

TENTATIVE LESSON PLAN

Course Title: ENGLISH-II(19IM201)		
Section : IMBA	Date : 31-05-2021	Page No : 01 of 02
Revision No : 00	Prepared By PRAVEEN GOLLA	Approved By : HOD

Tools : Black board

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I OPERATIONAL SKILLS CO1: The students learn about the definition, types and benefits of Communication TB :: The 7 Habits of Highly Effective People – Stephen R. Covey			
1.	UNIT-I. OPERATIONAL SKILLS:	31-05-2021	Online classes
2.	Different ways of communicating	31-05-2021	
3.	fluency, accuracy, and formulation	02-06-2021	
4.	Communication for influencing	04-06-2021	
5.	Purpose of Oral communication	05-06-2021	
6.	Organizing a meeting	07-06-2021	
7.	The interview with Media	08-06-2021	
8.	Presentations	10-06-2021	
9.	Writing Formal letters and Business letters	11-06-2021	
10.	Preparation of Material: Selecting material, planning, arrangement	12-06-2021	
11.	Research papers, Dissertation writing.	15-06-2021	
UNIT –II MANAGEMENT SKILLS: CO2: They gain awareness about Time Management and Business Etiquettes TB :: How to Win Friends and Influence People– Dale Carnegie			
12.	MANAGEMENT SKILLS:	15-06-2021	Online classes
13.	Time Management -Mind& Memory Management	17-06-2021	
14.	Motivational Skills Motivation	18-06-2021	
15.	Importance of commitment - Showing self confidence	21-06-2021	
16.	Achieving Success - Fashion, Strategies	24-06-2021	
17.	International Business Protocol -	26-06-2021	
18.	Multi Cultural Changes - Cultural awareness	28-06-2021	Online classes
19.	Learning about the Communication styles of various clients	30-06-2021	
20.	Dos"&Don"ts on the telephone - Taking the leave message	02-07-2021	
21.	Ground rules for a conference calls - Using the „mute „function	05-07-2021	
22.	Personal grooming - Punctuality, Body language	06-07-2021	
UNIT –III LEADERSHIP SKILLS: CO3: They gain Knowledge of decision making and leadership skills Developing the Leader Within You– John C. Maxwell			
23.	LEADERSHIP SKILLS:	06-07-2021	
24.	Quick Learning	07-07-2021	
25.	Pro- Activeness	08-07-2021	

26.	Decision making	09-07-2021	Online classes
27.	Situational leadership	10-07-2021	
28.	Motivating Employees	10-07-2021	
29.	Paerto Analysis	12-07-2021	
30.	Force field Analysis	13-07-2021	
31.	PMI – plus, minus, Interest	15-07-2021	
32.	Stress - Conflict Management	16-07-2021	

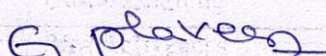
UNIT –IV THINKING SKILLS

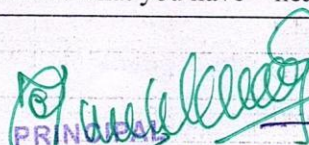
CO4: They understand thinking about logical, lateral and positive thinking skills.

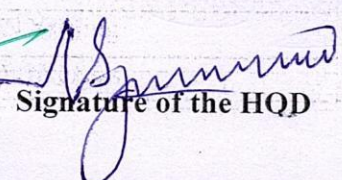
The 360 Degree Leader- John C. Maxwell

46	THINKING SKILLS:	17-07-2021	Online classes
47	Positive Thinking	18-07-2021	
48	Logical Thinking - Lateral Thinking	20-07-2021	
49	Avoiding traditional ways of looking for solutions	22-07-2021	
50	Using imagination to look at a problem differently - Recognize dominant Ideas	23-07-2021	
51	How to improve self confidence	25-07-2021	
52	To look failures as stepping stones	27-07-2021	
53	To Strengthen self esteem	27-07-2021.	
54	Creative Thinking	28-07-2021	
55	Intellectual Property privileges	28-07-2021	

56	UNIT –IV SOCIAL SKILLS CO5: They understand Social skills like honesty courtesy, and motivational skills The 360 Degree Leader- John C. Maxwell	02-07-2021	Online classes
57	Courtesy- Honesty- Flexibility	02-07-2021	
58	Adaptability Co – Operation	04-08-2021	
59	Positive attitude	08-08-2021	
60	Dependability –Ability to measure	11-08-2021	
61	willingness to learn- Commonsense	15-08-2021	
62	Personal Integrity-positive work ethic Motivational Skills	18-08-2021	
63	Critical thinking skills	22-08-2021	
64	Personal Chemistry	25-08-2021	
65	good personal appearance	29-08-2021	
66	Ability to follow regulations	04-09-2021	
67	willingness to be accountable	07-09-2021	
68	Awareness of how Business works and staying on the job until it is finished	10-09-2021	
69	Ability to listen and document what you have – heard	13-09-2021	


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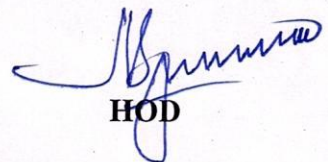
TENTATIVE LESSON PLAN IMB1922

Course Title: BUSINESS ENVIRONMENT			
Section : IMBA-I/II		Date : 14-06-2021	Page No : 01 of 02
Revision No : 00		Prepared By : PRATYUSHA ANNE	Approved By : HOD
Tools : PPT, Video & Audio lectures			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO BUSINESS ENVIRONMENT			
CO1: To know the factors influencing the business environment			
TB :: Aswathappa K: — Essentials of Business Environment l, Himalaya Publishing House, New Delhi, 2011			
1.	Introduction to business environment	From 14-06-2021 TO 29-06-2021	Lecture interspersed with discussions in online
2.	Importance at national and international level		
3.	problems and challenges		
4.	factors both internal and external influencing business environment		
5.	Industrial policies since independence		
6.	regulatory and promotional framework		
7.	NITI AYOOG and its importance		
UNIT –II: STRUCTURE OF INDIAN ECONOMY			
CO1: To understand economic systems and economic reforms.			
TB :: Aswathappa K: — Essentials of Business Environment l, Himalaya Publishing House, New Delhi, 2011 .			
8.	Structure of Indian economy	From 30-06-2021 TO 15-07-2021	Lecture interspersed with discussions in online
9.	Nature and significance of Economic systems		
10.	structure of Indian industry		
11.	Economic reforms in various sectors		
12.	Disinvestment mechanism		
13.	problems and procedures		
14.	Sickness in Indian industry		
15.	competition Act 2002		
UNIT –III FISCAL POLICY			
CO2: To learn fiscal policy and balance of payments			
TB :: Aswathappa K: — Essentials of Business Environment l, Himalaya Publishing House, New Delhi, 2011			
16.	Nature and significance of Fiscal Policy	From 16-07-2021 TO 06-08-2021	Lecture interspersed with discussions in online
17.	public revenues – expenditure		
18.	development activities allocation of funds		
19.	Critical analysis of the recent fiscal policy of india		
20.	Balance of Payments		
21.	Nature – Structure – major components		
22.	Causes for disequilibrium in Balance of Payments		
23.	Correction measures		
UNIT IV: INDIA’S TRADE POLICY			
CO4:: To know the challenges and mechanisms of India trade policy			

TB :: Aswathappa K: —Essentials of Business Environmentl, Himalaya Publishing House, New Delhi, 2011			Lecture interspersed with discussions in online
24.	Nature of India"s Trade Policy	From 07-08-2021 TO 24-08-2021	
25.	Magnitude and direction of Indian international trade		
26.	bilateral and multilateral trade agreements		
27.	International business environment:		
28.	Challenges and mechanisms. WTO		
29.	Agreements in the Uruguay round including TRIPS, TRIMS		
30.	GATS, disputes settlement mechanism		
31.	dumping and antidumping measures		
UNIT5::LEGAL FRAME WORK			
CO5:: To understand the legal frame work of Indian economic system.			
TB :: Aswathappa K: —Essentials of Business Environmentl, Himalaya Publishing House, New Delhi, 2011			Lecture interspersed with discussions in online
31	Special features of the SICA	From 25-08-2021 TO 11-09-2021	
32	BIFR		
33	Consumer protection act 1986,		
34	Environmental laws		
35	The Essential Commodities Act 1955		
36	Prevention of Air and Water pollution		


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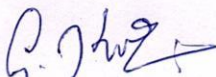

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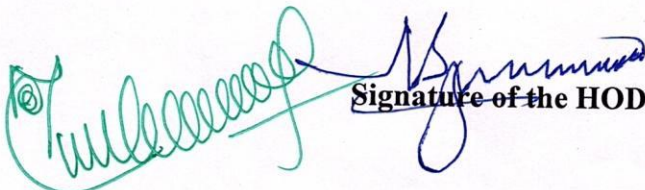

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TENTATIVE LESSON PLAN: (IMB1923)

