading concern, characteristics		
22.	Sole trading concern, characteristics, Advantages and disadvantages		
23.	Factors influencing the selection of Business organizations		
24.	Suitability of sole trading concern		
25.	Introduction to Partnership		
26.	Kinds of partnership		
27.	Types of partners		
28.	Registration of a partnership firm		
29.	Advantages of Registration of a partnership firm		
30.	Partnership deed		
31.	Provisions of partnership deed		
32.	Joint Hindu family business		
33.	Lab work Unit-I		
34.	Lab work Unit-I		
35.	Lab work Unit-II		
36.	Lab work Unit-II		
37.	Review of Unit-I		
38.	Review of Unit - II		
39.	Mid questions, pattern		
40.	Overview of 3 units covered		
41.	MM Preparation / Presentation		

UNIT - IV JOINT STOCK COMPANY - I

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

Preparation of Important documents

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

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

42.	Introduction to JSC	From 02-04-2021 To 17-04-2021	Online class with Zoom
43.	Joint Hindu Family Business		
44.	Types of companies		
45.	Private vs. public sector		
46.	Private vs. public sector		
47.	Presentation of Public and Private Sector		
48.	Joint stock company introduction		
49.	Presentation on JSC		

UNIT – V JOINT STOCK COMPANY – II
Joint Stock Company II-Memorandum of Association-Significance, Clauses–
Articles of Association-Contents–Prospectus-Contents–Statement in lieu of Prospectus.
CO5: To know how to commence the business.
TB: Bhushan YK: Business Organization and Management, Sultan Chand

50.	Memorandum of Association- Significance, Clauses	From 19-04-2021 To 08-05-2021	Online class with Zoom
51.	Articles of Association-Contents		
52.	Statement in lieu of Prospectus.		
53.	Prospectus-Contents		

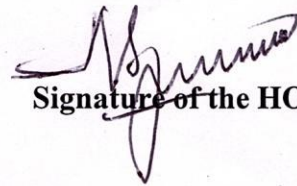


Signature of the Faculty



PRINCIPAL

SRK Institute of Technology
 ENIKEPADU, VIJAYAWADA-521 108



Signature of the HOD

TENTATIVE LESSON PLAN (IMB1904)

Course Title: FINANCIAL ACCOUNTING-I (IMB1904)

Section : 1Y IMBA

Date : 17-08-2020

Page No : 01 of 02

Revision No : 00

Prepared By : Dr.M VEERA BADRA RAO

Approved By : HOD

Tools : Black board, PPTs,

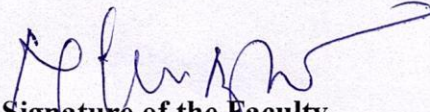
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to accounting: CO1: students has understood about basics of accounting TB :: Basic Financial Accounting for Management by Prasanna Chandra			
1.	objectives	FROM	Lecture interspersed with discussions
2.	significance and process,	17-08-2020	
3.	Accounting concepts	TO	
4.	conventions	27-08-2020	
5.	Accounting cycle		
UNIT –II Structure of Indian economy: CO2: students has got awareness on basics of the journal and the trail balance TB :: Basic Financial Accounting for Management by Prasanna Chandra			
6.	Nature and significance	FROM	Lecture interspersed with discussions
7.	Economic systems – structure of Indian industry	28-08-2020	
8.	Economic reforms in various sectors – nature – challenges – social justice	TO	
9.	Disinvestment mechanism – problems and procedures –	04-09-2020	
10.	Sickness in Indian industry, competition Act 2002		
11.	Structure of Indian economy: Nature and significance		
UNIT - III Fiscal Policy CO3; Able to know about basic of ledger posting TB :: Basic Financial Accounting for Management by Prasanna Chandra			
12	: Nature and significance – public revenues – expenditure	FROM	Lecture interspersed with discussions
13	debt, development activities allocation of funds	08-09-2020	
14	Critical analysis of the recent fiscal policy of Government of India	TO	
15	Balance of Payments - Nature – Structure – major components	25-09-2020	
16	– Causes for disequilibrium in Balance of Payments – Correction measures development		

UNIT – IV : India's Trade Policy**CO4:** students has understood about the final accounts and income statement**TB ::** Basic Financial Accounting for Management by Prasanna Chandra

17	: Nature – Magnitude and direction of Indian international trade – problems	FROM 06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
18	bilateral and multilateral trade agreements. International business environment		
19	Nature significance– challenges and mechanisms.		
20	WTO: Agreements in the Uruguay round including TRIPS, TRIMS and GATS disputes settlement mechanism		
21	dumping and antidumping measures problems		
22	India's Trade Policy: Nature – Magnitude and direction of Indian international trade – problems		
23	bilateral and multilateral trade agreements. International business environment		
24	Nature significance– challenges and mechanisms.		

UNIT – V Legal Frame**CO5:** students has got awareness on basis of ratio analysis and different types of ratios**TB ::** Basic Financial Accounting for Management by Prasanna Chandra

No. of Periods	TOPIC	DATE	Mode of Delivery
25	: special features of the SICA (special provisions) 1985	FROM 26-10-2020 TO 13-11-2020	Lecture intersperse d with discussions
26	BIFR, Consumer protection act 1986		
27	Environmental laws (pertaining to the control and prevention of Air Act		
28	Water pollution Act		
29	the Essential Commodities Act 1955		



Signature of the Faculty



Signature of the HOD

PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: 19IM105

Course Title: FUNDAMENTALS OF COMPUTER		
Section : IMBA	DATE:04-02-2021	Page No : 01 of 03
Revision No : 00	Prepared By : HAMEEDA KHATOON	Approved By : HOD

Tools : Black board, PPT

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT I: Introduction to Computer CO1: To make the students understand the basics of computer and different types of computers. TB1 :: Fundamentals of Computers, Reema Thareja, 2nd Edition			
1.	Introduction to Computer	04-02-2021	Lecture interspersed with discussions
2.	Input Devices	05-02-2021	
3.	Output Devices	06-02-2021	
4.	Storing Devices and Memory	08-02-2021	
5.	System and Application Software	09-02-2021	
6.	Computer Languages	10-02-2021	
7.	Generation of Computers and their features	11-02-2021	
8.	Introduction to number system	12-02-2021	
9.	Binary Number System	13-02-2021	
10.	Decimal Number System	15-02-2021	
11.	Hexadecimal Number System	16-02-2021	
12.	Number System inter Conversions	17-02 2021 To 18-02-2021	
13.	Internet	19-02-2021	
14.	Services of Internet	20-02-2021	
15.	Hardware and Software Requirements	22-02-2021	
16.	Types of Internet Connections	23-02-2021	
17.	Tutorial Class	24-02-2021	

TB1 :: Fundamentals of Computers, Reema Thareja, 2nd Edition

18.	Introduction to Operating System	25-02-2021	Lecture interspersed with discussions
19.	Basics of Windows XP	26-02-2021	
20.	Operations of Windows XP	26-02-2021 27-02-2021	
21.	Utilities and Features of Windows XP	01-03-2021	
22.	Introduction to UNIX	02-03-2021	
23.	Commands of UNIX	03-03-2021	
24.	Tutorial Class	04-03-2021	

UNIT III: Application Software**CO3: To make the students aware of different types of Application Software.****TB1 :: Fundamentals of Computers, Reema Thareja, 2nd Edition**

25.	Introduction to MS-Office	05-03-2021	Lecture interspersed with discussions
26.	Basics of MS Word	06-03-2021	
27.	Formatting text and documents	08-03-2021	
28.	Introduction to mail merge and Macros	09-03-2021	
29.	Basics of Excel and rearranging of Worksheets and Working with graphics	10-03-2021	
30.	Using Worksheets as databases and Automating what-if projects and basics of MS PowerPoint and creating presentation	11-03-2021	
31.	Introduction to MS Access and Database creation and form design and report generation using wizard	12-03-2021	
32.	Tutorial Class	13-03-2021	

UNIT IV: E-Business**CO4: To make the student understand the concepts of E-Business****TB2 :: Ravi Kalakotta & Whinston B., —Frontiers of E-Commerce, Pearson Education**

33.	E-Business Fundamentals	22-03-2021	
34.	E-business Framework and applications	23-03-2021 To 24-03-2021	
35.	Technology Infrastructure for E-Business	25-03-2021	
36.	E-Business Models	26-03-2021 To	

		29-03-2021	Lecture interspersed with discussions
37.	Type of E-Payment and risk on E-payment	30-03-2021 To 03-04-2021	
38.	Design of E-payment	05-04-2021 To 06-04-2021	
39.	Security Environment	07-04-2021 To 08-04-2021	
40.	Ethical, Social and Political Issues in e-commerce	09-04-2021	
41.	Inter-organization Business and EDI basics	10-04-2021	
42.	EDI and VANs and Internet based EDI	12-04-2021	
43.	Tutorial Class	15-04-2021	

UNIT V: Computer Networks

CO5: Students get familiarize with the concepts of Computer Network

TB2 :: Ravi Kalakotta & Whinston B., —Frontiers of E-Commerce, Pearson Education

44.	Introduction to Computer Networks	16-04-2021 To 17-04-2021	Lecture interspersed with discussions
45.	Fundamentals of Mobile and Wireless Computing	19-04-2021 To 20-04-2021	
46.	Mobile Computing Framework	22-04-2021 To 24-04-2021	
47.	Wireless Technology	26-04-2021 To 27-04-2021	
48.	Switching method	28-04-2021	
49.	Mobile information access device	29-04-2021	
50.	Mobile computing applications	30-04-2021	
51.	Tutorial Class	01-05-2021	

Signature of the Faculty

Hameeda Khatun

PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

Signature of the HOD

**TENTATIVE LESSON PLAN: 19IM301
PRINCIPLES OF MANAGEMENT**

Course Title: PRINCIPLES OF MANAGEMENT			
Section :IMBA-II/I	Date : 17-08-2020	Page No : 01 of 04	
Revision No : 00	Prepared By :G.SREELALITHA	Approved By : HOD	
Tools: Black board, PPTs			
S.No.	TOPIC	Date	Mode of Delivery
UNIT-I A BRIEF HISTORY OF MANAGEMENT			
CO1: To know the basic concepts of Management. To understand the basic requirements of management..			
TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Games, Himalaya Publishing House, New Delhi,2008			
1	Classical Theory	From 17-08-2020 To 02-09-2020	Online class with CISCO WebEx
2	Scientific Management		
3	Administrative Theory		
4	Behavioral Theory		
5	Management Science		
6	Integrative Perspective		
7	Systems Theory		
8	Socio technical Theory		
9	Contingency Theory		
10	Comparing Theories		
UNIT-II CREATIVE PROBLEM SOLVING AND DECISION MAKING			
CO2: To understand the concept of organising that can occur in organization in order to control the line and staff structure .			

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

11	Creative Problem Solving	From 03-09-2020 To 22-09-2020	Online class with CISCO WebEx
12	Problem Solving and Decision Making		
13	Classify and Define the Problem or Opportunity		
14	Set Objectives and Criteria		
15	Generate Creative and Innovative Alternatives		
16	Analyze Alternatives and Select Most Feasible		
17	Plan, Implement the Decision and Control		
18	Vroom's Participative Decision Making Model		

UNIT-III STRATEGIC AND OPERATIONAL PLANNING

CO3: To study the basic differences between Individual roles and organizational goals

TB: K.Aswathappa — Organisational Behaviour-Text, Cases and Games Himalaya Puing House,

19	Strategic and operational planning	From 23-09-2020 To 15-10-2020	Online class with CISCO WebEx
20	Developing the Mission		
21	Analyzing the Environment		
22	Setting Objectives		
23	Corporate Strategies		
24	Business Strategies		
25	Operational Planning		
26	Implementing and Controlling Strategies		
27	Time Management		

UNIT-IV ORGANIZING AND DELEGATING WORK

CO4: To study the motivation and job performance. To understand the Collaborative Processes in Work Groups in Management.

