

TENTATIVE LESSON PLAN

Course Title: ENGLISH-II(191M201)		
Section : MBA	Date : 13-03-2023	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
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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:		
2.	Different ways of communicating	From : 13-03-2023 To 28-03-2023	Lecture interspersed with discussions
3.	fluency, accuracy, and formulation		
4.	Communication for influencing		
5.	Purpose of Oral communication		
6.	Organizing a meeting		
7.	The interview with Media		
8.	Presentations		
9.	Writing Formal letters and Business letters		
10.	Preparation of Material: Selecting material, planning, arrangement		
11.	Research papers, Dissertation writing.		

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:		
13.	Time Management -Mind& Memory Management	From : 29-03-2023 To 18-04-2023	Lecture interspersed with discussions
14.	Motivational Skills Motivation		
15.	Importance of commitment - Showing self confidence		
16.	Achieving Success - Fashion, Strategies		
17.	International Business Protocol -		
18.	Multi Cultural Changes - Cultural awareness		
19.	Learning about the Communication styles of various clients		
20.	Dos" & Don"ts on the telephone - Taking the leave message		
21.	Ground rules for a conference calls - Using the „mute „function		
22.	Personal grooming - Punctuality, Body language		

UNIT -III LEADERSHIP SKILLS:

CO3: They gain Knowledge of decision making and leadership skills
Developing the Leader Within You– John C. Maxwell

LEADERSHIP SKILLS:		From : 17-04-2023	Lecture interspersed with discussions
24.	Quick Learning	To 13-05-2023	
25.	Pro- Activeness		
26.	Decision making		
27.	Situational leadership		
28.	Motivating Employees		
29.	Paerto Analysis		
30.	Force field Analysis		
31.	PMI – plus, minus, Interest		
32.	Stress - Conflict Management		

UNIT –IV THINKING SKILLS

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

The 360 Degree Leader- John C. Maxwell

THINKING SKILLS:		From : 15-05-2023 To 05-06-2023	Lecture interspersed with discussions
46	Positive Thinking		
47	Logical Thinking - Lateral Thinking		
48	Avoiding traditional ways of looking for solutions		
49	Using imagination to look at a problem differently - Recognize dominant Ideas		
50	How to improve self confidence		
51	To look failures as stepping stones		
52	To Strengthen self esteem		
53	Creative Thinking		
54	Intellectual Property privileges		

UNIT –V SOCIAL SKILLS

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

The 360 Degree Leader- John C. Maxwell

SOCIAL SKILLS		From : 06-06-2023 To 24-06-2023	Lecture interspersed with discussions
56	Courtesy- Honesty- Flexibility		
57	Adaptability Co – Operation		
58	Positive attitude		
59	Dependability –Ability to measure		
60	willingness to learn- Commonsense		
61	Personal Integrity-positive work ethic Motivational Skills		
62	Critical thinking skills		
63	Personal Chemistry		
64	good personal appearance		
65	Ability to follow regulations		
66	willingness to be accountable		
67	Awareness of how Business works and staying on the job until it is finished		
68	Ability to listen and document what you have – heard		

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TENTATIVE LESSON PLAN

Course Title: BUSINESS ENVIRONMENT	
Section IMBA III	Date : 13-03-2023
Revision No : 0	Page No : 01 of 03
Prepared By : Ms. Pratyusha Anne	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT -I Business Environment:			
CO1: To acquaint the students with the knowledge of internal & external factors of Business			
TB: Shaikh Saleem: "Business Environment", Pearsons, New Delhi			
1.	Introduction	From:13-03-2023 To:28-03-2023	Lecture interspersed with discussions
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 and their significance		
6.	regulatory and promotional framework		
7.	NITI AYOOG and its importance.		
UNIT -II Structure of Indian economy:			
CO2: To acquaint the students with knowledge of different economic systems			
TB: Shaikh Saleem: "Business Environment", Pearsons, New Delhi			
Serial Number	TOPIC	Date	Mode of Delivery
8.	Nature and significance	From: 29-03-2023 To:18-04-2023	Lecture interspersed with discussions
9.	Economic systems		
10.	structure of Indian industry		
11.	Economic reforms in various sectors		
12.	nature - challenges		
13.	social justice		
14.	Disinvestment mechanism		
15.	problems and procedures		
16.	Sickness in Indian industry		
17.	competition Act 2002		
UNIT - III Fiscal Policy:			
CO3: To gain knowledge about the fiscal policy.			
TB: Shaikh Saleem: "Business Environment", Pearsons, New Delhi			
Serial Number	TOPIC	Date	Mode of Delivery
18.	Nature and significance		
19.	public revenues expenditure debt		
20.	development activities allocation of funds		