Course Title: MANAGERIAL ECONOMICS			
Section : IMBA I/II	Date : 14-06-2021	Page No : 01 of 02	
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Managerial Economics CO1:: TO acquaint the student with basic knowledge of the economy and its principles. TB :: Mithani D M: “ Managerial Economics ”, Himalaya Publishing House, Mumbai, 2008.			
1.	Nature and Scope of managerial economics	From 14-06-2021 TO 29-06-2021	Online class with Cisco WebEx
2.	Managerial economics Relationship with other areas		
3.	The role of managerial economist		
4.	Concept of opportunity cost, Incremental concept		
5.	Discounting Principle , Risk & uncertainty concept		
UNIT –II:: Demand Analysis CO2:: TO understand the relationship between the demand and supply. TB :: Mithani D M: “ Managerial Economics ”, Himalaya Publishing House, Mumbai, 2008.			
6.	Elasticity of demand	From 30-06-2021 TO 15-07-2021	Online class with Cisco WebEx
7.	Types of demand ,law of demand		
8.	significance of Elasticity of Demand		
9.	Measurement of price Elasticity of Demand		
10.	Need for Demand forecasting		
11.	forecasting techniques		
12.	law of Supply		
13.	Elasticity of Supply		
UNIT –III Supply and Production Analysis CO::III Gain knowledge about the types of production and its factors. TB :: Mithani D M: “ Managerial Economics ”, Himalaya Publishing House, Mumbai, 2008.			
14.	Production function	From 16-07-2021 TO 06-08-2021	Online class with Cisco WebEx
15.	Marginal Rate of Technical Substitution		
16.	Production function with one variables		
17.	Production function with two variables		
18.	Cobb-Douglas Production Function		
19.	Returns to Scale		
20.	Laws of returns		
UNIT IV:: Theory of Pricing CO4:: To understand the price concepts and market structure TB:: Mithani D M: “ Managerial Economics ”, Himalaya Publishing House, Mumbai, 2008.			
21.	Price determination under Perfect Competition	From 07-08-2021	
22.	Monopoly,		
23.	Oligopoly		

24.	Monopolistic Competitions	TO 24-08-2021	Online class with Cisco WebEx
25.	Methods of Pricing		
26.	Game Theory basics		
27.	Dominant Strategy		
28.	Nash Equilibrium and Prisoner's Dilemma.		
UNIT::V Macro Economics and Business			
CO::V To know the concept of national income and employment.			
TB:: Mithani D M: ' Managerial Economics ', Himalaya Publishing House, Mumbai, 2008.			
29	Nature and Measurement of National Income	From 25-08-2021 TO 11-09-2021	Online class with Cisco WebEx
30	Inflation and Deflation		
31	Inflation, Meaning and Kinds		
32	Types, Causes and measurement of inflation Measures to Control		
33	Philips curve		
34	Stagflation		
35	Theory of Employment		
36	Business cycles: Policies to counter Business Cycles.		


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TENTATIVE LESSON PLAN:IMB1924

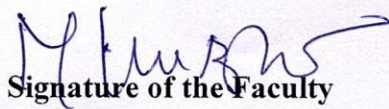
Course Title: FINANCIAL ACCOUNTING –II (IMB1924)		
Section : IMBA I/II	Date : 14-06-2021	Page No : 01 of 02
Revision No : 00	Prepared By : Dr.M VEERA BHADRA RAO	Approved By : HOD

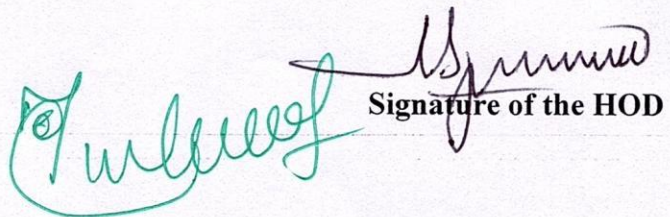
Tools : Black board, PPTs,

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Features of corporate Profit and Loss A/C CO1: To understand basics of accounting TB :: Financial Accounting by Dhanesh K Khatri			
1.	features of corporate profit and loss a/c and balance sheet.	FROM 14-06-2021 TO 20-06-2021	Lecture interspersed with discussions
2.	Preparation of statement of financial accounts for corporate		
3.	Financial statements non-profit organizations		
4.	Problems		
5.	Problems		
UNIT –II Inventory Valuation CO2: To know the accounting forms for Inventory management TB :: Financial Accounting by Dhanesh K Khatri			
6.	Method of inventory valuation	FROM 21-06-2021 TO 05-07-2021	Lecture interspersed with discussions
7.	Lower cost of market (LCM)		
8.	Higher cost of market(HCM)		
9.	Periodic investment vs perpetual inventory system		
10.	Specific requirements of AS-2 issued by ACAI		
UNIT - III Financial Analysis with Funds Flow and Cash Flow Statements CO3; Able to know the basic awareness on cash flow and funds flow statements TB :: Financial Accounting by Dhanesh K Khatri			
11	Introduction to funds flow statement , cash flow statement	FROM 06-07-2021 TO 27-07-2021	Lecture interspersed with discussions
12	Preparation , presentation, limitations of funds flow and cash flow statements		
13	Cash flow statements problems		
14	Managerial uses of funds flow and cash flow statements		
15	Limitations of funds flow statements		
UNIT – IV : Financial Reports CO4; able to get basic awareness on accounting standards TB :: Financial Accounting by Dhanesh K Khatri			
16	Understanding complete set of financial reports	FROM 02-08-2021 TO 27-08-2021	Lecture interspersed with discussions
17	Key aspects of auditors and directors report		
18	Global financial reporting		
19	IAS, Indian GAAP, IFRS		
20	Concept of window dressing and its implications on financial reporting		
UNIT – V Emerging dimensions in Financial Reporting			

CO5: Able to know the various aspects of financial reporting
TB :: Financial Accounting by Dhanesh K Khatri

No. of Periods	TOPIC	DATE	Mode of Delivery
21	Emerging dimensions in financial reporting	FROM 28-08-2021 TO 17-09-2021	Lecture interspersed with discussions
22	Corporate social responsibility accounting		
23	Value added statements		
24	Valuation of intangible assets and impact on the balance sheet		
25	Balance score card		


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TENTATIVE LESSON PLAN: IMB1925

Course Title: ORGANIZATIONAL COMMUNICATION		
Section:IMBAI/II	Date:14/06/2021	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 Business Communication			
CO1: To understand basics of Objective of Communication & the Process of Human Communication			
TB: Krizan:Essentials of Business Communication I, Cengage Learning, New Delhi			
1.	Role of Communication in Business	FROM 14/06/2021 TO 20/06/2021	Online classes With CISCO WebEx
2.	Objective of Communication		
3.	The Process of Human Communication		
4.	Media of Communication		
5.	Written Communication – Oral Communication		
6.	Visual Communication, Audio Visual Communication – Silence		
UNIT – II Developing Listening Skills			
CO2: To understand basics of techniques of presentation types of presentation.			
TB: Krizan: Essentials of Business Communication I, Cengage Learning, New Delhi			
7.	Developing Listening Skills	FROM 21/06/2021 TO 05/07/2021	Online classes With CISCO WebEx
8.	Improving Non-verbal communication skills		
9.	Cross Cultural Communication, problems and challenges.		
10.	Presentation skills – techniques of presentation – types of presentation		
11.	video Conferencing and formats		
12.	Interview – formal and informal		
13.	Interview techniques – Communication etiquettes.		

UNIT - III Managing Organization Communication
CO3: To understand the basic Models for Interpersonal Communication, Exchange Theory
TB: Krizan: Essentials of Business Communication I, Cengage Learning, New Delhi

14.	Managing Organization Communication	FROM 06/07/2021 TO 27/07/2021	Online classes With CISCO WebEx
15.	Formal and Informal Communication-		
16.	Intrapersonal Communication		
17.	Models for Interpersonal Communication		
18.	Exchange Theory		

UNIT – IV Interpersonal Communication

CO4: Students able to know about the Barriers of Communication, Gateways to Effective Interpersonal Communication.

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

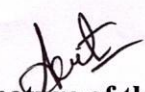
19.	Managing Motivation to Influence Interpersonal Communication	FROM 02/08/2021 TO 27/08/2021	Online classes With CISCO WebEx
20.	Inter-Personal Perception		
21.	Role of Emotion in Interpersonal Communication		
22.	Communication styles		
23.	Barriers of Communication		
24.	Gateways to Effective Interpersonal communication		

UNIT – V Business Writing Skills

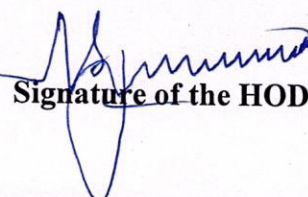
CO5: Students able to know about the Essentials of Effective Business Correspondence, Business Letter and Forms, Meeting, Telephone Communication

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

25.	Business Writing Skills	FROM 28/08/2021 TO 17/09/2021	Online classes With CISCO WebEx
26.	Significance of Business Correspondence, Essentials of Effective Business Correspondence		
27.	Business Letter and Forms, Meeting, Telephone Communication		
28.	Use of Technology in Business Communication		
29.	Report Writing – Meaning and Significance		
30.	Structure of Reports – Negative, Persuasive and Special Reporting		
31.	Informal Report – Proposals. Formal Reports		
32.	Preparation and organization of Press Report.		