TB: K.Aswhathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing

28	Organising and delegating work	From 16-10-2020 To 02-11-2020	Online class with CISCO WebEx
29	Principles of Organizing		
30	Authority		
31	Organizational Design		
32	Job Design, Organizing Yourself and Delegating		
33	Relation between Authority, Power and Influence		
34	Leadership and Trait Theory		
35	Behavioural Leadership Theories		
36	Situational Approaches to Leadership		
37	Handling Complaints.		

UNIT-V COMMUNICATION AND CONTROLLING


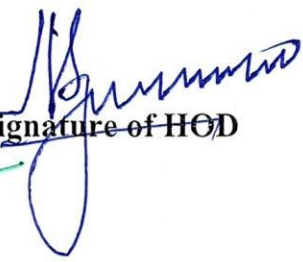
CO5: To study the organisational conflict and Conflict Resolution problem solving Techniques as well as Creating an Ethical Organization

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

38	Communication and controlling	From 03-11-2020 To 13-11-2020	Online class with
39	Organizational Communication and Information Technology		
40	Interpersonal Communication Process		
41	Communication Barriers		
42	Message Transmission Channels		

43	Organizational and Functional Area Control Systems	CISCO
44	Establishing Control Systems.	WebEx


Signature of Faculty



Signature of HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN (IMB1932)

Course Title: COST ACCOUNTING (IMB1932)		
Section : 2Y IMBA	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Dr.M.VEERA BADRA RAO	Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Cost accounting			
<p>CO1: : Learner has got awareness on Management accounting vs Cost accounting role of accounting information in planning and control, cost concepts and managerial use of classification of costs</p> <p>TB :: Cost and Management Accounting, BY M.N. ARORA</p>			
1.	Management accounting vs Cost accounting	FROM 18-08-2020 TO 27-08-2020	Lecture interspersed with discussions
2.	Role of accounting		
3.	information in planning and control		
4.	cost concepts and managerial use of classification of costs		
5.	The management process and accounting.		
UNIT –II Cost analysis and control			
<p>CO2: students able to know about the Direct and Indirect expenses, allocation and apportionment of overheads, calculation of machine hour rate and labor hour rate</p> <p>TB :: Cost and Management Accounting, BY M.N. ARORA</p>			
6.	Direct and Indirect expenses	FROM 28-08-2020 TO 04-09-2020	Lecture interspersed with discussions
7.	allocation and apportionment of overheads,		
8.	calculation of machine hour rate and labour hour rate		
9.	Unit costing, job costing		
10.	Cost sheet and tender and process costing and their variants		
11.	treatment of normal losses and abnormal losses		
12.	inter-process profits, costing for by-products and equivalent production		
UNIT - III Marginal Costing:			
<p>CO3; students has got awareness on Application of Marginal costing in terms of cost control, Income determinants under marginal cost- Absorption Cost Vs Marginal Cost. Key or Limiting Factor.</p> <p>TB :: Cost and Management Accounting, BY M.N. ARORA</p>			
13	Introduction, Application of Marginal costing in terms of cost control	FROM 08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
14	Income determinants under marginal cost		
15	Absorption Cost Vs Marginal Cost		
16	Key or Limiting Factor		

UNIT – IV : Break-even-analysis

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

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

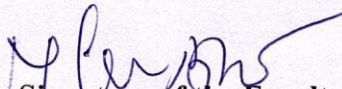
17	concept of cost-volume-profit relationship-Profit Planning	FROM 06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
18	make or buy decision- Selection of suitable product mix- desired level of Profits		
19	Determination of Break even point, Break-even-graph and assumptions of BEP		
20	importance, Margin of safety and angle of incidence		
21	Application of BEP for various business problems		

UNIT – V Standard Costing:

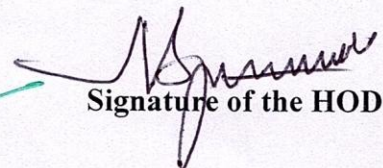
CO5: students has got awareness about Standard Cost and Standard Costing, standard costing vs. budgetary control, standard costing vs. estimated cost, standard costing and marginal costing,

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

No. of Periods	TOPIC	DATE	Mode of Delivery
22	Standard Cost and Standard Costing, standard costing vs. budgetary control,	FROM 26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
23	standard costing vs. estimated cost		
24	standard costing and marginal costing		
25	analysis of variance		
26	material variance, labour variance and sales variance		
27	Inter-firm comparison		


Signature of the Faculty




Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: (IMB1933)

Course Title: BANKING THEORY AND PRACTICE (IMB1933)		
Section: I MBA III	Date : 17/08/2020	Page No : 01 of 02
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools : Black board

SR NO	TOPIC	Date	Mode of Delivery
UNIT –I COMMERCIAL BANK			
CO1: To gain knowledge on Functions of Commercial Banks: Primary and Secondary. Creation of Credit- Limitations on the Creation of Credit-Investment Policy of Commercial Banks			
TB:D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
1	Introduction to Bank and Banking	17/8/2020	Lecture interspersed with discussions
2	Structure of Banking system in India	18/8/2020	
3	Functions Of Commercial Banks	19/8/2020	
4	Primary Functions Of Commercial Banks	20/8/2020	
5	Secondary Functions Of Commercial Banks	21/8/2020	
6	Types of banks	24/8/2020	
7	Scheduled and non-schedule	25/8/2020	
8	Commercial and non-commercial	26/8/2020	
9	Government and private banks	27/8/2020	
10	Indian and foreign banks	28/8/2020	
11	Development banks	31/8/2020	
12	Cooperative banks	01/9/2020	
13	Regional rural banks	02/09/2020	
14	Creation Of Credit	03/09/2020	
15	Limitations On The Creation Of Credit	04/09/2020	
16	Investment Policy Of Commercial Banks	05/09/2020	
17	Tutorial class	07/09/2020	
UNIT II –MONEYMARKET			
CO2: To impart knowledge on Components of Money Market- Importance of Money Market, Features of a Money Market, The Indian Money Market-, and Reserve Bank of India.			
TB::D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.			
18	Introduction Money markets	09/09/2020	Lecture interspersed with discussions
19	Structure of Money markets	10/09/2020	
20	Items Dealt with in a Money Market	11/09/2020	
21	Components of Money Market	12/09/2020	
22	Call money market	14/09/2020	
23	Treasury bills	15/09/2020	
24	Commercial papers	16/09/2020	
25	Bill of exchange	17/09/2020	
26	Certificates of deposits	18/09/2020	
27	Importance of Money Market	19/09/2020	
28	Features of a Money Market	21/09/2020	
29	The Indian Money Market	22/09/2020	
30	Indian Banking System	23/09/2020	
31	Tutorial class	24/09/2020	

UNIT - III BANKINGREGULATIONACT,1949

CO3: To Focuses on nurturing the students in the area of Provisions on Capital Liquidity, Powers Assigned to the Reserve Bank of India, Nationalization of Banks in India

TB::D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.

32	Introduction to company prospectus	25/09/2020	Lecture interspersed with discussions
33	Banking Regulation Act: 1949	26/09/2020	
34	Provisions On Capital	05/10/2020	
35	Provisions On Liquidity	06/10/2020	
36	Nationalization Of Banks In India	07/10/2020	
37	Ombudsman for Banks	08/10/2020	
38	Banking Sector Reforms	09/10/2020	
39	Non-performing assets	10/10/2020	
40	Types of non-performing assets	12/10/2020	
41	Causes of non-performing assets	13/10/2020	
42	Consequences of non-performing assets	14/10/2020	
43	Recovery Measures of Non-performing assets	15/10/2020	
44	Powers Assigned To The Reserve Bank Of India	16/10/2020	
45	Tutorial class	17/10/2020	

UNIT – IV INNOVATIONS IN BANKING SERVICE

CO4To understand Innovative Banking-Social Banking-Lead Bank Scheme- Village Adoption Scheme, Differential Interest Rate Scheme, HI-Tech Banking-Financial Services

TB::D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.


46	Introduction to innovative banking	19/10/2020	Lecture interspersed with discussions
47	Innovative Banking Types	20/10/2020	
48	Social Banking	21/10/2020	
49	Lead Bank Scheme objectives	22/10/2020	
50	Village Adoption Scheme	26/10/2020	
51	Hi-Tech Banking	27/10/2020	
52	Financial Services	28/10/2020	
53	Venture Capital Financing	31/10/2020	
54	Differential Interest of Rate	02/11/2020	
55	Tutorial class	03/11/2020	

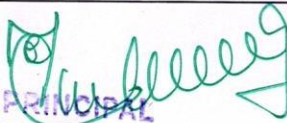
UNIT – V FOREIGN EXCHANGE

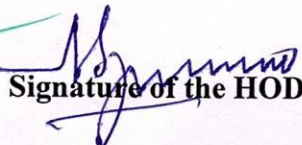
CO5: To focuses on training students in the area of Foreign Exchange Market- Rate of Exchange, Exchange Rate Mechanisms. Rights of a Customer to Charge a Bank under the Consumer Protection Act.

TB::D. Muralidharan, "Modern Banking Theory and Practice", PHI, Delhi, 2009.

56	Introduction to Performance management skills	04/11/2020	Lecture interspersed with discussions
57	Foreign Exchange Market	05/11/2020	
58	Rate Of Exchange	06/11/2020	
59	Exchange Rate Mechanisms	07/11/2020	
60	General Relationship Between Banker And Customer	09/11/2020	
61	Special Features Of TheBanker-Customer Relationship	10/11/2020	
62	Rights Of A Customer To Charge A Bank Under The Consumer Protection Act.	11/11/2020	
63	Indian banking association	12/11/2020	
64	Tutorial class	13/11/2020	


Signature of the Faculty

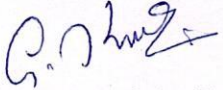

SRK Institute of Technology


Signature of the HOD

TENTATIVE LESSON PLAN (IMB1934)

Course Title: BUSINESS LAW			
Section : <u>IMBA II/III</u>	Date : 17-08-2020	Page No : 01 of 02	
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board,PPT			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Importance of Commercial Law			
CO1: : Describe three different relationships that could be created the law of agency.			
1. S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009.			
1.	UNIT-I: Importance of Commercial Law.	From 17-08-2020 TO 02-09-2020	Online class with Cisco WebEx
2.	The Indian Contracts Act, 1872		
3.	Nature of the Act		
4.	Classification of Contracts		
5.	Essentials of a Valid Contract		
6.	Offer and Acceptance		
7.	Consideration, Free Consent		
8.	Performance of a Contract		
9.	Discharge of a Contract		
10.	Breach of a Contract and Remedies.		
UNIT –II: Sale of Goods Act			
CO1: Explain about sale of goods act and rights of unpaid seller.			
S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009.			
11.	Introduction to sale of goods Act	From 03-09-2020 TO 22-09-2020	Online class with Cisco WebEx
12.	Distinction between Sales and Agreement to Sell		
13.	Conditions and Warranties		
14.	Performance of Contract of Sale		
15.	Transfer of Ownership		
16.	Rights of an Unpaid Seller.		
UNIT –III: Forms of Business Organization			
CO3: Distinguish forms of business organisations			
S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
17.	Meaning of Sole Trader	From 23-09-2020	Online class with Cisco
18.	Meaning and Features of Partnership		
19.	Types of Partners ,rights of partners		
20.	Partnership Deed,		
21.	Types of Companies		

22.	Memorandum of Association Articles of Association and their Dissolution	TO 15-10-2020	WebEx
UNIT –IV: Consumer Protection Act, 1986, Contract of Agency			
COIV: Compare consumer protection act 1986 and contract of agency			
S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
23.	Consumer Right,	From 16-10-2020 TO 02-11-2020	Online class with Cisco WebEx
24.	Redressal of Consumer Grievances		
25.	Information Technology Act 2000.		
26.	Meaning and Nature of Agency		
27.	Kinds of Agents, Duties and Rights of Principal		
28.	Duties and Rights Agents Principal's Liability		
29.	Personal Liability of Agent		
30.	Termination of Agency		
UNIT V: Negotiable instruments act 1881:			
CO5: Research Negotiable instruments act 1881.			
S.N.Maheshwari, S.K.Maheshwari: A Manual of Business Laws, Himalaya Publishing House, Mumbai, 2009			
31.	Characteristics of Negotiable Instruments	From 03-11-2020 TO 13-11-2020	Online class with Cisco WebEx
32.	Kinds of a Negotiable Instrument		
33.	Endorsement		
34.	Presentation of Negotiable Instrument		
35.	Discharge of a Negotiable Instrument		