21.	Critical analysis of the recent fiscal policy of Government of India	From: 19-04-2023 To: 13-05-2023	Lecture interspersed with discussions
22.	Balance of Payments		
23.	Nature		
24.	Structure		
25.	major components		
26.	Causes for disequilibrium in Balance of Payments		
27.	Correction measures		
UNIT – IV India's Trade Policy:			
<ul style="list-style-type: none"> • CO4: To understand the concepts of trade, TRIPS, TRIMS & WHO • TB: Shaikh Saleem: "Business Environment", Pearsons, New Delhi 			
Serial Number	TOPIC	Date	Mode of Delivery
28.	Nature	From: 15-05-2023 To: 05-06-2023	Lecture interspersed with discussions
29.	Magnitude and direction of Indian international trade		
30.	problems		
31.	bilateral and multilateral trade agreements		
32.	International business environment		
33.	Nature – significance		
34.	challenges and mechanisms		
35.	WTO: Agreements in the Uruguay round including TRIPS, TRIMS and GATS		
36.	disputes settlement mechanism dumping and antidumping measures		
UNIT – V Legal Frame:			
<ul style="list-style-type: none"> • CO5: To know and understand the features of SICA, BIFR & Essential Commodities Act 1955 • TB: Shaikh Saleem: "Business Environment", Pearsons, New Delhi 			
Serial Number	TOPIC	Date	Mode of Delivery
37.	special features of the SICA (special provisions) 1985, BIFR	From: 06-06-2023 -To: 24-06-2023	Lecture interspersed with discussions
38.	Consumer protection act 1986		
39.	Environmental laws (pertaining to the control and prevention of Air and Water pollution)		
40.	the Essential Commodities Act 1955		

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TENTATIVE LESSON PLAN

Course Title: MANAGERIAL ECONOMICS (IMB1923)	
Section: IMBA I/II	Date: 13-03-2023
Revision No: 0	Prepared By: Ms.B.Indira
Page No: 01 of 02	
Approved By: HOD	

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT -I Introduction to Managerial Economics			
CO1 : To know the economy and its principles.			
TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.			
1.	Introduction to Economics	From: 13-03-2023 To: 06-04-2023	Lecture interspersed with discussions
2.	Definitions of Economics		
3.	Nature & Scope of Economics		
4.	Relationship with other areas in Economics		
5.	Management definition		
6.	Role of Managerial Economist		
7.	Concept of opportunity cost		
8.	Concept of Incremental cost		
9.	Time perfective		
10.	Discounting Principle		
11.	Risk and Uncertainty		

UNIT -II DEMAND ANALYSIS			
CO2: To understand the relationship between the demand supply.			
TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.			

Serial Number	TOPIC	Date	Mode of Delivery
12.	Concept of Demand – Definitions &	From: 10-04-2023 To: 25-04-2023	Lecture interspersed with discussions
13.	Need for Demand & its types		
14.	Concept of Demand Analysis		
15.	Factors determining Demand		
16.	Law of Demand, Exceptions		
17.	Elasticity of Demand		
18.	Price Elasticity of Demand		
19.	Income, Advertising, Cross Elasticity of Demand		
20.	Types of Price Elasticity of Demand		
21.	Significance of Elasticity of Demand		
22.	Measurement of Price Elasticity of Demand		
23.	Need for Demand Forecasting		
24.	Forecasting Techniques		
25.	Law of Supply		
26.	Elasticity of Supply		

UNIT - III PRODUCTION ANALYSIS			
CO3: To learn the types of production and its factors.			
TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015.			