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TENTATIVE LESSON PLAN ORGANIZATIONAL BEHAVIOUR (IMB1941)

Course Title : ORGANIZATIONAL BEHAVIOUR			
Section: IMBA-II/II	Date : 22-03-2021	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
<p>UNIT-I A BRIEF HISTORY OF MANAGEMENT:</p> <p>CO1: To understand Interpret basic concepts and theories of management.</p> <p>TB: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012</p>			
1	A brief history of management	From 22-03-2021 To 07-04-2021	Lecture interspersed with discussions
2	Classical Theory		
3	Scientific Management		
4	Administrative Theory		
5	Behavioral Theory		
6	Management Science		
7	Integrative Perspective		
8	Systems Theory, Socio technical Theory		
9	Contingency Theory		
10	, Comparing Theories		
<p>UNIT-II CREATIVE PROBLEM SOLVING AND DECISION MAKING</p> <p>CO2: To understand Outline plans and different organization structures. It Develop rationale decision making and Problem solving abilities.</p> <p>TB: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012</p>			

11	Creative problem solving and decision making	From 08-04-2021 To 22-04-2021	Lecture interspersed with discussions
12	Classify and Define the Problem or Opportunity		
13	Set Objectives and Criteria		
14	Generate Creative		
15	Innovative Alternatives		
16	Decision making		
17	Analyze Alternatives and Select the Most Feasible		
18	Plan		
19	Implement the Decision and Control		
20	Control		
21	Vroom's Participative Decision Making Model		
22	Revision		

UNIT-III STRATEGIC AND OPERATIONAL PLANNING

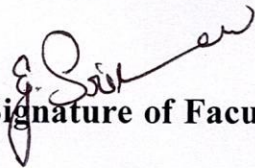
CO2: To understand the concept of developing mission and analyzing the environment, to identify the planning strategies related to corporate and business

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

23	Introduction	From 23-04-2021 To 08-05-2021	Lecture interspersed with discussions
24	Strategic and operational planning		
25	Developing the Mission		
26	Analyzing the Environment		
27	Setting Objectives		
28	Corporate Strategies		
29	Business Strategies		
30	Operational Planning		

31	Implementing and Controlling Strategies		
32	Time Management		
<p>UNIT-IV ORGANIZING AND DELEGATING WORK:</p> <p>CO4: To understand the concept of organizing and to know the delegation of work</p> <p>TB: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012</p>			
33	Organizing and delegating work	From 13-05-2021 To 31-05-2021	Lecture interspersed with discussions
34	Principles of Organizing		
35	Authority		
36	Organizational Design		
37	Job Design		
38	Organizing Yourself and Delegating		
39	Relation between Authority, Power and Influence		
40	Leadership and Trait Theory		
41	Behavioural Leadership Theories		
42	Situational Approaches to Leadership		
43	Handling Complaints.		
<p>UNIT-V COMMUNICATION AND CONTROLLING:</p> <p>CO5: To understand the concept of communication and to identify control system in the organisation.</p> <p>TB: Dilip Kumar Battacharya, Principles of Management, Pearson, 2012</p>			
44	Communication and controlling		Lecture interspersed with discussions
45	Organizational Communication		
46	Information Technology		

47	Interpersonal Communication Process	From 01-06-2021 To 31-06-2021	
48	Communication Barriers		
49	Message Transmission Channels		
50	Organizational Control Systems,		
51	Control Systems,		
52	Functional Area		
53	Establishing Control Systems		
54	Communication		
55	Communication channels		
56	Revision		


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TENTATIVE LESSON PLAN: IMB1942

MANAGEMENT ACCOUNTING

Course Title: MANAGEMENT ACCOUNTING		
Section : IMBA <u>II/II</u>	Date : 22-03-2021	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 management accounting CO1 : Prepare independently different accounting statements S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,			
1.	Introduction to management accounting	FROM 22-03-2021 TO 01-04-2021	Lecture interspersed with discussions in online
2.	Management accounting vs Cost accounting		
3.	Cost accounting vs. financial accounting		
4.	Role of accounting information in planning and control,		
5.	cost concepts and managerial use of classification of costs		
6.	The management process and accounting		
7.	Management accounting process		
8.	cost concepts		
9.	Types of cost concepts		
10.	The management process and accounting.		
UNIT –II MIS and Reporting CO2: Prepare and analyse financial statement and reports independently S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,			
11.	Introduction to management information system	FROM 05-04-2021 TO 23-04-2021	Lecture interspersed with discussions in online
12.	What is report		
13.	Essentials of an Ideal Report		
14.	General Principles of Good Reporting		
15.	Methods of Reporting		
16.	Types of Reports		
17.	Reporting Needs of Different Management levels- Theoretical Questions		
18.	Reconciliation and Integration of Financial		
19.	Cost Accounts- Need of Reconciliation		
20.	Method of Reconciliation		

UNIT - III Responsibility Accounting**CO3: Analyze cost accounting concepts****S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,**

21.	Introduction to accounting	From 26-04-2021 TO 20-05-2021	Lecture interspersed with discussions in online
22.	Definition- Steps in Responsibility Centers		
23.	Types of Responsibility Centers		
24.	Revenue Centre- Profit Centre		
25.	Investment Centre		
26.	Introduction to Transfer Prices-		
27.	Price Level Accounting		
28.	Importance of Price Level Accounting		

UNIT – IV Budgetary Control**CO4:: Interpret cost behaviour and decision methods****S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,**

29.	Introduction to budgeting	From 24-05-2021 TO 03-06-2021	Lecture interspersed with discussions in online
30.	Budget, budgetary control		
31.	Steps in budgetary control		
32.	Fixed vs Flexible budge		
33.	Different types of budgets		
34.	Sales budget , Zero based budgeting		
35.	Cash budget, production budget		
36.	Master budget,		
37.	budget reports for management control		

UNIT – V Management Audit**CO5: Understand the management audit system.****S.P.Jain, K.L.Narang: Cost and Management Accounting, Kalyani Publications, New Delhi,**

38	Definition- Objectives of Management Audit	From 05/06/2021 TO 15/06/2021	Lecture interspersed with discussions in online
39	Difference between Financial Audit and Management Audit		
40	Need for Management Audit		
41	Conducting Management Audit.		
42	Conducting Management Audit types		

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

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TENTATIVE LESSON PLAN: (IMB1943)

Course Title: COMPANY LAW (IMB1943)

Section :IMBA II/II **Date : 20-03-2021**

Page No : 01 of 03

Revision No : 00

Prepared By :SK SHAFIULLAH

Approved By : HOD

Tools: Black board

SR No	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO COMPANY LAW			
CO1: To gain knowledge meaning of company, features, advantages and disadvantages, types of companies, distinguish between private and public ltd company.			
TB::Company Law by Tandom M.P, Allahabad Law Agency, Allahabad			
1	UNIT –I Introduction to Company Law	22/03/2021 To 06/04/2021	Lecture interspersed with discussions
2	Features of company		
3	Types of companies		
4	Holding, subsidiary company		
5	limited company and unlimited company		
6	Other types of company		
7	Dormant company		
8	Advantages of company		
9	Disadvantages of company		
10	D/f between public and private ltd company		
11	Company versus partnership firm		
12	One person company		
13	Case study		
14	Tutorial Class		
UNIT II –FORMATION OF COMPANY			
CO2: To impart the knowledge on Promotion of company, incorporation, memorandum and articles of association, various clauses of companies act 1956.			
TB::Company Law by Tandom M.P, Allahabad Law Agency, Allahabad			
15	UNIT –III Introduction Promotion of Company	07/04/2021 To 24/04/2021	Lecture interspersed with discussions
16	Formation of company promotion of a company		
17	Promotion of a company		
18	Steps in incorporation of a company		
19	Capital subscription in company		
20	Promoters and types of promoters		
21	Memorandum of association clauses		
22	Alteration of Memorandum of association		
23	Doctrine of ultravires		
24	Exceptions in Doctrine of ultravires		
25	Doctrine of indoor management		
26	Articles of association contents		
27	Alteration in articles of association		
28	Difference between MOA and AOA		
29	Various clauses of companies act 1956		
30	Case study		
31	Tutorial Class		

Course Title: COMPANY LAW (IMB1943)		
Section :I	Date : 20-03-2021	Page No : 02 of 03
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools: Black board

UNIT - III PROSPECTUS

CO3: To Focuses on nurturing the students in the area of Prospects, issues, contents, promoter's position, duties and liabilities.

TB::Company Law by Tandom M.P, Allahabad Law Agency, Allahabad

32	Unit-III: Introduction to company prospectus	25/04/2021 To 08/05/2021	Lecture interspersed with discussions
33	Contents of prospectus,		
34	Types of prospectus		
35	Promoters, kinds of promoters		
36	Remuneration to promoters		
37	Duties of promoters		
38	Liabilities of promoters		
39	Who can issue prospectus		
40	Prospectus penalties and Punishment		
41	Shell prospectus and		
42	red herring prospectus		
43	Case Study		
44	Tutorial class		

UNIT – IV BOARD OF DIRECTORS AND MANAGING DIRECTORS OF COMPANY

CO4 To understand Directors appointment, qualification renewal, recognition, power and duties-meetings, role of directors, independent directors and Corporate Governance.