Signature of the Faculty


Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN (1MB1935)

Course Title: ENTREPRENEURSHIP DEVELOPMENT		
Section : II - IMBA	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : PRATYUSHA ANNE	Approved By : HOD

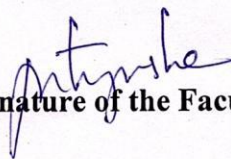
Tools : Black board, PPTs,

S.no.	TOPIC	Date	Mode of Delivery
UNIT – I 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	From 17-08-2020 TO 02-09-2020	Online class with Cisco WebEx
2	characteristics and qualities		
3	Role of entrepreneurship		
4	Ethics and social responsibilities		
5	Women entrepreneurship		
6	Role, importance of women entrepreneurship		
7	Problems		
8	Corporate entrepreneurship		
9	Mobility of entrepreneur, Entrepreneurial motivation		
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			
10	Designing appropriate training program to inculcate entrepreneurial spirit Training for new and existing entrepreneurs	From 03-09-2020 TO 22-09-2020	Online class with Cisco WebEx
11	Feedback and performance of trainees		
12	Creativity and entrepreneurship		
13	Sources and methods of ideas and planning and development program		
14	E-business ventures		
15	New venture management		
16	Emerging trends		
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			
17	Growth of the firm	From 23-09-2020 TO 15-10-2020	Online class with Cisco WebEx
18	project identification and selection		
19	Factors inducing growth		
20	Project feasibility study		
21	Post planning of project		
22	Project planning and control		
UNIT – IV : SMALL AND MICRO ENTERPRISES			
CO4; Able to understand Importance of MSME's.			
TB :: Rajeev Roy: “Entrepreneurship”, Oxford University Press, New Delhi,2012			
23	MSME importance, definitions	From 16-10-2020	Online class with
24	Policies and their support to MSME		
25	Growth and growth strategies		
26	Sickness in small business		

27	Remedies	TO 02-11-2020	Cisco WebEx
28	Small entrepreneurs in international business		

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
29	Role of government	From 03-11-2020 TO 13-11-2020	Online class with Cisco WebEx
30	Role of IDBI		
31	Role of NIESBUD		
32	Role of SISI		
33	Role of DIC		
34	Role of financial institutions, commercial banks		
35	Role of entrepreneurial development institutes,		
36	Role of universities and other educational institutions in offering entrepreneurial development program		


Signature of the Faculty


Signature of the HOD

PRINCIPAL
 SRK Institute of Technology
 ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: (16IM501)


Course Title: FINANCIAL MANAGEMENT (16IM501)			
Section : IMBA III/I	Date : 17-08-2020	Page No : 01 of 02	
Revision No : 00	Prepared By : Dr. 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.			
2	UNIT –I FINANCIAL MANAGEMENT	17-08-2020 to 27-08-2020	Lecture interspersed with discussions
2	Introduction to financial management		
2	Nature and scope of financial management		
1	Functions of financial management		
2	Goals of FM		
1	Major decisions of financial manager		
2	New role of FM in contemporary scenario		
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			
	FINANCING DECISION	28-08-2020 to 07-09-2020	Lecture interspersed with discussions
2	Introduction to financing decision		
2	Sources of finance		
1	Introduction to cost of capital		
2	Problems on cost of debt		
2	Problems on cost of retained earnings		
2	Problems on WACC		Lecture interspersed with discussions
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			
2	Investment decision process	08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
2	Nature and significance of investment decision		
2	Traditional methods of capital budgeting		
2	Modern methods of capital budgeting		
3	Merits and demerits of capital budgeting techniques		


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

UNIT – IV DIVIDEND DECISION :		06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
2	Introduction to dividend decision		
3	Forms and types of dividend		
2	Determinants of dividend		
2	Theories of dividend		
2	Problems on Walter model		
2	problems on Gardens model		

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

2	Working capital cycle and determinants	26-10-2020 TO 13-11- 2020	Lecture interspersed with discussions
2	Estimation of working capital		
2	Inventory control techniques		
3	Receivables management strategies		
2	Cash budget preparation		


Signature of the Faculty


Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPACU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: (IMB1652)

Course Title:MARKETING MANAGEMENT(IMB1652)		
Section : IMBA1112	Date : 17/08/2020	Page No : 01 of 03
Revision No : 00	Prepared By :SK SHAFIULLAH	Approved By : HOD

Tools: Black board PPT's

Sr no	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TOMARKETING MANAGEMENT			
CO1: To gain knowledge on Marketing and Marketing Mix, Product and Production Concept, Sales and Marketing Concept, Societal Marketing Concept, Indian Marketing Environment			
TB:: PhillipKotler:“MarketingManagement“,PearsonPublishers,NewDelhi,2013.			
1	Introduction to Marketing:– Demands	17/8/2020	Lecture interspersed with discussions
2	Needs - Wants	18/8/2020	
3	Products - Exchange	19/8/2020	
4	Transactions	20/8/2020	
5	Concept of Market	21/8/2020	
6	Selling concept	24/8/2020	
7	Marketing concept	25/8/2020	
8	Societal Marketing Concept	26/8/2020	
9	Marketing Mix	27/8/2020	
10	Product Concept	28/8/2020	
11	Production Concept	31/8/2020	
12	4 ps of marketing	01/9/2020	
13	7 ps of marketing	02/09/2020	
14	Marketing environment features	03/09/2020	
15	Indian Marketing Environment	04/09/2020	
16	Case study	05/09/2020	
17	Tutorial class	07/09/2020	
UNIT –II MARKET SEGMENTATION AND TARGETING			
CO2: To impart knowledge on Consumer and Institutional/corporate Clientele, Segmenting Consumer Markets, Segmentation Basis, Evaluation and Selection of Target Markets, Developing and Communicating a Positioning Strategy.			
TB:: PhillipKotler:“MarketingManagement“,PearsonPublishers,NewDelhi,2013.			
18	Market Segmentation	09/09/2020	Lecture interspersed with discussions
19	Identification of Market Segments	10/09/2020	
20	Basis of market segmentation	11/09/2020	
21	Advantages of market segmentation	12/09/2020	
22	Disadvantages of market segmentation	14/09/2020	
23	Consumer market segmentation	15/09/2020	
24	Institutional corporate Clientele	16/09/2020	
25	Segmentation basis	17/09/2020	
26	Evaluation of Target Markets	18/09/2020	
27	Selection of Target Markets	19/09/2020	
28	Developing a Positioning Strategy	21/09/2020	
29	Communicating a Positioning Strategy	22/09/2020	
30	Case study	23/09/2020	
31	Case study	24/09/2020	
32	Tutorial class	25/09/2020	

Course Title: MARKETING MANAGEMENT (IMB1652)		
Section : I	Date : 17/08/2020	Page No : 02 of 03
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools: Black board PPT's

UNIT - III PRICING STRATEGY

CO3: To focus on nurturing the students in the area of Methods of Pricing Selecting the Final price, Adopting price, initiating the price cuts, Imitating price increases - Responding to Competitor's price changes.

TB:: PhillipKotler:"MarketingManagement",PearsonPublishers,NewDelhi,2013.

33	Pricing Strategy	26/09/2020	Lecture interspersed with discussions
34	Objectives of Pricing	05/10/2020	
35	Methods of Pricing	06/10/2020	
36	Setting the Final price	07/10/2020	
37	Selecting the final price	08/10/2020	
38	Adopting price	09/10/2020	
38	Initiating the price cuts	10/10/2020	
39	initiating the price increase	12/10/2020	
40	Responding to Competitor's price	13/10/2020	
41	Case study	14/10/2020	
42	Case study	15/10/2020	
43	Tutorial class	16/10/2020	

UNIT - IV MARKETING COMMUNICATION

CO4To understand Managing Advertising Sales Promotion, Public relations and Direct Marketing, Sales force, Objectives of Sales force, Structure and Size, Sales force Compensation.

TB:: PhillipKotler:"MarketingManagement",PearsonPublishers,NewDelhi,2013.

44	Introduction to Marketing Communication & its Process	17/10/2020	Lecture interspersed with discussions
45	Marketing Communication Mix	19/10/2020	
46	Managing Advertising	20/10/2020	
47	Sales Promotion	21/10/2020	
48	Public relations	22/10/2020	
49	Direct Marketing	26/10/2020	
50	Sales force - Objectives	27/10/2020	
51	Sales force Structure	28/10/2020	
52	Sales force Size	31/10/2020	
53	Case study	02/11/2020	
54	Tutorial class	03/11/2020	

Course Title: MARKETING MANAGEMENT (IMB1652)

Section : I

Date : 17/08/2020

Page No : 03 of 03

Revision No : 00

Prepared By : SK SHAFIULLAH

Approved By : HOD

Tools: Black board PPT's

UNIT – V MARKETING ORGANIZATION AND CONTROL

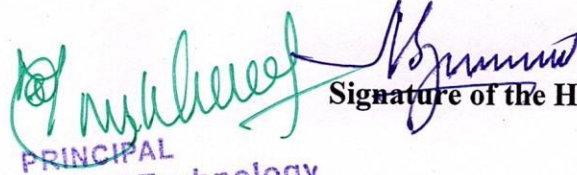
CO5: To focus on training students in the area of Organizing the Marketing Department, Marketing Implementation, Control of Marketing Performance Annual Plan Control, Profitability Control, Efficiency Control, Strategic Control

TB:: PhillipKotler:“MarketingManagement”,PearsonPublishers,NewDelhi,2013.

55	Evolution of Marketing Department	04/11/2020	Lecture interspersed with discussions
56	Organizing the Marketing Department	05/11/2020	
57	Marketing Implementation	06/11/2020	
58	Control of Marketing Performance	07/11/2020	
59	Annual Plan Control	09/11/2020	
60	Profitability Control	10/11/2020	
61	Efficiency Control	11/11/2020	
62	Strategic Control methods.	12/11/2020	
63	Tutorial class	13/11/2020	



Signature of the Faculty



Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: *IMB1653*

Course Title: HUMAN RESOURCE MANAGEMENT		Course code:	
IMBA –III-V SEM	Date : 17/8/2020	Page No : 01 to 04	
Revision No : 00	Prepared By : ANITHA.BH	Approved By : HOD	
Tools: BLACK BOARD, PPT			
No. of Periods	TOPIC	Date	Mode of Delivery
<p>UNIT-I HRM 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.Aswathappa — Organisational Behaviour-Text, Cases and Games , Himalaya Publishing House, New Delhi, 2008</p>			
	UNIT – I Introduction		
1	HRM: Significance – Definition	TO 17/8/2020 FROM 31/8/2020	Online class with Cisco WebEx
2	Functions		
3	evolution of HRM- Principles		
4	Ethical Aspects of HRM-		
5	HR policies, Strategies to increase firm performance		
6	Role and position of HR department		
7	Aligning HR strategy with organizational strategy		
8	HRM –changing		
9	global perspective challenges		
10	environment – cross- cultural problems		
11	emerging trends in HRM		
<p>UNIT-II Investment perspectives of HRM CO2: It emphasizing on handling the human resource planning, demand and supply</p>			

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 – II Investment perspectives of HRM		
12	HR Planning		
13	Demand and Supply forecasting		
14	Recruitment and Selection		
15	Sources of recruitment		
16	Tests and Interview Techniques	TO	Online class with Cisco WebEx
17	Training and Development	2/9/2020	
18	Training and Development Methods	FROM	
19	Training and Development techniques	25/9/2020	
20	Job design , evaluation		
21	Job Analysis		
22	Management development		
23	HRD concepts		

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 – III Performance Appraisal		
24	Performance Appraisal: Importance	TO	Online class with Cisco
25	Methods – Traditional methods	28/9/2020	

26	Modern methods	28/9/2020 FROM 15/10/2020	WebEx
27	Latest trends in performance appraisal		
28	Career Development and Counseling		
29	Compensation - Concepts		
30	Compensation Principles		
31	Influencing Factors- in Compensation		
32	Current Trends in Compensation		
33	Methods of Payments in detail -		
34	Incentives rewards compensation mechanisms.		