Serial Number	TOPIC	Date	Mode of Delivery
27.	Concept of Production		
28.	Production Function with One Variable		
29.	Production Function with 2 Variables		

30.	ISO Quants : Concept & Properties	From: 26-04-2023 To: 13-06-2023	Lecture interspersed with discussions
31.	Iso costs		
32.	Least cost combination		
33.	MRTS		
34.	Cobb- Douglas production function		
35.	Returns to scale		
36.	Law of Returns		

UNIT – IV Cost Theory and Estimation

CO4: To Understand cost concepts and various theories.

TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015

Serial Number	TOPIC	Date	Mode of Delivery
37.	Cost concepts	From: 14-06-2023 To: 03-07-2023	Lecture interspersed with discussions
38.	Determination of cost		
39.	Cost-output Relationship in short run		
40.	Cost-output Relationship in long run		
41.	Modern Development in cost Theory		
42.	Saucer shaped short		
43.	Run average cost curves		
44.	Average Total cost curve		
45.	Cost-volume-Profit Analysis		

UNIT-V Market Structure and Pricing Practices:

CO5: To gain knowledge on market structure and pricing theories.

TB - K L VERSHANI : "Managerial Economics", Tata Mc-Graw Hill, 2015

Serial Number	TOPIC	Date	Mode of Delivery
46.	Features of Market	From: 04-07-2023 To: 20-07-2023	Lecture interspersed with discussions
47.	Classification of markets		
48.	Price Output determination under Perfect Competition		
49.	Monopoly		
50.	Monopoly long run		
51.	Monopolistic Competitions		
52.	Oligopoly		
53.	Methods of Pricing		
54.	Bain's limit pricing Theory		
55.	Managerial Theories of a firm		
56.	Marris & Williams Models		

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TENTATIVE LESSON PLAN

Course Title: FINANCIAL ACCOUNTING -II		
Section : IMBA I/II	Date : 13-03-2023	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 13-03-2023 TO 23-03-2023	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 27-03-2023 TO 13-04-2023	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 ICAI		
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 17-04-2023 TO 02-05-2023	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 29-05-2023 TO 16-06-2023	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 17-06-2023	Lecture intersperse d with discussions
22	Corporate social responsibility accounting		
23	Value added statements		
24	Valuation of intangible assets and impact on the balance sheet	TO 23-06-2023	
25	Balance score card		


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TENTATIVE LESSON PLAN

Course Title: Organisational Communication (IMB1925)		
Section IMBA I/II	Date : 13 -03-2023	Page No : 01 of 03
Revision No : 0	Prepared By : Mrs G.Srilalitha	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT –I Concept of Organisational Communication.			
CO1: To acquaint the students with the knowledge of Organisational Communication in various Ways.			
TB: Krizan, Essentials of Business Communication, Cengage Learning.			
1.	Introduction	From: 13-03-2023 To: 04-04-2022	Lecture interspersed with discussions
2.	Role of business communication		
3.	Objectives of communication		
4.	Process of Human communication		
5.	Media of communication		
6.	Written & oral communication		
7.	Visual communication		
8.	Audio visual communication		
9.	Silence		
10.	Revision		
UNIT –II Developing Listening skills			
CO2: To acquaint the students with knowledge of Listening skills.			
TB: Krizan, Essentials of Business Communication, Cengage Learning.			