TB::Company Law by Tandom M.P, Allahabad Law Agency, Allahabad

45	UNIT – IV Introduction Of Directors	09/05/2021 To 25/05/2021	Lecture interspersed with discussions
46	Appointment of directors		
47	Qualification of Directors		
48	Disqualification of Directors		
49	Removal of director		
50	Powers of directors		
51	Duties of directors		
52	Resignation of directors		
53	Remuneration of directors		
54	Case study		
55	Tutorial class		

Course Title: COMPANY LAW (IMB1943)		
Section : I	Date : 20-03-2021	Page No : 03 of 03
Revision No : 00	Prepared By : SK SHAFIULLAH	Approved By : HOD

Tools: Black board

UNIT – V WINDING UP OF COMPANY			
CO5: To focuses on training students in the area of Winding up of a company, types, procedure-powers of liquidator, voluntary winding up by member and creditors winding up subject to supervision of court			
TB::Company Law by Tandom M.P, Allahabad Law Agency, Allahabad			
56	UNIT V: Introduction to Performance management skills	26/05/2021 To 07/06/2021	Lecture interspersed with discussions
57	Winding up of company and its types		
58	Powers and Duties of liquidators,		
59	Voluntary winding up of a company		
60	Compulsory winding up		
61	Winding up by the order of court		
62	winding up of a company by creditors		
63	Case study		
64	Tutorial Class		



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TENTATIVE LESSON PLAN : IMB1944

Course Title: GOODS AND SERVICE TAX (IMB1944)		
Section : IMBA II/II	Date : 22-03-2021	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 CO1: : Able to Know about the basics of tax system and have awareness on Income Tax Act 1961 TB :: Direct Taxes Law and Practice by bhagavathi prasad			
1.	Income tax act 1961	FROM 22-03-2021 TO 08-04-2021	Lecture intersperse d with discussions
2.	laws regarding capital and revenue expenditure		
3.	deemed income		
4.	Residential status		
UNIT –II CO2: : Students have awareness on assessment of tax of income from salaried, income from individuals and income from HP. TB :: Direct Taxes Law and Practice by bhagavathi prasad			
5.	Assessment of individual	FROM 09-04-2021 TO 28-04-2021	Lecture intersperse d with discussions
6.	income from salary		
7.	Problems		
8.	income from HP		
UNIT - III CO3; Can analyses the tax on income from business and profession problems arising from aggregation income and set off and carry forward loss TB :: Direct Taxes Law and Practice by bhagavathi prasad			
9	Income from business and profession,	FROM 29-04-2021 TO 08-05-2021	Lecture interspersed with discussions
10	problems arising from aggregation of income and set off		
11	problems arising from aggregation of income and set off		
12	carry forward loss		
13	carry forward loss		
UNIT – IV : CO4; obtained the knowledge on Indirect tax laws, administration and relevant procedure, the central			

exercise including central value added tax and central sales tax

TB :: Direct Taxes Law and Practice by bhagavathi prasad

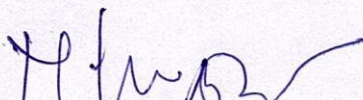
14	Indirect tax laws	FROM 09-05-2021 TO 02-06-2021	Lecture interspersed with discussions
15	administration and relevant procedure		
16	the central exercise		
17	value added tax CENVAT		
18	Central sales tax act 1956		

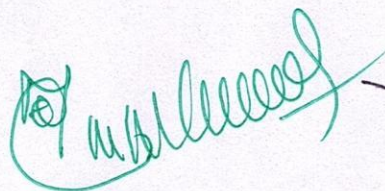
UNIT – V

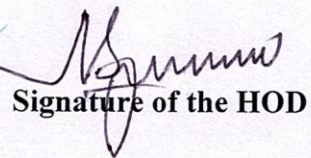
CO5: : Able to know about Tax administration appeals, revisions, review, rectification and application to control board of direct taxes. Acquisition proceedings principals of valuation movable and immovable property.

TB :: Direct Taxes Law and Practice by bhagavathi prasad

No. of Periods	TOPIC	DATE	Mode of Delivery
19	Tax administration appeals,	FROM 03-06-2021 TO 10-07-2021	Lecture interspersed with discussions
20	revisions, review, rectification and application to control board of direct taxes		
21	principals of valuation movable and immovable property.		
22	Tax incentives		
23	export promotions		


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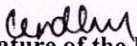

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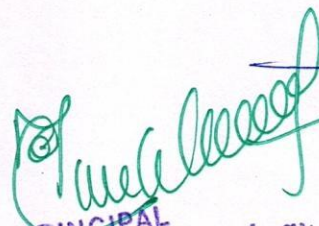
TENTATIVE LESSON PLAN: IMB1945

Course Title: MANAGEMENT INFORMATION SYSTEM			
Section : IMBA	Date : 22-03-2021	Page No : 01 of 02	
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD	
Tools : Black Board, PPTs			
S.No	TOPIC	Date	Mode of Delivery
UNIT –I FOUNDATIONS OF IS IN BUSINESS			
CO1:: To acquaint the students with the application of computers in understanding latest trends in information technology.			
TB :: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.			
1	Introduction To MIS	From:22-03-2021 To:01-04-2021	Lecture interspersed with discussions
2	Functions & objectives of MIS		
3	Scope, Nature of MIS		
4	Characteristics Of MIS		
5	Managing The Digital Firm		
6	Conceptual Foundations Of MIS		
7	SDLC Phases		
8	Obstacles Of Applying IT		
9	Perspectives Of IS		
UNIT –II TYPES OF IS			
CO2:: To provide an orientation about the increasing role of management information system in managerial decision making with the help of computers.			
TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e,Pearson Education, 2005.			
10	Types Of IS	From:05-04-2021 To:23-04-2021	Lecture interspersed with discussions
11,12	Office automation System		
13	Communication system		
14	Transaction Processing System		
15	Knowledge Management System		
16	DSS, Executive Information System		
17	Artificial Information System		
18	Intelligent Agents		
19	Fuzzy Logic		
20,21	Knowledge Work System		
22	Intelligent techniques		
UNIT - III IS MODELS			
CO3 :: To make students understand how information is processed, stored and utilized.			
TB :: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.			
23	IS Planning	From:26-04-2021 To:20-05-2021	Lecture interspersed with discussions in online
24,25	Nolan Stage		
26,27	Nolan 6 Stage hypothesis		
28,29	Strategic grid		
30,31	Strategic Planning		
32,33	Earl's Multiple Methodology		
34	Critical success factor		
35,36	Wards Model		
37,38	Soft Systems Methodology		

39	Socio-Technical Systems Approach (Mumford).		
UNIT – IV IS PLANNING			
CO4:: To gain knowledge on different data presentation techniques and IS Models.			
TB:: Kenneth C Laudon and Jane P.Laudon, et al: Management Information Systems, 9/e, Pearson Education, 2005.			
40	IS Planning	From:24-04-2021 To:03-06-2021	Lecture interspersed with discussions in online
41	Process Of IS Planning		
42	Strategic Alignment Of IT		
43,44	Building And Maintaining IS		
45	Stages of Building And Maintaining IS		
46	Alternative Approaches For Building IS		
47	System Life cycle, Prototyping		
48	Application software package		
49	Advantages and disadvantages of software package		
UNIT – V IS SECURITY, CONTROL AND AUDIT			
CO5:: To gain awareness about IS security .			
TB:: James A. Obrein: Management Information Systems, TMH, 10/e, 2004.			
50	IS Security	From:05-06-2021 To:15-06-2021	Lecture interspersed with discussions in online
51	IS Control And IS Audit		
52	System vulnerability and abuse		
53	business value of security and control		
54	threat of computer crime		
55	Threat Of Project Failure		
56	Methods Of Minimizing Risks		
57	Ensuring System Quality		


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TENTATIVE LESSON PLAN: 16IM601 (2020-21)

Course Title: Operations Research	
Section IMBA	Date : 22-03-2021
Revision No : 0	Page No : 01 of 03
Prepared By : P. Naga Srinivasa Rao	
Approved By : HOD	

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT –I Overview of Operations Research			
<ul style="list-style-type: none"> • CO1: To acquaint the students with the basic knowledge of the overview of Operations. • TB: Operations Research—R.Paneerselvan. 			
1.	Introduction to OR	22-03-2021	Lecture interspersed with discussions
2.	OR models	23-03-2021	
3.	OR techniques	25-03-2021	
4.	LPP-Introduction	29-03-2021	
5.	Graphic solution	06-04-2021	
6.	Graphic sensitivity analysis	09-04-2021	
7.	Standard form of LPP	15-04-2021	
8.	Basic feasible solution.	17-04-2021	
9.	Unrestricted variables	19-04-2021	
10.	Simplex method	22-04-2021	
11.	Big M method	23-04-2021	
12.	Two Phase simplex method	24-04-2021	
UNIT –II Dual Problems.			
<ul style="list-style-type: none"> • CO2: To acquaint the students with knowledge Of Dual problems and Integer programming problem. • TB: Operations Research—S.D. Sarma. 			
Serial Number	TOPIC	Date	Mode of Delivery
13.	Dual Programming- Introduction	26-04-2021	Lecture interspersed with discussions
14.	Relation between primal and dual problems.	27-04-2021	
15.	Problems	27-04-2021	
16.	Problems	28-04-2021	
17.	Dual Simplex method Algorithm	29-04-2021	
18.	Integer Programming Problem- Introduction.	29-04-2021	
19.	All integer programming problem	30-04-2021	
20.	Branch and Bound method	01-05-2021	
21.	Problems	03-05-2021	
22.	Mixed integer programming problem	04-05-2021	
23.	Problems	05-05-2021	
24.	Cutting plane algorithm	06-05-2021	
25.	Problems	07-05-2021	
26.	problems	08-05-2021	
UNIT - III Transportation Model.			
<ul style="list-style-type: none"> • CO3: To gain knowledge about Transportation and Assignment Models. • TB: Operations Research—S.D.Sarma. 			
Serial Number	TOPIC	Date	Mode of Delivery
27.	Transportation problem as LPP	17-05-2021	Lecture interspersed with
28.	North West Corner Rule	18-05-2021	

29.	Problems	20-05-2021	discussions
30.	Least cost method	22-05-2021	
31.	Problems	24-05-2021	
32.	Vogel's Approximation Method	26-05-2021	
33.	Problems	29-05-2021	
34.	Problems	31-05-2021	
35.	Assignment problem	02-06-2021	
36.	Hungarian Algorithm	07-06-2021	
37.	Problems	10-06-2021	
38.	problems	12-06-2021	

UNIT – IV Network Models and Project Scheduling.

- CO4: To understand the topics of networking and Project Scheduling.
- TB: Operations Research—S.D.Sarma.