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.Aswathappa — Organizational Behavior-Text, Cases and Games , Himalaya Publishing House, New Delhi,2008

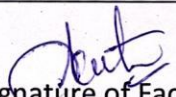
35	UNIT – 4 Wage and Salary Administration	TO	
36	Wage and Salary Administration: Concept	16/10/2020	Online class with Cisco WebEx
37	Wage Structure		
38	Wage and Salary Policies	FROM	
39	Legal Frame Work		
40	Determinants of Payment of Wages		
41	Wage Differentials	02/11/2020	
42	Incentive Payment Systems		
43	Welfare management: Nature and concepts		
44	statutory and non-statutory welfare measures		

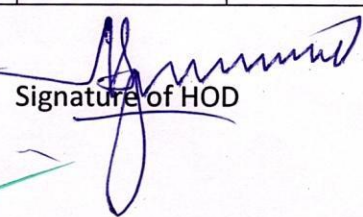
UNIT-V Managing Industrial Relations:

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.

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

45	UNIT – 5 Managing Industrial Relations:	TO	Online class with Cisco WebEx
46	Trade Unions		
47	Employee Participation Schemes		
48	-Collective Bargaining-		
49	Grievances		
50	Employee grievance and types		
51	disputes resolution mechanisms		
52	Safety at work – nature		
53	Safety at work importance		
54	work hazards		
55	safety mechanisms		
56	Managing work place stress		
		FROM	
		3/11/2020	
		13/11/2020	


Signature of Faculty


Signature of HOD


PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108


TENTATIVE LESSON PLAN (IMB1654)

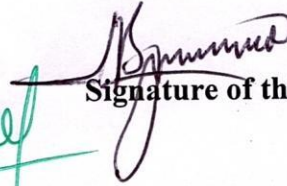
Course Title: PRODUCTION OPERATIONS MANAGEMENT		
Section : III - IIMBA	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : PRATYUSHA ANNE	Approved By : HOD

Tools : Black board, PPTs,

S.No.	TOPIC	Date	Mode of Delivery
UNIT -I INTRODUCTION TO PRODUCTION AND OPERATIONS MANAGEMENT: CO1 The Concept of production and operations management, Relation with other functional areas, Recent trend in production and Operation Management. TB :: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.			
1.	Introduction to Production and Operations Management	From 17-08-2020 TO 02-09-2020	Online class with Cisco WebEx
2.	Nature & Scope of Operation/ Production Management		
3.	Relationship with other functional areas,		
4.	Recent trend in Production and Operation Management		
5.	Manufacturing & Theory of Constraint		
6.	Types of Production System		
7.	Just in Time (JIT) & lean system.		
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.			
8.	Stages in Product Design process	From 03-09-2020 TO 22-09-2020	Online class with Cisco WebEx
9.	Value Analysis		
10.	Facility location & Layout: Types		
11.	Characteristics, Advantages and Disadvantages		
12.	Work measurement, Job design		
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.			
13.	Methods of Forecasting, Overview of Operation Planning	From 23-09-2020 TO 15-10-2020	Online class with Cisco WebEx
14.	Aggregate Production Planning, Production strategies		
15.	Capacity Requirement Planning,		
16.	Material Requirement Planning		
17.	Concept of Scheduling		
18.	Supply Chain Management		
19.	Purchase Management: Concept		
20.	Purchase Management: Importance, Functions		
21.	Inventory Management		
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.			
22.	Productivity: Factors	From 16-10-2020 TO 02-11-2020	Online class with Cisco WebEx
23.	Factors, Affecting Productivity		
24.	Job Design: Concept & Importance		
25.	Process Flow Charts		
26.	Methods Study		
27.	Work Measurement		

28.	Engineering and Behavioral Approaches		
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	From 03-11-2020 TO 13-11-2020	Online class with Cisco WebEx
30.	Quality- Definition, Dimension		
31.	Cost of Quality, Quality Circles		
32.	Continuous improvement		
33.	ISO (9000&14000 Series),		
34.	Statistical Quality Control		
35.	Variable & Attribute, Process Control, Control Charts		
36.	Acceptance Sampling		
37.	Operating Characteristic Curve (AQL , LTPD, Alpha & Beta risk),		
38.	Total Quality Management (TQM).		


Signature of the Faculty


Signature of the HOD


PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: 16IM505 (2020-21)

Course Title: Research Methodology	
Section IMBA	Date : 17-08-2020
Page No : 01 of 03	
Revision No : 0	Prepared By : P. Naga Srinivasa Rao
	Approved By : HOD

Tools: Black board, PPTs

Serial No.	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Business Research.			
<ul style="list-style-type: none"> • CO1: To acquaint the students with the basic knowledge of Business Research. • TB: Research Methodology- C.R. Kothari. 			
1.	Nature and importance of research.	17-08-2020	Lecture interspersed with discussions
2.	The role of business research.	18-08-2020	
3.	Aims of social research.	19-08-2020	
4.	Pure research	20-08-2020	
5.	Applied research	21-08-2020	
6.	Qualitative research	24-08-2020	
7.	Quantitative research	25-08-2020	
8.	Descriptive research	26-08-2020	
9.	Experimental research	27-08-2020	
10.	Exploratory research	28-08-2020	
11.	Ethical issues in business research	29-08-2020	
12.	Research process	31-08-2020	

UNIT –II DATA BASE

- CO2: To acquaint the students with knowledge of data collection methods, sampling, and scaling techniques.
- TB: Research Methodology—C.R. Kothari.

Serial No.	TOPIC	Date	Mode of Delivery
13.	Discussion on primary data	01-09-2020	Lecture interspersed with discussions
14.	Secondary data	03-09-2020	
15.	Tools and techniques of data collection	05-09-2020	
16.	Methods of collecting data	07-09-2020	
17.	Sampling design	08-09-2020	
18.	Sampling procedures	10-09-2020	
19.	Random sampling	12-09-2020	
20.	Non random sampling	14-09-2020	
21.	Determination of sample size	15-09-2020	
22.	Appropriate sampling design	18-09-2020	
23.	Designing of questionnaire	19-09-2020	
24.	Measurement techniques	21-09-2020	
25.	Scaling techniques	25-09-2020	
26.	Comparison of measurement and scaling.	26-09-2020	

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.

Serial No.	TOPIC	Date	Mode of Delivery
27.	Nature of field work	05-10-2020	

28.	Field work management	06-10-2020	Lecture interspersed with discussions
29.	Interviews	07-10-2020	
30.	Personal interviews	08-10-2020	
31.	Telephone interviews	09-10-2020	
32.	Questionnaire	12-10-2020	
33.	Editing of data	14-10-2020	
34.	Coding of data	16-10-2020	
35.	Classification of data	17-10-2020	
36.	Tabulation of data	19-10-2020	
37.	Preparation of research report	19-10-2020	
38.	Presentation of research report.	20-10-2020	

UNIT – IV Statistical Inference.

- CO4: To understand about nature, scope of statistical inference.
- TB: Statistical Methods—S.P. Gupta.

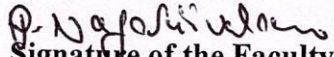
Serial No.	TOPIC	Date	Mode of Delivery
39.	Formulation of hypothesis	21-10-2020	Lecture interspersed with discussions
40.	Tests of hypothesis	21-10-2020	
41.	Null and alternative hypothesis	22-10-2020	
42.	Types of errors	22-10-2020	
43.	Procedure of hypothesis testing	23-10-2020	
44.	Parametric vs. non parametric tests	23-10-2020	
45.	Tests of significance for large samples	26-10-2020	
46.	Z test for single proportion	27-10-2020	
47.	Z test for two proportions	28-10-2020	
48.	t test	29-10-2020	
49.	t test for single mean	31-10-2020	
50.	t test for two means	02-11-2020	
51.	Chi square for goodness of fit	05-11-2020	
52.	Chi square for independence of attributes	07-11-2020	

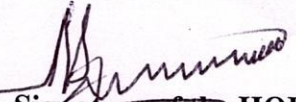
UNIT – V Multivariate Analysis.

- CO5: To know and understand the technique of ANOVA and bi variate techniques.
- TB: Statistical Methods—S.P. Gupta.

Serial No.	TOPIC	Date	Mode of Delivery
53.	Nature of multivariate analysis	09-11-2020	Lecture interspersed with discussions
54.	Classifying multivariate techniques	10-11-2020	
55.	Analysis of dependence	11-11-2020	
56.	Analysis of interdependence	12-11-2020	
57.	Yule's coefficient of association	13-11-2020	
58.	Co efficient of colligation	16-11-2020	
59.	ANOVA technique	18-11-2020	
60.	One way ANOVA	21-11-2020	
61.	Two way ANOVA	24-11-2020	

62.	Previous question discussion	26-11-2020	
63.	Problems on previous papers	27-11-2020	
64.	Problems on previous papers.	28-11-2020	


Signature of the Faculty


Signature of the HOD



PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1671

Course Title: KNOWLEDGE MANAGEMENT - IMB1671		
Section:IMBAI V/I	Date:17/8/2020	Page No: 01 of 02
Revision No: 00	Prepared By:ANITHA.BH	Approved By: HOD

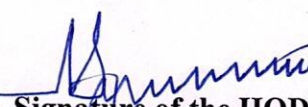
Tools: Black board', PPT

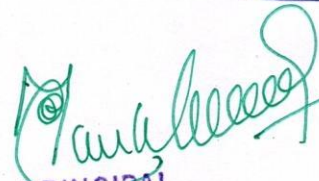
S.No.	TOPIC	Date	Mode of Delivery
UNIT -I INTRODUCTION TOKNOWLEDGEMANAGEMENT.			
CO1: Describe the major roles and responsibilities in knowledge management implementations.			
TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007			
1.	Definition- ScopeandSignificanceKnowledgeManagement	TO 17/8/2020 FROM 31/8/2020	Online class with Cisco WebEx
2.	Techniques and difficulties in Knowledge Management		
3.	Implementation ofKnowledgeManagement		
4.	KnowledgeManagementandKnowledgeSharing		
5.	KnowledgeDynamics		
6.	PrinciplesofKnowledgeManagement		
UNIT -II ESSENTIALSOFKNOWLEDGEMANAGEMENT			
CO2: Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle.			
TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007.			
7.	Data-information	TO 1-2/9/2020 FROM 25/9/2020	Online class with Cisco WebEx
8.	knowledge-BasictypesofKnowledge		
9.	Knowledge Capital		
10.	classification of organizational Knowledge		
11.	Knowledge lifecycle		
12.	organizationalKnowledgeprocesses		
13.	TechnologyEnablers		
UNIT - III DRIVERS OF KNOWLEDGE MANAGEMENT			
CO3: Understand and apply various success factors of knowledge management implementations.			
TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007.			
14.	Pillars of Knowledge Management	TO 28/9/2020 FROM 15/10/2020	Online class with Cisco WebEx
15.	Knowledge basedproducts		
16.	Inventory Management		
17.	Supply ChainPlanning		
18.	SevenlayersofKnowledgeManagement		
19.	SuccessfactorsofKnowledgeManagementImplement ation		

UNIT – IV KNOWLEDGE MANAGEMENT SYSTEMS AND TOOLS			
CO4: Apply appropriate systems and tools for Knowledge Mapping Techniques.			
TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007.			
20.	Knowledge Mapping Techniques	TO	Online class with Cisco WebEx
21.	Core issuesofimplementation		
22.	MethodologyofimplementationandAcquisitionTools	16/10/2020	
23.	KnowledgeIndexingandProcessing	FROM	
24.	Knowledgeanalysisison-lineAnalyticalProcessing.		
		02/11/2020	

UNIT – V TECHNOLOGIESANDKNOWLEDGEMANAGEMENT			
CO5: Understand and apply various concepts like information technology, E- Commerce, TQM, & Benchmarking in knowledge			
TB: B.RathanReddy:KnowledgeManagement,HimalayaPublication,2007.			
25.	InformationTechnologyandKnowledgeManagement	TO	Online class with Cisco WebEx
26.	E-Commerce and KM		
27.	Total Quality Management and KM	FROM	
28.	Benchmarking		
29.	CustomerRelationshipandKnowledgeManagement	13/11/2020	
30.	MeasuringKnowledgeManagement		