Serial Number	TOPIC	Date	Mode of Delivery
11.	Developing Listening skills	From: 06-04-2023 To: 29-04-2023	Lecture interspersed with discussions
12.	Improving Non-verbal communication skills		
13.	Cross Cultural Communication		
14.	Problems		
15.	Challenges		
16.	Presentation skills		
17.	Techniques & types of Presentation		
18.	Video conferencing & Formats		
19.	Interview & its techniques		
20.	Formal & Informal		
21.	Communication Etiquettes		

UNIT - III Managing Organisation Communication

CO3: To Know the concept of Managing Organisational communication.

TB: Krizan, Essentials of Business Communication, Cengage Learning.

Serial Number	TOPIC	Date	Mode of Delivery
22.	Managing Organisational communication		
23.	Formal & Informal		
24.	Revision		

25.	Intrapersonal communication	From: 02-06-2023 To: 20-06-2023	Lecture interspersed with discussions
26.	Models for inter personal communicationn		
27.	Revision		
28.	Exchange theory		
29.	Personal communication		
30.	Types of Personal communication		
31.	Models for inter personal communicationn		
32.	Revision		
33.	Exchange theory		

UNIT – IV Influence Interpersonal Communication

- CO4: To understand the concepts of interpersonal communication.
- TB: Kuberdo B, Business Communication & soft skills, Excel Books - 2008.

Serial Number	TOPIC	Date	Mode of Delivery
34.	Managing Motivation	From: 23-06-2023 To: 14-07-2023	Lecture interspersed with discussions
35.	To influence Interpersonal communication		
36.	Inter personal Perception		
37.	Emotion		
38.	Role of emotion in itepersonal communication		
39.	Commucation Styles		
40.	Barriers of communication		
41.	Gateways to Effectiveinterrpersonal communication		

UNIT – V Business Writing Skills

CO5: To know the business writing skills

- TB: Paul Torner, Organisational Communication JALCO Publishing.

Serial Number	TOPIC	Date	Mode of Delivery
42.	Business writing skills	From: 15-07-2023 To: 22-07-2023	Lecture interspersed with discussions
43.	Significance of Business Correspondence		
44.	Essentials of Effective Business Correspondence		
45.	Business Letter & Forms		
46.	Meeting & Telephone communication		
47.	Use of technology in business communication		
48.	Report writing		
49.	Meaning and significance of report writing		
50.	Structure of Reports		
51.	Formal and informal reports		
52.	Preparation		
53.	Organisation of press report		

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TENTATIVE LESSONPLAN: R19

Course Title: Management Information System		
Section: IMBA II / II	Date : 30/1/2023	Page No : 01 of 02
Revision No : 00	Prepared by: Dr.K.Chaitanya	Approved by : HOD

Tools: Black board, PPTs

UNIT I:Foundations of IS in Business

CO1: Cite various software's used in management of IS

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

No. of periods	TOPIC	Date	Mode of Delivery
1.	Managing the digital firm	From: 30/1/2023 To: 13/2/2023	Lecture interspersed with discussions&& BB
2.	Types of digital firm		
3.	Conceptual foundations		
4.	Perspectives on IS		
5.	Phases in building IS		
6.	Maintaining IS		
7.	Obstacles of applying IT		
8.	TUTORIAL CLASS		

UNIT II:Types of IS

CO 2: Cite various software's used in management of IS

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

9.	Office Automation System	From: 14/2/2023 To: 27/2/2023	Lecture interspersed with discussions&& BB
10.	Communication Systems		
11.	Transaction Processing Systems		
12.	Knowledge work Systems		
13.	Management and Executive Information Systems		
14.	Decision Support Systems (AI)		
15.	Intelligent Techniques		
16.	Intelligent Agents		
17.	TUTORIAL CLASS		

UNIT III:IS Models

CO 3:Use different Presentation techniques and IS Models

TB:Management Information System, Gordon B.Davis& Margrethe H.Olson, TMH,2002

18.	Nolan Stage Hypothesis	From: 28/2/2023 To: 19/3/2023	Lecture interspersed with discussions&& BB
19.	IS Strategic Grid		
20.	Wards Model		
21.	Earl's Multiple Methodology	From: 27/3/2023 To:10/4/2023	
22.	CSF's		
23.	Soft Systems Methodology		
24.	Socio-Technical Systems Approach (Mumford)		
25.	TUTORIAL CLASS		