Serial Number	TOPIC	Date	Mode of Delivery
39.	Introduction	14-06-2021	Lecture interspersed with discussions
40.	Rules of drawing networks	15-06-2021	
41.	Common errors in drawing networks	16-06-2021	
42.	P.E.R.T	17-06-2021	
43.	Construction of drawing networks	17-06-2021	
44.	Problems	18-06-2021	
45.	Problems	18-06-2021	
46.	Time analysis	19-06-2021	
47.	C.P.M introduction	19-06-2021	
48.	Problems	21-06-2021	
49.	Problems	21-06-2021	
50.	Cost consideration in PERT/CPM	22-06-2021	
51.	PROBLEMS	23-06-2021	
52.	Problems	24-06-2021	


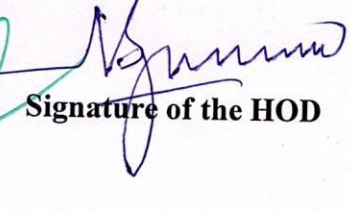
UNIT – V Dynamic Programming.

- CO5: To know and understand the technique of Dynamic Programming.
- TB: Operations Research—S.D.Sarma.

Serial Number	TOPIC	Date	Mode of Delivery
53.	Introduction	25-06-2021	Lecture interspersed with discussions
54.	Decision tree	25-06-2021	
55.	Bellman's principle of optimality	26-06-2021	
56.	Problems	26-06-2021	
57.	Game theory introduction	28-06-2021	
58.	Definition and types of games	28-06-2021	
59.	Maximin and minimax principle	29-06-2021	
60.	Dominance property	29-06-2021	
61.	Algebraic method	30-06-2021	
62.	Problems	30-06-2021	

63.	Arithmetic method	30-06-2021	
64.	problems	30-06-2021	

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TENTATIVE LESSON PLAN: MBA

Course Title: INTERNATIONAL BUSINESS (16IM602)		
Section: I	Date : 22/03/2021	Page No : 01 of 02
Revision No : 00	Prepared By : B.NAVEEN	Approved By : HOD

Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
UNIT 1: Introduction to International Business			
CO1:: Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
TEXT BOOK: E. Bhattacharya: International Business, Excel Publications.			
1	International Business and trade	22/03/2021 To 07/04/2021	Lecture interspersed with Discussions
2	Forms of IB		
3	Significance of IB		
4	Free Trade vs. Protection		
5	Emerging Trends		
6	Modes of Trade		
7	Forms of trade		
8	New approaches		
9	Online markets		
10	Trade Barriers and Trade Strategies		
11	Trade Barriers and Trade Strategies		
UNIT – II: Balance of Payments			
CO2:: Able to equip with concepts of operations, project management and inventory control			
TEXT BOOK: E. Bhattacharya: International Business, Excel Publications.			
12	Balance of Payments	08/04/2021 To 25/04/2021	Lecture interspersed with discussions
13	Concept, Disequilibrium in BOP		
14	Types of Disequilibrium in BOP		
15	Types of Disequilibrium in BOP		
16	Structural Cyclical and Monetary Disequilibrium		
17	Structural Cyclical and Monetary Disequilibrium		
18	Methods of Correction		
19	Current account and capital account		
20	1990 BOP Crisis		
21	Causes and effects		
22	Five year plans		
23	LPG reforms		
UNIT-III: Foreign Exchange Markets			
CO3:: Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
TEXT BOOK: E. Bhattacharya: International Business, Excel Publications.			
24	Foreign Exchange Markets		Lecture interspersed with discussions
25	Foreign Exchange Market Mechanism		
26	Foreign Exchange Market Mechanism		
27	Exchange Rate Determination		
28	Exchange Rate Determination		
29	Convertibility of Rupee and its Implications		
30	Convertibility of Rupee and its Implications		
31	Convertibility of any currency		

32	Free and floating exchange rates		
33	Exchange modes		
34	Dollar standard and gold standard		
UNIT-IV: Globalization			
CO4:: Able to equip with different techniques in project management, ie PERT and CPM and project crashing			
TEXT BOOK: E. Bhattacharya: International Business, Excel Publications.			
35	Globalization		Lecture interspersed with discussions
36	Role of Multinational Corporations		
37	Role of Multinational Corporations		
38	Impact on Indian economy		
39	Impact on Indian economy		
40	Role of GDRs		
41	FIIIs – Export Promotion Zones		
42	Special Economic Zones.		
43	SEZs importance and its contribution with eg		
44	Active economy standards		
UNIT-V: International Liquidity			
CO5:: Able to equip with the concept and practical issues relating to strategic management			
TEXT BOOK: E. Bhattacharya: International Business, Excel Publications.			
44	International Liquidity		Lecture interspersed with discussions
45	Problems of Liquidity		
46	Role of IMF		
47	Role of IMF		
48	IBRD in Managing International Liquidity Problems.		
49	IBRD in Managing International Liquidity Problems.		
50	Liquidity duration and other problems		
51	Case studies		
52	Case studies		

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TENTATIVE LESSON PLAN (IMB1663)

Course Title: STRATEGIC MANAGEMENT		
Section : III-IMBA	Date : 14-12-2020	Page No : 01 of 02
Revision No : 00	Prepared By : Dr.N.SUBRAMANYAM, PRATYUSHA ANNE	Approved By : HOD

Tools : PPTs, Online teaching

S.No.	TOPIC	Date	Mode of Delivery
UNIT –I Introduction			
CO1: Gain knowledge about Vision, Mission and Objectives of the Organisation			
TB :: Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
1	Introduction	From 14-12-2020 TO 02-01-2021	Lecture interspersed with discussions in online
2	concept in strategic management		
3	strategic management as a process		
4	Developing a strategic vision, mission, objectives		
5	Factors that shape a company's strategy		
6	Crafting a strategy		
UNIT –II Introduction to Environmental scanning			
CO2: Acquaint the student with knowledge about strengths, weakness, opportunities and threats of the organization			
TB :: Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
7	Introduction to Environmental scanning	From 03/01/2021 To 24/01/2021	Lecture interspersed with discussions in online
8	Industry and competitive analysis		
9	Evaluating company resources and competitive capabilities		
10	SWOT analysis		
11	Strategies and competitive advantages in diversified companies and its evaluation		
12	Tools and techniques		
13	Porters five force model		
14	BCG matrix		
15	GE matrix		
UNIT - III strategic formulation			
CO3; To understand about framing of Strategy at various levels.			
TB :: Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
16	Introduction to strategic formulation	From 01-02-2021 To 14-02-2021	Lecture interspersed with discussions in online
17	strategy framework for analyzing competition		
18	Porters value chain analysis		
19	competitive advantage of a firm		
20	Exit and entry barriers		
21	formulation of strategy at corporate, business and functional levels		
22	Types of strategies		
UNIT – IV : strategic implementation			
CO4; Acquaint the student with knowledge about structures of organization and its impact on Strategy			
TB :: Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010			
23	Introduction to strategic implementation,	From	
24	strategy and structure		

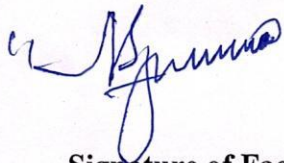
25	strategy and leadership	15-02-2021 TO 04-03-2021	Lecture interspersed with discussions in online
26	strategy and culture connection		
27	operationalizing and institutionalizing strategy		
28	organizational values and their impact on strategy		
29	Resource allocation		
30	Planning systems for implementation		

UNIT – V Strategy evaluation and control

CO5: Obtain knowledge of Evaluation of strategy and its control

TB :: Vijaya Kumar P., Hitt A: Strategic Management, Cengage learning, New Delhi, 2010

No. of Periods	TOPIC	DATE	Mode of Delivery
31	Introduction to Strategy evaluation and control,	From 05/03/2021 TO 20/03/2021	Lecture interspersed with discussions in online
32	establishing strategic controls		
33	Measuring performance, appropriate measures,		
34	Role of strategist		
35	Using quantitative and qualitative benchmarking to evaluate performance		
36	Strategic information systems,		
37	Problems in measuring performance		
38	Strategic surveillance,		
39	Strategic audit		



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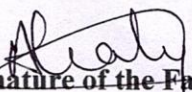
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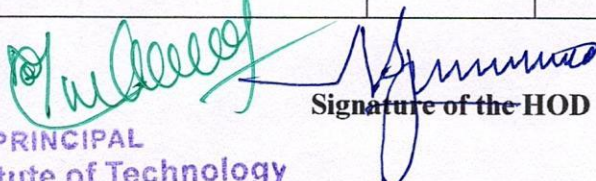
TENTATIVE LESSON PLAN: 16IM604

Course Title : DECISION SUPPORT SYSTEMS	
Section : IMBA III – YEAR II – SEM	Date : 20-03-2021
Revision No : 00	Prepared By : A. KALYAN KUMAR
Approved By : HOD	