Signature of the Faculty


Signature of the HOD


PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1672

Course Title: STRATEGIC COST MANAGEMENT (IMB1672)		
Section : IMBA IV/I	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : B.V.S.S. SUBBA RAO	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Cost Management CO1 Understand the Cost management and International Issues in Cost Management. TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
1	Cost Management: Introduction-Factors affecting cost Management-Strategic Cost Analysis	17-08-2020 to 27-08-2020	Lecture interspersed with discussions
1	Cross Functional perspective of Cost Management		
1	International issues in Cost Management-Levels of Involvement in International Trade		
1	Managing Transaction risk, Economic Risk, Translation risk		
1	Decentralization-Creation of Divisions-Role of Cost and Management Accountant.		
UNIT –II Strategic Cost Audit CO2:: Describe the Process of Strategic Cost Audit TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Strategic Cost Audit: Management Audit	28-08-2020 to 07-09-2020	Lecture interspersed with Discussions
1	Structure – Objectives of management audit		
2	Generally accepted Cost Accounting Principles		
1	Cost Reporting		
2	Cost reporting influence on various companies		
UNIT - III Strategic Cost Management CO3 : Equip the Strategic Cost Management & its framework TB :: Strategic Cost Management by Dr.Pradip Kumar Sinha.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Strategic Cost Management: Concepts-Strategic Positioning	08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
4	key to Creating and Sustaining a Competitive Advantage		
1	Value Chain Framework, linkages and Activities		
2	organizational activities and Cost Drivers-Life Cycle Cost Management		
1	Product life Costing-Activities-Project life cycle.		
UNIT – IV Balanced Score-Card			

CO4: The Learner will outlines the Balanced Score Card, Strategic based responsibility accounting

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Balanced Score-Card: Definition	06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
2	Activity-Based V/s Strategic Based Responsibility Accounting		
3	Assigning Responsibility-Balanced Score Card		
1	Basic Concepts-Strategy Translation		
4	Linking measures to strategy-Strategic Alignment		


UNIT – V Quality Cost Management

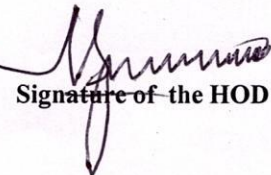
CO5: Able to get knowledge on Quality aspects of Cost Management

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

No. of Periods	TOPIC	Date	Mode of Delivery
4	Quality Cost Management: Meaning, Definition, Quality Cost Measurement	26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
3	reporting Quality Costs-Quality cost information and Decision Making		
2	Controlling Quality Costs-Environmental costs		
3	Measuring and Controlling environmental costs		
1	Relevant cases in all units		


Signature of the Faculty


PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 102


Signature of the HOD

TENTATIVE LESSON PLAN: IMB1673

Course Title: HR PLANNING (IMB1673)		
Section : IMBA	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : PPTs

S.No	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO HRM			
CO1: To gain knowledge on HRM Techniques, Roles duties and responsibilities of HR Managers, HR Organizational Structure, HR Policies and Strategies.			
TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
1	History of HRM	From: 17-08-2020 To:27-08-2020	Lecture interspersed with discussions in online
2	HRM as a system		
3	HRM Techniques		
4	Role of HR managers		
5	Duties of HR Managers		
6	Responsibilities of HR Managers		
7	HR Organizational Structure		
8	HR Policies, HR Strategies		
9	Organization structure,types		
UNIT –II HUMAN RESOURCE PLANNING			
CO2: To impart knowledge on Goal Responsibilities of HR Department- Objectives of HRP- Man Power Demand Forecasting			
TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.			
10	HUMAN RESOURCE PLANNING	From: 31-08-2020 To:23-09-2020	Lecture interspersed with discussions in online
11,12	Definition of HRP		
13	Responsibilities of HR Department		
14	Objectives of HRP		
15	Man Power Demand Forecasting		
16	Micro Human Resource Planning		
17	Macro Human Resource Planning		
18	Macro Level Manpower Planning Models		
19	Macro Level Manpower Planning Techniques		
20,21	Issues related to Macro level HRP		
22	Man power requirement introduction		
23	Balancing demand & supply		
24	Man power requirement approach		
25,26,27	Learning curve ,features, assumptions, examples		
28,29	Labor market, labor economics		

UNIT - III HUMAN RESOURCE PLANNING PROCESS

CO3: To Focus on nurturing the students in the area of HRP Process outline, Quantitative Tools for Manpower forecasts, Manpower Planning Models, Simulation, Replacement Theory, and Productive Statistics in Micro Level HRP.

TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.

30	Human resource planning, process	From: 25-09-2020 To:15-10-2020	Lecture interspersed with discussions in online
31,31	9 steps process of planning, objectives of man power planning		
32	Demand forecasting		
33	Supply forecasting		
34,35	Statistical techniques, simulation method		
36,37,38	In-basket method, management games, Replacement planning.		
39	Productive statistics in micro level HRP		

UNIT – IV RECRUITMENT SELECTION AND INDUCTION

CO4 : To understand, Employee Socialization, Placement ,Career Planning and Development, Objectives of Career Development, Integration of Career Development, Steps in the Career Planning Process.

TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.

40	Recruitment and selection	From: 26-10-2020 To:4-11-2020	Lecture interspersed with discussions in online
41	Recruitment function		
42	Selection process		
43,44	Interview types, recruitment metrics		
45,46	Induction, Employee socialization, placement		
47,48,49	Career planning, objectives		
50	Steps in the career planning process		

UNIT – V TRAINING AND PERFORMANCE APPRAISAL

CO5: To focuses on training students in the area of Sequence of Training Programme, Performance Appraisal, Performance Counseling, Management, Mentoring and Performance Matrics ,Human Resource Accounting and Audit

TB:: Human Resource Planning by Dipak Kumar Bhattacharyya – Ecel Books.

51	Training	From: 05-11-2020 To:16-11-2020	Lecture interspersed with discussions in online
52	Classification of training programmes		
53	Need for manpower training		
54	Sequence of training programme		
55	Performance appraisal		
56	Performance counseling and management		
57	Mentoring and performance metrics		
58	Human resource accounting		
59	Human resource auditing		

Signature of the Faculty

Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN (IMB1674)

Course Title: SECURITY ANALYSIS (IMB1674)		
Section : IMBA IV/I	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Dr.M.VEERA BADHRA RAO	Approved By : HOD

Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Concept of Investment Decisions: CO1: : Able to understand about Investment Vs Speculation, Investment alternatives - Investment Process - Sources of Investment Information and basics of secondary markets. TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
1.	Investment Vs Speculation	FROM 17-08-2020 TO 27-08-2020	Lecture interspersed with discussions
2.	Sources of Investment Information		
3.	Investment Process		
4.	Trading Calculation of SENSEX and NIFTY System in Stock Exchanges		
5.	Meaning and Measurement of Security Returns		
UNIT –II Alternative Investment Outlets CO2: students has understood about Preference Shares and Equity Shares Earning valuation-Cash flow valuation, Asset Valuation , Dividend ,discount model; Valuation of Bonds , Bond Returns and Risks -Bond Pricing Theorems convexity TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
6.	Preference Shares and Equity Shares	FROM 28-08-2020 TO 07-09-2020	Lecture interspersed with discussions
7.	Cas flow valuation		
8.	Asset Valuation		
9.	Bond Pricing Theorems convexity		
10.	Bond Returnsand Risks		
UNIT - III Investment Analysis: CO3; student has got awareness on Fundamental Analysis , Economy, Industry and Company Analysis, Technical Analysis , Dow Theory, Elliot Wave Theory , Trends and Trend Reversals , Efficient Market Theory TB :: Security Analysis and Portfolio Management Punithavathy Pandian			
11	Fundamental Analysis	FROM 08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
12	Economy, Industry and Company Analysis		
13	Technical Analysis		
14	Dow Theory – Elliot Wave Theory		
15	Trends and Trend Reversals		

UNIT – IV : Risk and Returns Security Analysis

CO4: students has understood about Risk and Returns Security Analysis, Economic Analysis , Security Analysis

TB :: Security Analysis and Portfolio Management Punithavathy Pandian

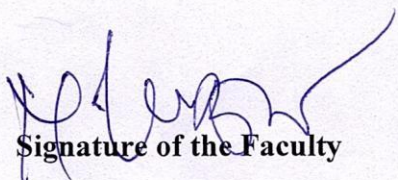
16	Economic Analysis	FROM 06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
17	Security Analysis and Investment Decisions		
18	Fundamental Analysis of Economy Industry		
19	Investment Making Process – Economic Forecasting		
20	Barometric or Indian Approach		

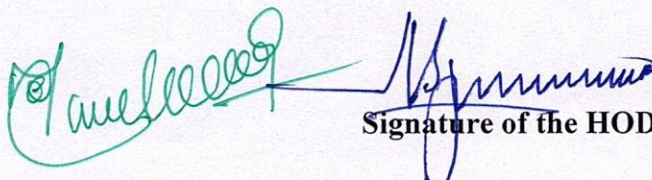
UNIT – V Industry Analysis

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

TB :: Security Analysis and Portfolio Management Punithavathy Pandian

No. of Periods	TOPIC		Mode of Delivery
21	Importance of Industry Analysis	FROM 23-10-2020 TO 13-11-2020	Lecture intersperse d with discussions
22	Classification of Industries		
23	Key Indicators in Analysis		
24	Analytical Frame Works		
25	Forecasting Methods		


Signature of the Faculty


Signature of the HOD

PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1677
LEADERSHIP MANAGEMENT

Course Title: LEADERSHIP MANAGEMENT			
Section : IMBA	Date : 17-08-2020	Page No : 01 of 02	
Revision No : 00	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
S.NO	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to LM			
CO1 : Determine the meaning of leadership and its importance			
TB:: W John (2008), Management – A Competency Based Approach, New Delhi, Cengage Learning			
1.	Introduction to LM	From 17-08-2020 To 01-09-2020	Online class with MS Team
2.	Leadership management nature		
3.	Scope of LM		
4.	Path goal and normative model		
5.	Emerging leadership behavior		
6.	Leadership for new millennium organization		
7.	Types of leadership theories		
8.	Leadership effectiveness		
9.	Driving Leadership Effectiveness		
10.	Leadership for Organisational Building		
UNIT –II Motivation Theories for Leadership			
CO2: Outline motivational theories and cultural dimensions			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
11.	Maslow's theory of motivation	From 03-09-2020 To 26-09-2020	Online class with MS Team
12.	X,Y,Z theories of motivation		
13.	Hierarchy theory of motivation		
14.	Porter Lawler theories of motivation		
15.	Organizational culture		
16.	Quality of work life		
17.	Cross culture		
18.	Cross culture values		
19.	Changing organizational Cultural		
20.	Organizational Building		
21.	Developing Value Orientation in Behaviour for change.		

UNIT - III Leadership development			
CO3: Correlate leadership with learning and attitude			
TB:: Peter G. Northouse, Leadership, 2010, Sage			
22.	Continuous and principles of learning	From 05-10-2020 To 20-10-2020	Online class with MS Team
23.	Development of effective leadership		
24.	Vision and goals of organizational leadership		
25.	Leadership attitude		
26.	Leaders vision in organization building		
27.	Developing and Maintaining		
28.	Positive attitude for effective leading.		
29.	significance of goals for leaders		
30.	Developing and Maintaining positive attitude for effective leading		
31.	Leaders vision in organization building		
UNIT – IV Leader Self management			
CO4:: Determine the factors necessary developing leadership			
TB :: Lussir, Effective Leadership, 2009, Cengage			
32.	Development of self esteem and balancing emotions	From 21-10-2020 To 30-10-2020	Online class with MS Team
33.	Interpersonal leadership skills		
34.	Leaderships assertiveness		
35.	Leadership with edification		
36.	Leadership with creativity		
37.	Leadership with integrity		
38.	Principles of team building		
39.	Developing character and values.		
UNIT – V Leadership across Globe			
CO5: Focus on leadership styles in other countries			
TB :: Roger J Kashlak, International Management, New Delhi, Tata McGraw Hill.			
40.	Characteristics of global leadership	From 02-11-2020 To 21-11-2020	Lecture interspersed with discussions
41.	Challenges in leadership varying culture		
42.	Leadership in US		
43.	European Leadership		
44.	Leadership in Japan		
45.	Global perspectives of leadership		
46.	Implications of global leadership		
47.	Leadership and Corporate Social Responsibility across globe.		