UNIT IV:IS Planning

CO 4: Use different data presentation techniques and IS Models

TB: 1. Information Systems, Steven Alter, Pearson, 3/e,2002

2. Management Information System, W. S. Jawadkar, 2/e, TMH, New Delhi,2002.

TENTATIVE LESSON PLAN: IMB 1941

Course Title: ORGANIZATIONAL BEHAVIOR (Integrated MBA)

Section : IMBA 2/4 **Date :** 30-01-2023 **Page No :** 01 of 02

Revision No : 00 **Prepared By :** P. Naga Srinivasa Rao **Approved By :** HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I INTRODUCTION			
CO1: The Acquaint the students with the knowledge of Organizational Behavior.			
TB :: Organizational Behavior – Text, cases and Games: K. Aswathappa			
1.	Introduction to Organizational Behavior	From 30-01-2023 To 23-02-2023	Lecture interspersed with discussions
2.	Nature of Organizational Behavior		
3.	Scope of Organizational Behavior		
4.	Linkages with other social sciences		
5.	Linkages with other social sciences		
6.	Merits and Demerits of Organizational Behavior		
7.	Organizational Goals vs. Individual Roles		
8.	Human Behavior – Perspectives		
9.	Approaches to Organizational Behavior		
10.	Approaches to Organizational Behavior		
11.	Models of Organizational Behavior		
12.	Perception – Nature and Process		
13.	Motivation theories		
14.	Leadership theories		
UNIT -II PERSONALITY DEVELOPMENT			
CO2: To understand the Personality Development Theories and Transactional Analysis.			
TB :: Organizational Behavior – Text, cases and Games: K. Aswathappa			
No. of Periods	TOPIC	Date	Mode of Delivery
15.	Introduction to Personality Development	From 24-02-2023 To 15-03-2023	Lecture interspersed with discussions
16.	Personality Development meaning and definition		
17.	Nature of Personality Development		
18.	Stages of Personality Development		
19.	Stages of Personality Development		
20.	Determinants of Personality Development		
21.	JOHARI Window		
22.	JOHARI Window		
23.	Transactional Analysis Introduction		
24.	Types of Transactional Analysis		
25.	Types of Transactional Analysis		
26.	Learning Process		
27.	Learning Process		
28.	Theory of Learning Process		
UNIT - III DECISION MAKING PROCESS.			
CO3: To Gain Knowledge In The Process Of Decision Making.			
TB :: Organizational Behavior – Text, cases and Games: K. Aswathappa			
No. of Periods	TOPIC	Date	Mode of Delivery
29.	Introduction to Decision Making		Lecture interspersed with discussions
30.	Meaning and Definition of Decision Making		
31.	Decision Making Process		

32.	Groups and their formation	From 16-03-2023 To 10-04-2023	Lecture interspersed with discussions
33.	Types of Groups		
34.	Group decision making		
35.	Group Dynamics		
36.	Group Dynamics		
37.	Informal organization		
38.	Individual interaction		
39.	Group interaction		
40.	Individual Vs Group interaction		

UNIT – IV INTER PERSONAL COMMUNICATION.

CO4: To understand the concepts and applications of Inter Personal Communication.

TB :: Organizational Behavior – Text, cases and Games: K. Aswathappa

No. of Periods	TOPIC	Date	Mode of Delivery
41.	Introduction to inter personal communication	From 11-04-2023 To 30-04-2023	Lecture interspersed with discussions
42.	Definition and process		
43.	Types of communication		
44.	Intra personal communication		
45.	Listening		
46.	Feedback		
47.	Team building		
48.	Team decision making		
49.	Conflict resolution		
50.	Problem solving techniques		

UNIT – V ORGANIZATIONAL DEVELOPMENT

CO5: To know and understand OD Techniques and Applications.