Tools: MS TEAMS, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT-1: MIS AND ITS ROLL IN ORGANIZATION			
CO-1: Knows that how important the MIS and DSS with the organization			
Text Book: V. S. Janaki Raman: Decision Support Systems, PHI Learning			
1.	Open Systems and Closed Systems	22-03-2021 TO 17-04-2021	Online Classes With Ms Teams
2.	DSS its Relationship with MIS		
3.	Characteristic Role of DSS as Different from MIS in an Organization		
4.	Expert DSS and its Role as an Aid to management Decision Process.		
UNIT-2: DETERMINISTIC MODELS			
CO-2: Gets Knowledge about the Fuzzy Models			
Text Book: V. S. Janaki Raman: Decision Support Systems, PHI Learning			
5.	Models Required to Cope with Uncertainty	18-04-2021 TO 08-05-2021	Online Classes With Ms Teams
6.	Probabilistic Models		
7.	Fuzzy Sets		
8.	Fuzzy DSS		
9.	Fuzzy Expert DSS		
UNIT –3: APPLICATIONS OF DSS			
CO3: Knows the importance of DSS in Finance, marketing and Production and Control			
Text Book: v. S. Janaki Raman: Decision Support Systems, PHI Learning			
10.	Functional areas of DSS in Finance	13-05-2021 TO 31-05-2021	Online Classes With Ms Teams
11.	Functional areas of DSS in Marketing		
12.	Functional areas of DSS in Production		
13.	Functional areas of DSS in Planning and Control		
UNIT – 4: NON – OPTIMIZING TECHNIQUES OF DSS			
CO4: Gets detailed Knowledge about the Mont – Carlo Methods			
Text Book: v. S. Janaki Raman: Decision Support Systems, PHI Learning			
14.	Simulation Techniques	01-06-2021 TO 15-06-2021	Online Classes With Ms Teams
15.	Monte – Carlo Methods		
UNIT – 5: APPLICATIONS OF DSS			
CO5: Gets the Knowledge about the Advantages and Limitations of DSS			
Text Book: v. S. Janaki Raman: Decision Support Systems, PHI Learning			
16.	Technical Feasibility and Financial Viability of DSS	16-06-2021 TO 30-06-2021	Online Classes With Ms Teams
17.	Advantages of DSS		
18.	Limitations of DSS		


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TENTATIVE LESSON PLAN: MBA

Course Title: TOTAL QUALITY MANAGEMENT (IMB1681)		
Section: I	Date : 22/03/2021	Page No : 01 of 02
Revision No : 00	Prepared By : B.NAVEEN	Approved By : HOD

Tools: Black board

S.No	TOPIC	Date (Planned)	Mode of Delivery
UNIT 1: Introduction to TOTAL QUALITY MANAGEMENT			
CO1:: Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
TEXT BOOK: Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
1	Introduction - Need for quality	22/03/2021 To 06/04/2021	Lecture interspersed with Discussions
2	Evolution of quality		
3	Definition of quality and dimensions		
4	Dimensions of manufacturing and service quality		
5	Basic concepts of TQM		
6	Definition of TQM and importance		
7	TQM Framework		
8	Contributions of Deming		
9	Contributions of Juran and Crosby		
10	Barriers to TQM		
11	Barriers to TQM		
UNIT – II: Leadership			
CO2:: Able to equip with concepts of operations, project management and inventory control			
TEXT BOOK: Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
12	Leadership – Strategic quality planning	07/04/2021 To 24/04/2021	Lecture interspersed with discussions
13	Quality statements		
14	Customer focus		
15	Customer orientation		
16	Customer satisfaction		
17	Customer complaints		
18	Customer retention		
19	Employee involvement		
20	Motivation, Empowerment		
21	Team and Teamwork, Recognition and Reward		
22	Recognition and Reward		
23	Performance appraisal		
24	Continuous process improvement.		
UNIT-III: Tools of quality			
CO3:: Able to understand the different functional areas in an organization and their responsibilities- product life cycle and channels of distribution			
TEXT BOOK: Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
25	Tools of quality	25/04/2021 To 08/05/2021	Lecture interspersed with discussions
26	New management tools		
27	Six-sigma: Concepts		
28	methodology, applications to manufacturing		
29	Six-sigma service sector including IT		
30	Bench marking		
31	Reason to bench mark		
32	Bench marking process		
33	Bench marking process with strategy		

34	FMEA analysis		
35	Stages, Types of FMEA		
UNIT-IV: Quality circles			
CO4:: Able to equip with different techniques in project management, ie PERT and CPM and project crashing			
TEXT BOOK: Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
36	Quality circles	09/05/2021 To 25/05/2021	Lecture interspersed with discussions
37	Quality Function Deployment		
38	Taguchi quality loss function		
39	Taguchi quality loss function		
40	TPM with example		
41	Concepts and improvement needs		
42	Cost of Quality		
43	Cost reduction techniques		
44	Performance measures		
45	Performance indicators		
UNIT-V: Need for ISO 9000- ISO 9000-2000 Quality System			
CO5:: Able to equip with the concept and practical issues relating to strategic management			
TEXT BOOK: Janakiraman, B and Gopal, R.K, "Total Quality Management – Text and Cases"			
46	Need for ISO 9000- ISO 9000-2000 Quality System	26/05/2021 To 07/06/2021	Lecture interspersed with discussions
47	Elements, Documentation		
48	Quality auditing		
49	QS 9000 – ISO 14000		
50	Concepts, Requirements and Benefits		
51	Concepts, Requirements and Benefits		
52	Case studies of TQM		
53	Case studies of TQM		
54	Case studies of TQM		
55	Implementation in manufacturing sector		
56	Implementation in IT sector		
57	Other sectors		

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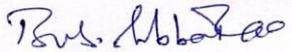
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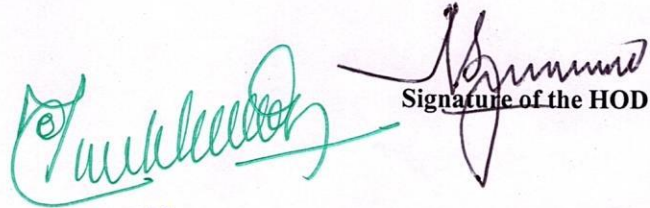
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TENTATIVE LESSON PLAN: IMB1682

Course Title: PROJECT MANAGEMENT (IMB1682)			
Section : IMBA IV/II	Date : 22-03-21	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 Project Identification and Formulation			
CO1 To acquaint the student with basics of Project characteristics, Screening of the Projects.			
TB :: B Patel, “Project Management”, Vikas.			
2	Project Identification and Formulation	22-03-21 TO 01-04-21	Lecture interspersed with discussions
2	Project characteristics		
1	Taxonomy of projects		
3	Project Identification, Preparation		
2	Screening of Project Ideas		
UNIT –II Tax Incentives and Tax Planning			
CO2:: To Gain knowledge about different Tax Incentives & Tax Planning			
TB :: B Patel, “Project Management”, Vikas.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Tax Incentives and Tax Planning	05-04-21 TO 23-04-21	Lecture interspersed with Discussions
1	The Project Investment decisions		
2	Zero based project formulation		
1	UNIDO manuals		
2	Detailed Feasibility Study Report		
UNIT - III Project Appraisal			
CO3 : Equip the Knowledge on Project Appraisal techniques and Social cost benefit analysis			
TB :: B Patel, “Project Management”, Vikas.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Project Appraisal	26-04-21 TO 20-05-21	Lecture interspersed with discussions
4	Technical appraisal - Commercial appraisal		
1	Economic appraisal - Financial Appraisal - Management appraisal		
2	Govt. Projects and Social Projects, Social Cost Benefit analysis		
1	Environmental Appraisal		
UNIT – IV Project Cost Estimate and Risk Analysis			
CO4: The Learner will outlines the Projects & Risk Analysis			
TB :: B Patel, “Project Management”, Vikas.			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Project Cost Estimate and Risk Analysis	24-05-21 TO 03-06-21	Lecture interspersed with discussions
2	Cost of project - Components of capital cost of a project - Project Risk Analysis		
3	Techniques of Risk Analysis - Project Organization.		
1	Infrastructure projects □ characteristics and issues		

	related to infrastructure projects		
4	State of Infrastructure in India - New Approaches for infrastructure - PPP mix of govt. - Support and Regulation.		
UNIT – V Project Evaluation and Audit			
CO5: Able to get knowledge on Project Evaluation and Auditing of the Projects.			
TB :: B Patel, “Project Management”, Vikas.			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Project Evaluation and Audit: Sources of financing	05-06-21 TO 15-06-21	Lecture interspersed with discussions
3	Role of Financial Institutions in project financing - Covenants attached to lending		
2	Data required for calculation of NPV, PI, IRR, BCR, and NBCR - Project cost over runs and cost control		
3	Phases of post audit - Type of Post Audit		
1	Project close out – and Termination		


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TENTATIVE LESSON PLAN: (IMB1683)

Course Title: PERFORMANCE MANAGEMENT (IMB1683)		
Section: IMBA	Date: 22/03/21	Page No: 01 of 02
Revision No: 00	Prepared By: SRINIVAS. V	Approved By: HOD

Tools: Black board

Sl. No.	TOPIC	Date	Mode of Delivery
UNIT –I INTRODUCTION TO PERFORMANCE MANAGEMENT CO1: To gain knowledge performance measurement, its background, influencing factors and consequences of in organization. They can process for managing performance – critical appraisal-Performance Audit. TB: Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.			
1.	UNIT –I Introduction to Performance Management	From 22/03/21 To 31/03/21	Lecture interspersed with discussions
2.	Introduction to Performance management		
3.	Definition and scope of Performance management		
4.	Concerns of performance management		
5.	Productivity, planning measurement		
6.	Continuous improvement, continuous development		
7.	Historical development of performance management		
UNIT –II INTRODUCTION TO PERFORMANCE MANAGEMENT PLANNING CO2: To imparts knowledge on Goal Setting-Linkages to Strategic Planning- Competency mapping- Career Development- Monitoring Performance Planning TB: Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.			
8.	UNIT –II Introduction to Performance Management Planning	From 01/04/21 To 20/04/21	Lecture interspersed with discussions
9.	Introduction of Performance management planning		
10.	Need of PM, Importance of PM planning		
11.	Approaches to pm planning		
12.	Performance planning process		
13.	Strategic planning linkages to strategic planning		
14.	Barriers to performance planning		
15.	Competency mapping steps,		
16.	Methods of competency mapping		
UNIT - III PERFORMANCE MANAGEMENT SYSTEM CO3: To Focuses on nurturing the students in the area of Performance Management Cycle- Competency based Performance Management Systems- If also emphasizes on Traditions and Modern Techniques, Balanced Score Card- 360 Degree Performance Appraising- Merit Rating TB: Prem Chadha: “Performance Management”, Macmillan India, New Delhi, 2008.			
17.	Unit-III: Introduction Performance Management System	From 21/04/21 To 17/05/21	Lecture intersr
18.	Meaning and definition of Performance Management System		
19.	Objectives, functions, phases of performance mgt system		
20.	Competency based performance management system		
21.	Reward based PMS, Electronic PMS		
22.	Process of Appraisal system design		
23.	HR Decisions		