TB :: Peter G. Northouse, Leadership, 2010, Sage.

Signature of the Faculty

PRINCIPAL

SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

Signature of the HOD

TENTATIVE LESSON PLAN: IMB1678

Course Title: BANKING AND INSURANCE MANAGEMENT		
Section :IMBA IV/VII	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO BANKING			
CO1 The Concept of Indian Financial System, Role of Commercial Banks & Financial Statement analysis of Banks are understood.			
TB :: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : “ Banking & Insurance”, Thakur Publication, Hyderabad.			
1	Introduction to Banking	17-08-2020 to 27-08- 2020	Lecture interspersed with discussions in online
1	Introduction to Financial System		
1	Meaning of Bank & Customer		
1	Bank & Customer Relationship		
1	Role of Commercial Banks		
1	Role of Commercial Banks in Indian Economy		
2	Evolution of Banking in India		
1	Nationalization of Banks in India		
1	Financial Statements of Banks – Introduction		
2	CAMEL Approach – Concept		

UNIT –II USES OF BANK FUNDS

CO2:: The concepts of Bank Credit, Management of Credit Process, Loan Pricing & Non-Performing Assets are gained.

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Features of Bank Credit - types of lending	28-08-2020 to 07-09- 2020	Lecture interspersed with Discussions in online
1	assessment of credit worthiness of a prospective borrower		
2	management of credit process - different types of loans and their features		
1	Loan Pricing: The basic model		
2	pricing fixed & floating rate loans		
1	cost -benefit loan pricing, Customer Profitability Analysis		
2	Non Performing Assets: - gross and net concept of NPAs		
1	causes, implications & recovery of NPAs.		

UNIT - III Regulation and Innovations in Banking System

CO3 : Regulation & Innovations in Indian banking system is attained.

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


No. of Periods	TOPIC	Date	Mode of Delivery
4	Regulation and Innovations in Banking System	08-09-2020 TO 25-09-2020	Lecture interspersed with discussions in online
4	Regulation of Bank Capital: The need to regulate Bank Capital		
1	Concept of Economic Model - Concept of Regulatory Capital		
2	Basel Accords I,II and III. - Banking Innovations		
1	Changing role of Banks as Financial Intermediaries.		


UNIT – IV INTRODUCTION TO INSURANCE**CO4: The concepts of Insurance, Principles, Functions of Insurers, Marketing Channels & Overview of IRDA is understood.****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : “ Banking & Insurance”, Thakur Publication, Hyderabad.**

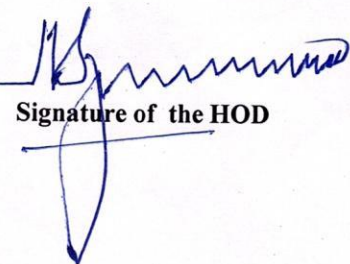
No. of Periods	TOPIC	Date	Mode of Delivery
2	Insurance as a Risk Management Tool- Principles of Insurance	06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
2	Characteristics of Insurance contract - Functions of Insurers		
3	Production, Underwriting, Rate Making, Managing Claims		
1	Investment & Financing, Accounting & Record Keeping		
4	Types of Insurers- Concept of Reinsurance		
3	Agents & brokers –professionalism, remuneration		

UNIT – V LIFE INSURANCE AND GENERAL INSURANCE**CO5: Concept of Life Insurance, Tax Treatment, Actuarial Science, Health & General Insurance is understood.****TB: Dr. M.V. Sreenivasa Rao & Dr. P.S. Ravindra : “ Banking & Insurance”, Thakur Publication, Hyderabad.**

No. of Periods	TOPIC	Date	Mode of Delivery
4	Life Insurance and General Insurance	26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
3	The concept of Life Insurance - types of Life Insurance contracts		
2	Tax treatment of Life Insurance- Life Insurance Products		
3	The Actuarial Science- Provisions of Life Insurance contracts		
1	Health and General insurance–Overview, Types, Third Party Administrator		


Signature of the Faculty


PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108


Signature of the HOD

TENTATIVE LESSON PLAN:IMB167B

Course Title: COMPENSATION AND REWARD MANAGEMENT (IMB167B)		
Section : 01^{IV - IMB}	Date : 17/08/2020	Page No : 01 of 03
Revision No : 00	Prepared By : PRATYUSHA ANNE	Approved By : HOD

Tools : Black board, PPTs

UNIT –I COMPENSATION

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

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

S.No.	TOPIC	Date	Mode of Delivery
1	Concept and definition	From 17-08-2020 TO 02-09-2020	Online class with Cisco WebEx
2	Objectives and dimensions of compensation program		
3	Factors influencing compensation –Role of compensation and Reward in Modern organizations Compensation as a Retention strategy		
4	Aligning compensation strategy with business strategy		
5	Concept of reward - non-financial compensation system-Reward management process -		
6	Designing a compensation system – internal and external equity		
7	Pay determinants		
8	Frame work of compensation policy		
9	Influence of pay on employee attitude and behavior - the new trends in compensation management at national and international level.		

UNIT –II JOB EVALUATION AND COMPENSATION STRUCTURE

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
10	Introduction to Principles and Procedures of job evaluation programs	From 03-09-2020 TO 22-09-2020	Online class with Cisco WebEx
11	Introduction to basic job evaluation methods		
12	Compensation Structure		
13	History and past practices,		
14	elements of ,management compensation		
15	Types of compensation system		
16	Role of compensation and Reward in modern organizations		
17	compensation surveys Incentive. payments and its objectives		

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

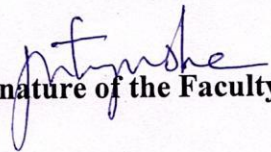
No. of Periods	TOPIC	Date	Mode of Delivery
18	Nature and Purpose	From 23-09-2020 TO 15-10-2020	Online class with Cisco WebEx
19	Wage surveys and examples		
20	Administration Of Wage And Salary		
21	Principles Of Wage And Salary		
22	Components of wages		
23	Theory of wages		
24	Wage differentials-Importance Wage differentials in India-Executive compensation plan		

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

No. of Periods	TOPIC	Date	Mode of Delivery
25	Introduction to labour	From 16-10-2020 TO 02-11-2020	Online class with Cisco WebEx
26	Direct and Indirect labour		
27	Role of various departments		
28	The personnel department		
29	Industrial engineering department		
30	Types of worker Payroll department		
31	Process and steps for preparation of payroll		
32	Wage analysis		
33	Cost accounting treatment of wages components		
34	Compensation surveys-Profit sharing.		

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

No. of Periods	TOPIC	Date	Mode of Delivery
35	Introduction of Pay Structure and Tax Planning	From 03-11-2020 TO 13-11-2020	Online class with Cisco WebEx
36	Compensation Structures		
37	Performance based and Pay based structures		
38	Designing pay structures		
39	comparison in evaluation of different types of pay Structures		
40	Significance of factors affecting		
41	Tax Planning- Concept of Tax planning		
42	Role of tax planning in compensation benefits		
43	Tax efficient compensation package ,Fixation of tax liability salary restructuring.		


Signature of the Faculty


Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB167C
ADVANCED MANAGEMENT ACCOUNTING

Course Title: ADVANCED MANAGEMENT ACCOUNTING			
Section : IMBA	Date : 17-08-2020	Page No : 01 of 02	
Revision No : 00	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
S.NO	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to AMA			
CO1: Determine the meaning of Management Accounting, Role of Management Accountant for controller functions and Financial Accounting Control.			
TB:: S.P. Jain and K.L. Narang: “Advanced Cost and Management Accounting” Kalyani Publishers, New Delhi.			
1.	Employment of Management Accounting	From 17-08-2020 TO 02-09-2020	Online class with MS Team
2.	Human Resource Accounting		
3.	Need for Harmonization of International Accounting Standards		
4.	Role of Management Accountant for controller functions		
5.	Financial Accounting Control (FACO)		
6.	Management information System		
UNIT –II Financial Analysis			
CO2: To understand the various financial statements, usage of ratios and calculation of asset valuation.			
TB:: S.P. Jain and K.L. Narang: “Advanced Cost and Management Accounting” Kalyani Publishers, New Delhi.			
7.	Comparative analysis	From 03-09-2020 TO 22-09-2020	Online class with MS Team
8.	Common Size Analysis		
9.	Funds Flow Analysis		
10.	Cash Flow Analysis.-Ratio Analysis		
11.	Trend analysis		
12.	Deprecation Models.		
UNIT - III Budget			
CO3: To know the various types of process for preparing budgets and techniques for controlling the construction of budgets.			
TB:: S.P. Jain and K.L. Narang: “Advanced Cost and Management Accounting” Kalyani Publishers, New Delhi.			
13.	Budgetary Control	From 23-09-2020 TO 10-10-2020	Online class with MS Team
14.	Types of Budgets		
15.	Financial Vs Operation Budgets		
16.	Short Term Vs Long Term Budgets		
17.	Preparation of Sales Budgets		
18.	Purchase Budgets		

19.	Expenditure Budgets for Material				
20.	Construction of Cash Budget				
21.	Flexible Budget				
22.	Master Budget				
23.	Management Control and Budgeting				
24.	Performance Budgeting and Zero Based Budgeting.				
UNIT - IV Marginal Costing					
CO4: To know the importance of cost concepts in various decision making and profit planning.					
TB:: S.P. Jain and K.L. Narang: "Advanced Cost and Management Accounting" Kalyani Publishers, New Delhi.					
25.	Cost Concepts for Decision making				
26.	Decision Making Process				
27.	Decision Situations				
28.	Sales Volume Decisions				
29.	Pricing and Special Order Pricing				
30.	Product Decisions- Addition, Deletion and Alteration of Mix	From 12-10-2020 TO 02-11-2020	Online class with MS Team		
31.	Plant Shutdown Decision				
32.	Profit Planning				
33.	introduction of new product				
34.	planning of level of activity				
35.	Key factor				
36.	Foreign market offer.				
UNIT – V Standard Costing					
CO5: Focus on steps involved in standard costing and variance analysis process.					
TB :: S.P. Jain and K.L. Narang: "Advanced Cost and Management Accounting" Kalyani Publishers, New Delhi.					
37.	Standard Costing and historical costing				
38.	Establishment of cost standards				
39.	steps involved in standard costing				
40.	Variance analysis:	From 03/11/2020 TO 21/11/2020	Lecture intersperse d with discussions		
41.	Material Variance				
42.	Labour Variance				
43.	Overhead Variance				
44.	Sales Variance				

1. TB: S.P. Jain and K.L. Narang: "Advanced Cost and Management Accounting" Kalyani Publishers, New Delhi.

Signature of the Faculty

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

Signature of the HOD

**TENTATIVE LESSON PLAN
CORPORATE GOVERNANCE**

(IMB1691)

Course Title: CORPORATE GOVERNANCE			
Section :I MBA-V/I	Date : 17-08-2020	Page No : 01 of 04s	
Revision No : 00	Prepared By :G.SREELALITHA	Approved By : HOD	
Tools: Black board, PPTs			
S.No.	TOPIC	Date	Mode of Delivery
UNIT-I Corporate Governance			
CO1: To know the basic concepts of Corporate Governance. To understand the basic requirements of Corporate Governance..			
TB: S.Prabhakaran: “ Business Ethics and Corporate Governance ”, Excel Books, New Delhi, 2011.			
1	Corporate Governance: An overview	From 17-08-2020 To 31-08-2020	Online class with CISCO WebEx
2	- Theory and Practice of Governance		
3	- Indian model of Governance		
4	- Good Corporate Governance		
5	- Land marks in emergence of Governance OECEB Principles		
6	OECEB Principles		
7	- Sarbanes-Oxley Act 2002 principles		
8	- Sarbanes-Oxley Act 2002 with examples		
9	- SEBI Introduction		
10	- SEBI Initiatives		

UNIT-II Corporate Governance Indian Scenario

CO2: To understand the concept of CG that can occur in Indian Scenario

TB: S.Prabhakaran: “**Business Ethics and Corporate Governance**”, Excel Books, New Delhi, 2011.