TB :: Organizational Behavior – Text, cases and Games: K. Aswathappa

No. of Periods	TOPIC	Date	Mode of Delivery
51.	Introduction to Organizational Development	From 01-05-2023 To 15-05-2023	Lecture interspersed with discussions
52.	Nature and process of OD		
53.	Interventions of OD		
54.	Techniques of OD		
55.	Applications of OD		
56.	Previous papers discussion		
57.	Previous papers discussion.		

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TENTATIVE LESSON PLAN (IMB1942)

Course Title: MANAGEMENT ACCOUNTING(IMB1942)			
Section : Sec I (B.A.)	Date : 30-01-2023	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.	Management accounting vs Cost accounting	FROM 01-02-2023 TO 24-02-2023	Lecture interspersed with discussions
2.	Cost accounting vs. financial accounting		
3.	Role of accounting information in planning and control,		
4.	cost concepts and managerial use of classification of costs		
5.	The management process and accounting		
6.	Management accounting process		
7.	cost concepts		
8.	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,			
1	Essentials of an Ideal Report	FROM 25-02-2023 TO 20-03-2023	Lecture interspersed with discussions
2	General Principles of Good Reporting		
3	Methods of Reporting		
4	Types of Reports		
5	Reporting Needs of Different Management levels- Theoretical Questions		
6	Reconciliation and Integration of Financial		
7	Cost Accounts- Need of Reconciliation		
8	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,			
1	Definition- Steps- Responsibility Centers	FROM 27-03-2023 TO 12-04-2023	Lecture interspersed with discussions
2	Revenue Centre- Profit Centre		
3	Investment Centre		
4	Transfer Prices- 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,

1	Budget, budgetary control, steps in budgetary control	FROM 13-04-2023 TO 02-05-2023	Lecture interspersed with discussions
2	Fixed vs Flexible budge		
3	different types of budgets		
4	sales budget , Zero based budgeting		
5	cash budget, production budget		
6	master budget, 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,

1	Definition- Objectives of Management Audit	FROM 03-05-2023 TO 14-05-2023	Lecture interspersed with discussions
2	Difference between Financial Audit and Management Audit		
3	Need for Management Audit		
4	Conducting Management Audit.		
5	Conducting Management Audit types		

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TENTATIVE LESSON PLAN: (IMB1943)

Course Title: COMPANY LAW (IMB1943)		
Section : II/IV	Date : 06-02-2023	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	06/02/2023 To 22/02/2023	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	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			
14	UNIT –II Promotion of Company	23/02/2023 To 13/03/2023	Lecture interspersed with discussions
15	Promotion of a company		
16	incorporation of a company		
17	Capital subscription in company		
18	Commencement of Business certificate		
19	Memorandum of association clauses		
20	Alteration of Memorandum of association		
21	Articles of association contents		
22	Alteration in articles of association		
23	Doctrine of Ultravires		
24	Exceptions in Doctrine of Ultravires		
25	Doctrine of indoor management		
26	Difference between MOA and AOA		
27	Various clauses of companies act 1956		
28	Provisions of companies act 2013		
29	Tutorial class		

Course Title: COMPANY LAW (IMB1943)		
Section : II/IV	Date : 06-02-2023	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

30	Unit-III: Introduction to company prospectus	14/03/2023 To 10/04/2023	Lecture interspersed with discussions
31	Prospectus meaning and definition		
32	Who can issue prospectus		
33	Provisions in issue of prospectus		
34	Contents of prospectus		
35	Shell prospectus		
36	red herring prospectus		
37	Importance of prospectus		
38	Promoters, kinds of promoters		
39	penalties and Punishment for issue of wrong prospectus		
40	Liabilities of promoters		
41	Duties of promoters		
42	Remuneration to promoters		
43	Tutorial class		