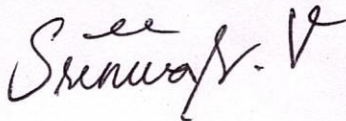
UNIT – IV PERFORMANCE MONITORING AND COUNSELING**CO4 To understand Monitoring Process- Periodic reviews- Problem solving Coaching- Counseling and Monitoring- Concepts and Skills****TB: Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.**

24.	UNIT – IV Introduction of Performance Monitoring and Counseling	From 18/05/21 To 14/06/21	Lecture interspersed with discussions
25.	Meaning and definition Performance Monitoring and Counseling:		
26.	Performance & Monitoring introduction, objectives		
27.	Principles and process of monitoring system		
28.	Methods of performance monitoring		
29.	Periodic reviews, problem solving		
30.	Problems on final accounts of joint stock company		

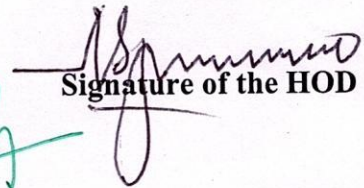
UNIT – V PERFORMANCE MANAGEMENT SKILLS**CO5: To focuses on training students in the area of Building and leading High performing team, team-oriented organizations, developing and leading high performing teams.****TB: Prem Chadha: "Performance Management", Macmillan India, New Delhi, 2008.**

31.	UNIT V: Introduction to Performance management skills	From 15/06/21 To 30/06/21	Lecture interspersed with discussions
32.	Operational change through performance management		
33.	High performance teams characteristics, procedures		
34.	Developing and Leading high-performance teams		
35.	Role of leadership		
36.	Characteristics of leader		
37.	Case study 1		
38.	Case study 2		

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TENTATIVE LESSON PLAN: 16IM804 HR (2020-21)

Course Title: Strategic Human Resource Management		
Section IMBA	Date : 22-03-2021	Page No : 01 of 03
Revision No : 0	Prepared By : P. Naga Srinivasa Rao	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT –I Human Resource Strategy.			
<ul style="list-style-type: none"> • CO1: To acquaint the students with the knowledge of Strategy and its importance in Human Resource Management. • TB: Strategic Human Resource Management – Dr. Anjali. Ghanekar –Everest Publishing House. 			
1.	Introduction to SHRM	22-03-2021	Lecture interspersed with discussions
2.	Evaluation objectives of HR Strategy	23-03-2021	
3.	Importance of HR Strategy	23-03-2021	
4.	Strategic fit- a conceptual frame work	24-03-2021	
5.	HR contribution to strategy	24-03-2021	
6.	Strategy driven role behaviors and Practices.	25-03-2021	
7.	Theoretical perspectives on SHRM approaches.	25-03-2021	
8.	Linking business strategies to HR strategy.	26-03-2021	
9.	Quiz	27-03-2021	
10.	Group discussion	29-03-2021	
11.	Previous question papers discussion	30-03-2021	
12.	Slip test	31-03-2021	
UNIT –II Strategic Human Resource Planning.			
<ul style="list-style-type: none"> • CO2: To acquaint the students with knowledge of Planning and related activities in Strategic Human Resource Planning. • TB: Strategic Human Resource Management – Dr. Anjali. Ghanekar –Everest Publishing House. 			
Serial Number	TOPIC	Date	Mode of Delivery
13.	Objectives of strategic planning	06-04-2021	Lecture interspersed with discussions
14.	Benefits of strategic planning	07-04-2021	
15.	Levels of strategic planning	08-04-2021	
16.	Activities related to strategic HR Planning	08-04-2021	
17.	Basic overview of various strategic planning models.	15-04-2021	
18.	Strategic HR Planning Models.	16-04-2021	
19.	Components of the strategic plan.	17-04-2021	
20.	Quiz	19-04-2021	
21.	Group discussion	20-04-2021	
22.	Previous question papers discussion	22-04-2021	
23.	Slip test	22-04-2021	

UNIT - III Strategy Implementation.

- CO3: To gain knowledge about the Implementation of Strategy, Resourcing and Retention techniques.
- TB: Strategic Human Resource Management –Dr. Anjali. Ghanekar –Everest Publishing House

Serial Number	TOPIC	Date	Mode of Delivery
24.	Strategy implementation as a social issue	26-04-2021	Lecture interspersed with discussions
25.	The role of Human Resource	27-04-2021	
26.	Work Force utilization	28-04-2021	
27.	Employment practices	29-04-2021	
28.	Resourcing strategies	30-04-2021	
29.	Retention strategies	01-05-2021	
30.	Reward management strategies	02-05-2021	
31.	Performance management strategies	02-05-2021	
32.	Quiz	03-05-2021	
33.	Group discussion	05-05-2021	
34.	Previous question papers discussion	07-08-2021	
35.	Slip test	08-05-2021	

UNIT – IV Strategic Human Resource Development.

- CO4: To understand the nature, scope and applications of Strategic Human Resource Development.
- TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pvt ltd.,

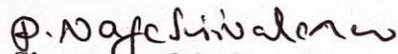
Serial Number	TOPIC	Date	Mode of Delivery
36.	Concept of strategic planning for HRD	13-05-2021	Lecture interspersed with discussions
37.	Levels in strategic HRD Planning	14-05-2021	
38.	Training strategies	15-05-2021	
39.	Development strategies	17-05-2021	
40.	HRD Effectiveness.	18-05-2021	
41.	Quiz	19-05-2021	
42.	Group discussion	21-05-2021	
43.	Previous question papers discussion	24-05-2021	
44.	Slip test	25-05-2021	

UNIT – V Human Resource Evaluation.

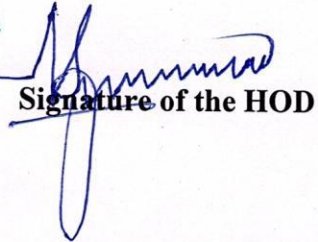
- CO5: To know and understand the techniques of Human Resource Evaluation.
- TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pvt ltd

Serial Number	TOPIC	Date	Mode of Delivery
45.	Overview of Evaluation	01-06-2021	Lecture interspersed with discussions
46.	Approaches to evaluation	03-06-2021	
47.	Evaluation strategic contributions to traditional areas	05-06-2021	

48.	Evaluating strategic contribution of emerging areas	07-06-2021	
49.	HR as a profit centre	09-06-2021	
50.	HR outsourcing strategy.	12-06-2021	
51.	Quiz	15-06-2021	
52.	Group discussion	18-06-2021	
53.	Previous question papers discussion	21-06-2021	
54.	Slip test	24-06-2021	


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TENTATIVE LESSON PLAN: IMB1684
STRATEGIC FINANCIAL MANAGEMENT

Course Title: STRATEGIC FINANCIAL MANAGEMENT (IMB1684)		
Section : IMBA	Date : 22-03-2021	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 CORPORATE POLICY			
CO1: Describe the meaning and concept of strategic financial management and corporate policy			
TB :: I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi			
1.	CORPORATE POLICY	FROM 22-03-2021 TO 01-04-2021	Lecture interspersed with discussions in online
2.	Strategic Financial Planning		
3.	changing complexion of regulatory framework		
4.	Shareholder Value Creation (SCV)		
5.	Market Value Added (MVA)		
6.	Market-to-Book Value (M/BV)		
7.	Economic Value Added (EVA)		
8.	Managerial Implications of Shareholder Value Creation		
9.	Corporate Risk Management		
10.	Understanding the firms Strategic Exposure		
UNIT –II: Corporate Financial Strategies			
CO2: Explain the concept of corporate financial strategies			
TB :: I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi			
11.	Corporate Financial Strategies	FROM 05-04-2021 TO 23-04-2021	Lecture interspersed with discussions in online
12.	Capital Structure Planning		
13.	EBIT, EPS, ROE analysis		
14.	Financial Options and Value of the Firm		
15.	Dividend Policy and Value of the Firm		
16.	Growth and External Financing Requirement. (Problems)		
UNIT –III Corporate Investment Strategy			
CO3: Distinguish between net present value and rate of return.			
TB :: I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
17.	Techniques of Investment Appraisal Under Risk and Uncertainty	From 26-04-2021 TO 20-05-2021	Lecture interspersed with discussions in online
18.	Risk Adjusted Net Present Value		
19.	Risk Adjusted Internal Rate of Return		

20.	Capital Rationing		
21.	Decision Tree Approach for Investment Decisions		
22.	Evaluation of Lease Vs Borrowing Decision		
23.	Long term investment plans analysis with risk and return.		
24.	Problems on lease		
UNIT IV: Corporate Financial Engineering:			
CO4: Compare and contrast corporate financial engineering concepts			
TB :: I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
25.	Corporate Financial Engineering	From 24-05-2021 TO 03-06-2021	Lecture interspersed with discussions in online
26.	Merger Strategy , Theories of Mergers		
27.	Horizontal and Conglomerate Mergers		
28.	Merger Procedure		
29.	Valuation of Firm – Financial Impact of Merger		
30.	Merge and Dilution Effect on Earnings Per Share		
31.	Merger and Dilution Effect on Business Control.		
32.	Problems on mergerand dilution.		
UNIT IV: Corporate Restructuring			
CO5: Research on corporate restructuring			
TB :: I.M. Pandey – “Financial Management” Vikas Publishers, New Delhi.			
33	Takeover Strategy	From 05/06/2021 TO 15/06/2021	Lecture interspersed with discussions in online
34	Types of Takeovers		
35	Negotiated and Hostile Bids		
36	Takeover Procedure		
37	Takeover Defenses		
38	Takeover Regulations of SEBI		
39	Sell offs – Spin Offs – Leveraged Buyouts		
40	Buy back shares – Alignment of Interest – Corporate Governance . (Problems)		

TB:.M. Pandey – Financial Management, Vikas Publishers, New Delhi.