11	Corporate Governance Indian Scenario:	From 28-08-2020 To 07-09-2020	Online class with CISCO WebEx
12	Role of Government in Ensuring Corporate Governance		
13	Governance issues relating to Board of Directors		
14	Duties of Auditors		
15	responsibilities of Auditors		
16	Governance under limited competition		
17	Role of Media		
18	Corporate Governance in Developing		
19	Transiting Economies.		

UNIT-III Land marks in emergence of Corporate Governance

CO3: To study the basic differences between CG and Emergence of CG

TB: S.Prabhakaran: “**Business Ethics and Corporate Governance**”, Excel Books, New Delhi, 2011.

25	Land marks in emergence of Corporate Governance:	From 08-09-2020 To 25-09-2020	Online class with CISCO WebEx
26	CG Committees		
27	OECD Principles		
28	McKinsey Survey on CG		
29	Indian Committees and guidelines		

30	Models of Governance		
31	Managerial Obligations		
32	Obligations towards employees		
33	Customers		
34	Investors		

UNIT-IV Corporate Governance and other Stakeholders

CO4: To study the concept of CG . To understand the Corporate governance and stake holders

TB: S.Prabhakaran: “**Business Ethics and Corporate Governance**”, Excel Books, New Delhi,

35	Corporate Governance and other Stakeholders		
36	Stakeholders		
37	Corporate Governance and employees	From	
38	Customers, Institutional	06-10-2020	Online class with
39	Investors Creditors	To	CISCO
40	Community and Government	23-10-2020	WebEx
41	Grievance Redressal		
42	Grievance Redressal Process		
43	Poor Track Record of Shareholder Protection		
44	Shareholder Protection		

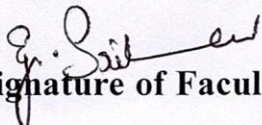
UNIT-V The Reality of the Board Room

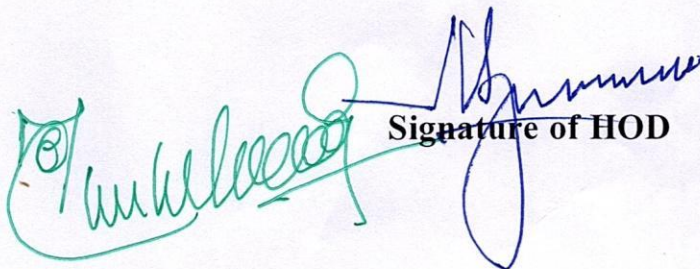
CO5: To study the Board room and as well as the reality of the board room

TB: S.Prabhakaran: “**Business Ethics and Corporate Governance**”, Excel Books, New Delhi, 2011.

45	The Reality of the Board Room		
46	– Directors’ Capabilities		

47	Directors' Responsibilities	From 26-10-2020 To 13-11-2020	Online class with CISCO WebEx
48	Board effectiveness		
49	Assessment of Directors		
50	Boards, and Companies		
51	Corporate Risk Management		
52	Corporate Social Responsibilities		
53	Corporate and Sustainability.		


Signature of Faculty


Signature of HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1692

Course Title: INTELLECTUAL PROPERTY RIGHTS (IMB1692)			
Section : IMBA V/I	Date : 17-08-2020	Page No : 01 of 02	
Revision No : 00	Prepared By : Mrs. M. INDRAJA	Approved By : HOD	
Tools : Black board, PPTs			
No. of Classes	TOPIC	Date	Mode of Delivery
UNIT –I - Introduction to Intellectual Property Rights (IPR)			
CO1:: To gain knowledge on basics of IPR			
TB :: Gupta, P.K, Insurance and Risk Management , Himalaya Publishing house, 2004			
2	Introduction to IPR – International Instruments and IPR	From: 17-08-2020 To:27-08-2020	Lecture interspersed with discussions in online
2	WIPO - TRIPS – WTO -Laws Relating to IPR		
2	IPR Tool Kit - Protection and Regulation		
3	Copyrights and Neighboring Rights – Industrial Property – Patents		
3	Agencies for IPR Registration – Emerging Areas of IPR		
2	Use and Misuse of Intellectual Property Rights.		
UNIT –II Copyrights and Neighboring Rights			
CO2:: To understand about the different types of Copyrights and its registration			
TB:: Gupta, P.K, Insurance and Risk Management , Himalaya Publishing house, 2004			
2	Introduction to Copyrights – Principles of Copyright Protection	From: 31-08-2020 To:23-09-2020	Lecture interspersed with discussions in online
2	Law Relating to Copyrights - Subject Matters of Copyright		
2	Copyright Ownership – Transfer and Duration		
3	Right to Prepare Derivative Works –Rights of Distribution		
1	Rights of Performers		
1	Copyright Registration – Limitations		
UNIT - III Patents			
CO3:: To know about the importance of Patents and its filing.			
TB :: Gupta, P.K, Insurance and Risk Management , Himalaya Publishing house, 2004			
3	Introduction to Patents - Laws Relating to Patents in India	From: 25-09-2020 To:15-10-2020	Lecture interspersed with discussions in online
2	Patent Requirements – Product Patent and Process Patent		
3	Patent Search - Patent Registration and Granting of Patent		
2	Exclusive Rights – Limitations - Ownership and Transfer		
2	Revocation of Patent – Patent Appellate Board - Infringement of Patent		
3	Compulsory Licensing — Patent Cooperation Treaty – New developments in Patents.		

UNIT – IV Trademarks			
CO4:: To gain in depth knowledge on Trademarks in Businesses			
TB:: Gupta, P.K, Insurance and Risk Management , Himalaya Publishing house, 2004			
3	Introduction to Trademarks – Laws Relating to Trademarks	From: 27-10-2020	Lecture interspersed with discussions in online
2	Functions of Trademark – Distinction between Trademark and Property Mark	To:4-11-2020	
3	Marks Covered under Trademark Law - Trade Mark Registration – Trade Mark Maintenance		
3	Transfer of rights - Deceptive Similarities - Likelihood of Confusion - Dilution of Ownership		
UNIT – V Cyber Law and Cyber Crime			
CO5:: To gain knowledge on Cyber Crime and its regulation Cyber Law.			
TB:: Gupta, P.K, Insurance and Risk Management , Himalaya Publishing house, 2004			
3	Introduction to Cyber Law – Information Technology Act 2000	From: 05-11-2020	Lecture interspersed with discussions in online
2	Protection of Online and Computer Transactions - E-commerce		
3	Data Security – Authentication and Confidentiality - Privacy		
2	Digital Signatures – Certifying Authorities		
2	Cyber Crimes - Prevention and Punishment		
1	Liability of Network Providers.		

M. Srinivas

Signature of the Faculty

[Signature]

Signature of the HOD

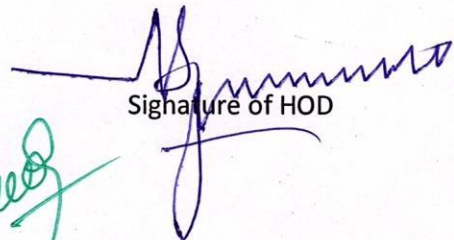
TENTATIVE LESSON PLAN: ~~IMB1693~~

Course Title: GLOBAL HRM - IMB1693		Course code:	
YEAR :V SEM: IX - IMBA	Date : 17/8/2020	Page No : 01 to 03	
Revision No : 00	Prepared By : ANITHA.BH	Approved By : HOD	
Tools: BLACK BOARD / PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT-I-INTRODUCTION TO GlobalHRM CO1: Become familiar with a basic concept of Global HRM TB: SubbaRaoP:“InternationalHumanResourceManagement”,HimalayaPublishingHouse,Hyderabad,2011			
	UNIT – 1 Introduction		
1	A Global HR Perspective in New Economy	TO 17/8/2020 FROM 31/8/2020	Online class with Cisco WebEx
2	Challenges of Globalization		
3	Implications of Managing People and Leveraging Human Resource		
4	Conflicts – Strategic Role of International HRM		
5	Global HR Planning		
6	Staffing policy–Training and development		
7	Performance appraisal		
8	International Labourrelations–industrial democracy		
9	Talent crunch–Indian MNCs and Challenges		
10	Legal content of Global HRM		
UNIT-II Managing International Assignments CO2: Gain knowledge about international assignments TB: SubbaRaoP:“InternationalHumanResourceManagement”			
	UNIT – 2 Managing International Assignments		
17	Significance of international assignments	TO 2/9/2020 FROM	Online class with Cisco WebEx
18	Selection methods to manage international assignments		

19	Positioning Expatriate	25/9/2020	
20	Repatriate		
21	factors of consideration		
22	Strategies		
23	International assignments for Women		
24	International assignments for Women - Problems.		
UNIT-III Cross Culture Management CO3: Become familiar with the concepts of cross cultural management TB: SubbaRaoP:“InternationalHumanResourceManagement”			
	UNIT – 3 Cross Culture Management	TO 28/9/2020 FROM 15/10/2020	Online class with Cisco WebEx
32	Cross Culture Management: Importance		
33	Concepts and issues		
34	Theories		
35	considerations –Problems		
36	Skill building methods		
37	Cross Culture Communication and Negotiation		
38	CrossCultureTeams.		
UNIT-IV Compensation Management CO4: Gain knowledge about concept of Compensation Management TB: SubbaRaoP:“InternationalHumanResourceManagement”,HimalayaPublishingHouse,Hyderabad,2011			
	UNIT – 4 Compensation Management	TO 16/10/2020 FROM 02/11/2020	Online class with Cisco WebEx
41	Importance – Concepts		
42	Trends - Issues – Methods		
43	Factors of Consideration – Models		
44	incentive methods		
45	global compensation implications on Indian systems		
46	Performance Management		
UNIT-V Global Strategic Advantages through HRD: CO5: Become familiar with Global Strategic Advantages through HRD			

TB: SubbaRaoP: "International Human Resource Management", Himalaya Publishing House, 2011			
	UNIT – 5 Global Strategic Advantages through HRD	TO	Online class with Cisco WebEx
55	Global Strategic Advantages through HRD	3/11/2020	
56	Measures for creating global HRD Climate		
57	Strategic Frame Work of HRD and Challenges		
58	Globalization and Quality of Working Life and Productivity	FROM	
59	Challenges in Creation of New Jobs through Globalization	13/11/2020	
60	New Corporate Culture		


Signature of Faculty


Signature of HOD


PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1694

Course Title: GLOBAL FINANCIAL MANAGEMENT (IMB1694)		
Section : IMBA V/I	Date : 17-08-20	Page No : 01 of 02
Revision No : 00	Prepared By : B.V.S.S SUBBA RAO	Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to 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	17-08-2020 to 27-08-2020	Lecture interspersed with discussions
1	Globalization and MNCs- Global Winds of Change		
1	New Challenges and Opportunities- Importance of Global Factors		
1	Regulatory and Legal Frame Work- Global Organizational Restructuring		
1	International Monetary System, Exchange Rates and Par Values		
1	International Monetary Reforms- Special Drawing Rights		
2	SDR Allocation		
UNIT –II Management of Exchange and Interest Rates Exposure			
CO2:: Learner is able to understand Exchange & Interest rate exposures			
TB:: Jeff Madura, “International Financial Management” Cengage Learning Limited, 2008.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Management of Exchange and Interest Rates Exposure	28-08-2020 to 07-09-2020	Lecture interspersed with Discussions
1	: Determination of Exchange Rates Balance of Payments (Equilibrium vs Disequilibrium)-		
2	International Trade Flow- Time factor in International Risks		
1	Hedging in Swap Market		
2	Measurement of Politico Economics Risk		
1	Management of International Transactions Exposure		
UNIT - III Management of Global Business Operations and Practices			
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	08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
4	Operational Strategies of MNCs- Management of Global Business Practices		
1	Sources of funds for MNCs		
2	Operations in International Financial Markets-		
1	Currency Options.		
UNIT – IV International Investment Decision			
CO4: Equip with International Investment Decisions			
TB: Jeff Madura, “International Financial Management” Cengage Learning Limited,			

2008.