UNIT – IV BOARD OF DIRECTORS AND MANAGING DIRECTORS OF COMPANY

CO4To 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

44	UNIT – IV Introduction Of Directors	11/04/2023 To 27/04/2023	Lecture interspersed with discussions
45	Appointment of directors		
46	Qualification of Directors		
47	Disqualification of Directors		
48	Removal of director		
49	Powers of directors		
50	Duties of directors		
51	Resignation of directors		
52	Remuneration of directors		
53	Tutorial class		

Course Title: COMPANY LAW (IMB1943)		
Section : II/IV	Date : 06-02-2023	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			
54	UNIT V: Winding Up Of Company	28/04/2023 To 13/15/2023	Lecture interspersed with discussions
55	Winding up of company and its types		
56	Powers of liquidators		
57	Duties of liquidators		
58	Voluntary winding up of a company		
59	Compulsory winding up		
60	Winding up by the order of court		
61	winding up of a company by creditors		
62	winding up subject to supervision of court		
63	Case study 1,2		
64	Case study 3,4		
65	Tutorial class		

Shafiqullah
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B. Ganesha
Signature of the HOD 6/2/2023

TENTATIVE LESSON PLAN

Course Title: GOODS AND SERVICE TAX		
Section : IMBA II/II	Date : 20-03-2023	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 20-03-2023 TO 12-04-2023	Lecture interspersed 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 13-04-2023 TO 29-04-2023	Lecture interspersed 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 01-06-2023 TO 25-06-2023	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 26-06-2023 TO	
15	administration and relevant procedure		
16	the central exercise		

17	value added tax CENVAT	10-07-2023	Lecture interspersed with discussions
18	Central sales tax act 1956		

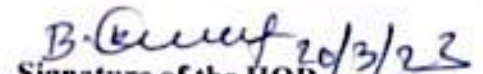
UNIT - V

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 11-07-2023 TO 24-07-2023	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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Enikepadu, Vijayawada 521108
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TENTATIVE LESSON PLAN

Course Title: Management Information System		Course Code: IMBA1945/R19
Section: IMBA	Date : 30/1/2023	Page No : 01 of 02
Revision No : 00	Prepared by: Dr.K.Chaitanya	Approved by : HOD

Tools: Black board, PPTs

UNIT I: Foundations of IS in Business

CO1: Cite various software's used in management of IS

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

No. of periods	TOPIC	Date	Mode of Delivery
1.	Managing the digital firm	From: 6/2/2023 To: 19/2/2023	Lecture interspersed with discussions & BB
2.	Types of digital firm		
3.	Conceptual foundations		
4.	Perspectives on IS		
5.	Phases in building IS		
6.	Maintaining IS		
7.	Obstacles of applying IT		
8.	TUTORIAL CLASS		

UNIT II: Types of IS

CO 2: Cite various software's used in management of IS

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

9.	Office Automation System	From: 20/2/2023 To: 28/2/2023	Lecture interspersed with discussions & BB
10.	Communication Systems		
11.	Transaction Processing Systems		
12.	Knowledge work Systems		
13.	Management and Executive Information Systems		
14.	Decision Support Systems (AI)		
15.	Intelligent Techniques		
16.	Intelligent Agents		
17.	TUTORIAL CLASS		

UNIT III: IS Models

CO 3: Use different Presentation techniques and IS Models

TB: Management Information System, Gordon B.Davis & Margrethe H.Olson, TMH, 2002

18.	Nolan Stage Hypothesis	From: 1/3/2023 To: 14/3/2023	Lecture
19.	IS Strategic Grid		
20.	Wards Model		
21.	Earl's Multiple Methodology		