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TENTATIVE LESSON PLAN : IMB1688

Course Title: Portfolio Management (IMB1688)		
Section: IMBA IV/II	Date : 29-03-2021	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 Portfolio Analysis and Selection CO1: : student has understood about Elements of Portfolio Management, Portfolio Models , Markowitz Model, Efficient Frontier and Selection of Optimal PortfolioY TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian			
1.	Elements of Portfolio Management	FROM 29-03-2021 TO 08-04-2021	Lecture intersperse d with discussions
2.	Portfolio Models – Markowitz Model,		
3.	Efficient Frontier and Selection of Optimal Portfolio.		
4.	Sharpe Single Index Model		
5.	Capital Asset Pricing Model		
UNIT –II Portfolio Evaluation and Revision CO2: student has got awareness on Performance Evaluation of Portfolios; Sharpe Model,Jensen’s Model for PF Evaluation, Evaluation of Mutual Fund TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian			
6.	Performance Evaluation of Portfolios	FROM 09-04-2021 TO 30-04-2021	Lecture intersperse d with discussions
7.	Sharpe Model		
8.	Jensen’s Model for PF Evaluation		
9.	Evaluation of Mutual Fund		
10.	Portfolio Revision		
UNIT - III Forecasting of Portfolio Performance CO3; obtained knowledge on Neural Networks, Artificial Neural Networks , Fuzzy logic , Behavioral Models , .Portfolio Management TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian			
11	Neural Networks	FROM 03-05-2021 TO 28-05-2021	Lecture interspersed with discussions
12	Artificial Neural Networks		
13	Behavioral Models		
14	Portfolio Management – Phases of Portfolio Management		
15	Investment Risk Pyramid		

UNIT – IV : Financial Derivative Markets

CO4; student has understood about Characteristics of Derivatives Trading Hedging Portfolio Rebalancing Introduction of Futures

TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian

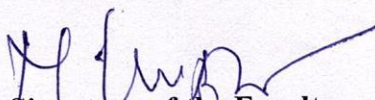
16	Characteristics of Derivatives	FROM 29-05-2021 TO 26-06-2021	Lecture interspersed with discussions
17	Derivatives Trading		
18	. Hedging Portfolio Rebalancing		
19	Introduction of Futures		
20	Frequently used terms in index Futures Market		

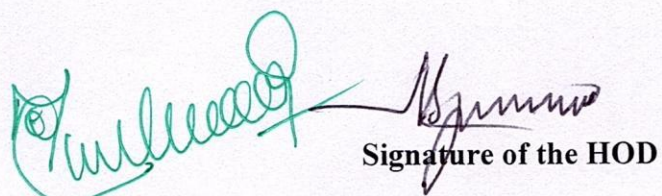
UNIT – V Commodity Markets

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

TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	The Indian Connection with Commodity Market	FROM 27-06-2021 TO 23-07-2021	Lecture intersperse d with discussions
22	Commodity and Currency Derivatives		
23	Wholesale Price Index		
24	Foreign Portfolio Investments		
25	Foreign Portfolio investment as Alternative Source		


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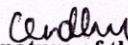
TENTATIVE LESSON PLAN: IM B 168B

Course Title: ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT ()		
Section : IMBA	Date : 22-03-2021	Page No : 01 of 02
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : Black board,PPTs

S.No	TOPIC	Date	Mode of Delivery
UNIT –I BASICS OF CHANGE MANAGEMENT			
CO1:: To gain knowledge on the basics of change management.			
TB :: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.			
1	Introduction to change Management	From:22-03-2021 To:01-04-2021	Lecture interspersed with discussions
2	Reasons For Change Management		
3	Nature Of Change Management		
4	Principles Of Change Management		
5	6 c’ s of change		
6	Types Of Changes		
7	Seven Steps Of Change Management		
8	Change Levers		
9	Value Based Management		
UNIT –II MAPPING CHANGE			
CO2:: To have understanding on the role of diagramming and mapping change.			
TB:: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.			
10	The role of diagramming in system investigation	From:05-04-2021 To:23-04-2021	Lecture interspersed with discussions
11,12	A review of basic flow diagramming techniques		
13	systems relationships		
14	systems diagramming and mapping		
15	influence charts, multiple cause diagrams		
16	a multidisciplinary approach		
17	Systems approach to change: systems autonomy and behavior		
18	the intervention strategy model		
19	total project management model (TPMM).		
20,21	Learning organization		
22	Strategies to build a learning organization		
UNIT - III ORGANIZATION DEVELOPMENT (OD)			
CO3 :: To understand the organizational development and various interventions.			
TB :: Cummings: “Theory of Organisation Development and Change”, Cengage Learning, New Delhi, 2013.			
23	Nature And Scope Of OD	From:26-04-2021 To:20-05-2021	Lecture interspersed with discussions in online
24,25	Dynamics Of Planned Change		
26,27	Letwin Change Model		
28,29	Person Focused OD		
30,31	Role Focused OD		
32,33	Planning OD Strategy		
34,35	OD Intervention Techniques		
36	Challenges To OD Practioners		

UNIT – IV NEGOTIATED CHANGE			
CO4:: To be aware of labour- management relations and negotiated change.			
TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.			
37	Negotiated Change	From:24-04-2021 To:03-06-2021	Lecture interspersed with discussions in online
38	Functions Of Collective Bargaining		
39	Change in the labor		
40,41	Collective Bargaining Process		
42,43	Changes in the legal frame work of collective bargaining		
44	Negotiated flexibility		
45	Labor Market Flexibility		
46,47	Productivity Bargaining		
48	Improved Work Relations		
49	public sector bargaining and social security.		
UNIT – V TEAM BUILDING			
CO5:: To gain knowledge on team building and its relationships and management teams.			
TB:: Robert A Paton: Change Management, Sage Publications, New Delhi, 2011.			
50	Nature and Importance of Teams	From:05-06-2021 To:22-06-2021	Lecture interspersed with discussions in online
51	Team Vs Groups		
52,53	Types of teams, Characteristics of Virtual teams		
54,56	Team building life cycle, Team building skills		
57	Contemporary Issues In Managing Teams		
58,59	Virtual team- High performance teams – self managing teams		
60	Building team relationships		
61	empowered teams – leadership on teams – Managing cross		
62	Group think as a decision making process – effective decision making techniques for teams and groups		
63	role of change consultant— contemporary issues in managing teams.		


Signature of the Faculty


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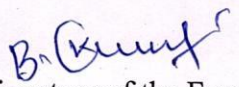
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TENTATIVE LESSON PLAN (IMB168C)

Course Title: FINANCIAL MARKETS AND SERVICES			
Section : IMBA IV/II	Date : 22-03-21	Page No : 01 of 02	
Revision No : 01	Prepared By : Dr. B. Krishnaiah	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT – Structure of Financial System CO1::Provide awareness of RBI and SEBI TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
2	Role of Financial System in Economic Development	22-03-21 TO 01-04-21	Lecture interspersed with discussions
2	Financial Markets and Financial Instruments		
2	Capital Markets		
3	Money Markets		
2	Primary Market Operations		
1	Role of SEBI		
2	Secondary Market Operations		
1	Functions of Stock Exchanges		
1	Listing,		
1	Financial Services Sector Problems and Reforms		
UNIT –II :: Financial Services CO2: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
2	Nature and Scope of Financial Services	05-04-21 TO 23-04-21	Lecture interspersed with discussions
2	Regulatory Frame Work of Financial Services		
1	Growth of Financial Services in India		
2	Merchant Banking		
1	Responsibilities of Merchant Bankers		
1	Role of Merchant Bankers in Issue Management		
1	Regulation of Merchant Banking in India.		
UNIT - III Venture Capital: CO3: Understand various financial services in India. TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
2	Growth of Venture Capital in India	26-04-21 TO 20-05-21	Lecture interspersed with discussions
2	Financing Pattern under Venture Capital		
1	Legal Aspects and Guidelines for Venture Capital		
2	Leasing		
1	types of Leases		
2	Leasing Option Vs. Borrowing		
UNIT – IV Credit Rating CO4: Understand the rating of the customers TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
2	Meaning, Functions of credit rating		
2	Debt Rating System of CRISIL		

2	ICRA and CARE	24-05-21 TO 03-06-21	Lecture interspersed with discussions
1	Factoring,		
1	Types of Factoring		
1	Forfeiting and Bill Discounting		
1	Factoring in Indian context		

UNIT – V Mutual Funds			
CO5: Know the need of micro finance.			
TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
2	Concept and Objectives, Functions and Portfolio Classification	05-06-21 TO 15-06-21	Lecture interspersed with discussions
2	Management, Guidelines for Mutual Funds		
1	Working of Public and Private Mutual Funds in India		
2	Debt Securitisation		
2	Concept and Application		
2	De-mat Services-need and Operations		
2	Role of NSDL and CSDL		


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