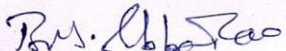
No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision	06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
2	Foreign Direct Investment- International Capital Budgeting		
3	Evaluation and Management of Political Risk		
1	Global Portfolio Investment, International Global Financial Decisions		
4	Role of Multi Lateral Development Banks		
3	Global Financial Market Instruments		

UNIT – V Global Indebtedness

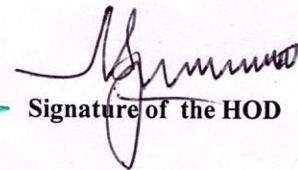
CO5: Gain knowledge on Global Indebtedness.

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

No. of Periods	TOPIC	Date	Mode of Delivery
4	Global Indebtedness: External Resources	26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
3	Nature and Magnitudes of External Debt		
2	Factors influencing Debt Crisis		
3	Management of external Indebtedness and Challenges		
1	- Short -Term Financing- Internal Financing by MNCs.		
2	Case studies in the relevant units		


Signature of the Faculty




Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1697

Course Title: LABOR WELFARE & LEGISLATION-IMB1697		
Section : IMBA V/IX SEM	Date : 17/8/2020	Page No : 01 of 03
Revision No : 00	Prepared By : ANITHA.BH	Approved By : HOD

Tools : Black board

S.No.	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	TO 17/8/2020 FROM 31/8/2020	Online class with Cisco WebEx
2.	Factories Act 1948		
3.	Mines Act 1952		
4.	Plantation Labour Act 1951		
5.	Contract Labour (Regulation and Abolition) Act 1970		
6.	A.P.Shops and Establishments Act		
UNIT –II Industrial Relations Legislation CO2: To know 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	TO 2/9/2020	
8.	Industrial Disputes Act 1947		

9.	Industrial Employment (standing orders) Act 1946		
10.	Trade Unions Act 1926	2/9/2020 FROM 25/9/2020	Online class with Cisco WebEx

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	TO	Online class with Cisco WebEx
12.	Minimum wages Act 1948	28/9/2020	
13.	Payment of Bonus Act 1966		
14.	Payment of Gratuity Act 1972		
15.	Workmen's Compensation Act 1923	FROM	
16.	Employees State Insurance Act 1948	15/10/2020	
17.	Maternity Benefit Act 1961		
18.	Employees Provident Fund		
19.	Miscellaneous Provisions Act 1952		

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,	TO	Online class with Cisco WebEx
21.	principles of labour welfare	16/10/2020	
22.	Indian constitution on labour		
23.	Agencies of labour welfare and their role		
24.	Impact of ILO on labour welfare in India	FROM	
25.	Labour problems	02/11/2020	
26.	Indebtedness, Absenteeism		
27.	Alcoholism, Personal and Family Counselling		

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	TO	Online class with Cisco WebEx
29.	Statutory and non-statutory	03 /11/2020	
30.	extra mural and intra mural		
31.	Central Board of Workers' Education; Workers' Cooperatives		
32.	Workers' Cooperatives Welfare Centers,	FROM	
33.	Welfare Centers Welfare Officers' Role	13/11/2020	

34.	Welfare Officers' Role Status and Functions	13/11/2020	Online class with Cisco WebEx
35.	Status and Functions Role of social work in industry		
36.	Role of social work in industry		


Signature of Faculty


Signature of HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: IMB1698

Course Title: RISK MANAGEMENT (IMB1698)		
Section : IMBA V/I	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Dr. 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	17-08-2020 to 27-08-2020	Lecture interspersed with discussions
1	Financial services provided by intermediaries		
1	Future trends and global issues for financial services		
1	Risk management frame work in organization		
1	Identification of liquidity risk		
1	Measurement and managing risk		
2	Managing foreign exchange risk		
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	28-08-2020 to 07-09-2020	Lecture interspersed with Discussions
1	Problems on measurement of interest rate risk		
2	Measurement of market risk		
1	Problems on Value at Risk		
2	Measurement of operational risk		
1	Measurement of liquidity risk		
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	08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
4	Types of derivatives contracts		
1	Management of interest rate risk tools		
2	Approaches to credit risk management tools		
1	Foreign exchange and sovereign risk tools		
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	06-10-2020 TO	Lecture
2	Operational structure for credit risk		

3	SEBI Norms to banks	23-10-2020	interspersed with discussions
1	BASEL Committee on Banking supervision		
4	BASEL I, BASEL II Norms		
3	Operational structure for credit risk		

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	26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
3	Fundamentals of options ,forwards and futures		
2	KMV Portfolio Manager		
3	Black schools model		
1	Problems on black schools model		

B. Choudhary
Signature of the Faculty

[Signature]
Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN: (IMB169B)

Course Title: MANAGEMENT OF INDUSTRIAL RELATIONS (IMB169B)		
Section : IMBA V/7	Date : 17/08/2020	Page No : 01 of 03
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:: PremChadha: "Performance Management", Macmillan India, New Delhi, 2008.			
1	Concept	17/8/2020	Lecture interspersed with discussions
2	Evaluation	18/8/2020	
3	Background of industrial Relations in India	19/8/2020	
4	Influencing factors of IR in enterprise	20/8/2020	
5	consequences	21/8/2020	
6	Economic environments	24/8/2020	
7	Political environments	25/8/2020	
8	Employment Structure	26/8/2020	
9	Social Partnership	27/8/2020	
10	Wider approaches to industrial relations	28/8/2020	
11	Labor Market.	31/8/2020	
12	Case study	01/9/2020	
13	Tutorial class	02/09/2020	
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			
14	Introduction-Definition	03/09/2020	Lecture interspersed with discussions
15	Growth of Trade Unions in India	04/09/2020	
16	Objectives of Trade Unions in India	05/09/2020	
17	Trade Unions Act, 1926	07/09/2020	
18	Legal framework	08/09/2020	
19	Union recognition	09/09/2020	
20	Union Problems	10/09/2020	
21	Employees Association	11/09/2020	
22	Objectives of Employees Association	12/09/2020	
23	Membership	14/09/2020	
24	Financial Status	15/09/2020	
25	Case study	16/09/2020	
26	Tutorial class	17/09/2020	

Course Title: MANAGEMENT OF INDUSTRIAL RELATIONS (IMB169B)**Section : I****Date : 17/08/2020****Page No : 02 of 03****Revision No : 00****Prepared By : SK SHAFIULLAH****Approved By : HOD****Tools : Black board****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.SVenkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011

27	Workers' Participation in Management	19/09/2020	Lecture interspersed with discussions
28	Worker's Participation in India	21/09/2020	
29	shopfloor, Plant Level, Board Level	22/09/2020	
30	Collective bargaining concepts	23/09/2020	
31	Workers' Welfare in Indian scenario	24/09/2020	
32	Characteristics	25/09/2020	
33	Promoting peace	26/09/2020	
34	Wage and Salary administration: Nature	05/10/2020	
35	Significance of wage, salary administration w	06/10/2020	
36	Minimum wage- Fair wage, Real wage,	07/10/2020	
37	Incentives & fringe benefits	08/10/2020	
38	Issues and Constraints in Wage Determination in India.	09/10/2020	
39	Case study	10/10/2020	
40	Tutorial class	12/10/2020	

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.SVenkataratnam: "Industrial Relations", Oxford University Press, New Delhi, 2011

41	Introduction and types	13/10/2020	Lecture interspersed with discussions
42	Social Security in India	14/10/2020	
43	Health and Occupational safety programs	15/10/2020	
44	Salient features of Workmen	17/10/2020	
45	Compensation Act	19/10/2020	
46	Employees' State Insurance Act relating to social security	20/10/2020	
47	Workers' education objectives	21/10/2020	
48	Rewarding	22/10/2020	
49	Monetary rewarding	26/10/2020	
50	Non monitoring rewarding	27/10/2020	
51	Case study 1	28/10/2020	
52	Tutorial class	31/10/2020	

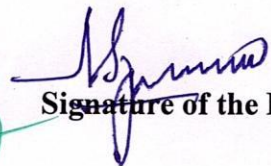
Course Title: MANAGEMENT OF INDUSTRIAL REALTIONS (IMB169B)		
Section : I	Date : 17/08/2020	Page No : 03 of 03
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools : Black board

UNIT – V EMPLOYEE GRIEVANCES		
CO5: To focus 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		
53	Causes of Grievances	02/11/2020
54	Conciliation, Arbitration	03/11/2020
55	Adjudication procedural aspects for Settlement of Grievances	04/11/2020
56	Standing Orders	05/11/2020
57	Code Discipline	06/11/2020
58	Industrial Disputes	07/11/2020
59	Meaning, nature and scope of industrial disputes	09/11/2020
60	Cases and Consequences of Industrial Disputes	10/11/2020
61	Prevention and Settlement of industrial disputes in India	11/11/2020
62	Case study	12/11/2020
63	Tutorial class	13/11/2020

Lecture interspersed with discussions


Signature of the Faculty


Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108

TENTATIVE LESSON PLAN:IMB169C

Course Title: TAX MANAGEMENT (IMB169C)		
Section : IMBA V/I	Date : 17-08-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Dr. M VEERA BHADRA RAO	Approved By : HOD

Tools : Black board, PPTs,

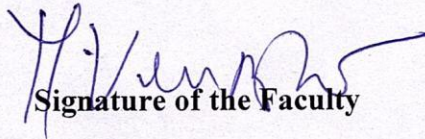
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Direct and Indirect Taxes CO1: Able to know about the basics of tax, tax on agriculture income, about the income tax act TB :: TAXATION BY Dr.SAROJKUMAR, VIPIN SINGH			
1.	Income Tax Act 1961	FROM 17-08-2020 TO 27-08-2020	Lecture interspersed with discussions
2.	Income from House Property – Computation of Salary Income		
3.	Income from Business and Profession		
4.	Indirect Taxes – Excise Duty		
5.	Types and Taxable Event for Excise Duty		
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	FROM 28-08-2020 TO 07-09-2020	Lecture interspersed with discussions
7.	Capital Goods for CENVAT		
8.	Scope and Converge of Customs Duty		
9.	Nature of Customs Duty – Classification for Customs		
10.	Exemptions from Customs Duty		
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	FROM 08-09-2020 TO 25-09-2020	Lecture interspersed with discussions
12	Legal Principles of taxation laws		
13	Five basic Rules of interpretation of statutes		
14	Law Lexicon and Legal Maxims		
15	Concepts of Tax Avoidance, Tax Evasion		

UNIT – IV : Tax Management Decisions**CO4:** learner understand the elements of tax considerations, tax management, tax decisions**TB :: TAXATION BY** Dr.SAROJKUMAR, VIPIN SINGH

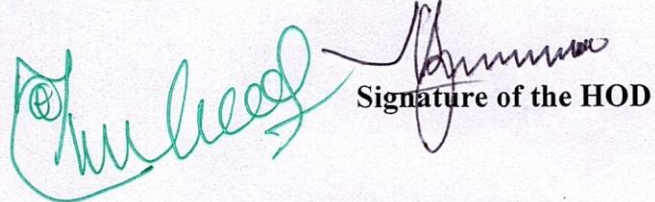
16	Tax considerations - Management Decisions	FROM 06-10-2020 TO 23-10-2020	Lecture interspersed with discussions
17	Guidelines to Tax planning		
18	Relief's – Concessions – Rebates – Deductions		
19	Incentives (Payment of Advance Tax)		
20	Penalties for non-compliance.		

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	FROM 26-10-2020 TO 13-11-2020	Lecture interspersed with discussions
22	Tax Intensives Organizational Setup of MNCs		
23	Investment Decision on Tax Planning		
24	Transfer Pricing Methods		
25	Measures to Plug Tax Loopholes		



Signature of the Faculty



Signature of the HOD

PRINCIPAL
SRK Institute of Technology
ENIKEPADU, VIJAYAWADA-521 108