22.	CSF's	From: 15/3/2023 To: 19/3/2023	interspersed with discussions&& BB
23.	Soft Systems Methodology		
24.	Socio-Technical Systems Approach (Mumford)		
25.	TUTORIAL CLASS		
UNIT IV:IS Planning			
CO 4: Use different data presentation techniques and IS Models			
TB: 1. Information Systems, Steven Alter, Pearson, 3/e,2002			
2. Management Information System, W. S. Jawadekar, 2/e, TMH, New Delhi,2002.			
26.	The Process of IS Planning	From: 27/3/2023 To: 12/4/2023	Lecture interspersed with discussions&& BB
27.	Strategic Alignment of business and IT		
28.	Building IS		
29.	maintaining IS		
30.	Alternative approaches for building IS		
31.	TUTORIAL CLASS		
UNIT V:IS Security			
CO 5: Sketch IS Security and IS Planning			
TB: 1. Management Information System, James A. Obrein, TMH,10/e, 2004			
2. Management Information System, Gerald V. Post, David L. Anderson, Irvin McGraw Hill, 2003			
32.	Control and Audit: system vulnerability	From: 13/4/2023 To: 1/5/2023	Lecture interspersed with discussions&& BB
33.	System abuse		
34.	Business value of Security and control		
35.	Threat of Project failure		
36.	Threat of Computer Crime		
37.	Methods of Minimizing Risks		
38.	IS Audit		
39.	Ensuring system quality		
40.	TUTORIAL CLASS		

K. Chatterjee
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B. Ghosh 6/2/23
Signature of the HOD

TENTATIVE LESSON PLAN: IMB1961 (2022-23).

Course Title: OPERATIONS RESEARCH		
Section :Int. MBA(III/II)	Date: 19-12-2022	Page No : 01 of 03
Revision No : 00	Prepared By: P. Naga Srinivasa Rao.	Approved By : HOD

Tools: Black board, PPTs

S. No.	TOPIC	Date	Mode of Delivery
UNIT –I: Overview of Operations Research.			
<ul style="list-style-type: none"> • CO1: To Identify And Develop Operational Research Models From The Verbal Description Of The Real System. • TB: Operations Research- - R. Panneerselvan. 			
1.	Introduction to OR	19/12/2022	Lecture interspersed with discussions
2.	OR models	20/12/2022	
3.	OR techniques	21/12/2022	
4.	LPP-Introduction	22/12/2022	
5.	Graphic solution	23/12/2022	
6.	Problems on Graphical Method.	24/12/2022	
7.	Standard form of LPP	26/12/2022	
8.	Basic feasible solution.	27/12/2022	
9.	Simplex Method	28/12/2022	
10.	Simplex method problems	29/12/2022	
11.	Big M method	30/12/2022	
12.	Problems	31/12/2022	
13.	Problems	02/01/2023	
14.	Two Phase Simplex Method	03/01/2023	
15.	Problems	04/01/2023	
16.	Problems	04/01/2023	
UNIT –II: DUAL PROBLEMS.			
<ul style="list-style-type: none"> CO2: To Select The Mathematical Tools That Are Needed To Solve Optimization Problems. TB: Operations Research- - R. Panneerselvan. 			
S. No.	TOPIC	Date	Mode of Delivery
17.	Relation between primal and dual problems.	05/01/2023	Lecture interspersed with discussions
18.	Problems	06/01/2023	
19.	Dual simplex method	07/01/2023	
20.	Problems	09/01/2023	
21.	Integer programming problem	10/01/2023	
22.	Problems	11/01/2023	
23.	Problems	18/01/2023	
24.	Branch and Bound Method	19/01/2023	
25.	Problems	20/01/2023	
26.	Cutting plane algorithm	21/01/2023	
27.	Problems on pure IPP	23/01/2023	
28.	Problems on pure IPP.	23/01/2023	
29.	Problems on Mixed IPP	24/01/2023	
30.	Problems	24/01/2023	

UNIT - III TRANSPORTATION MODELS.

- CO3: To Use Mathematical Software To Solve The Proposed Models.
- TB:: Operations Research—S.D. Sharma.

S. No.	TOPIC	Date	Mode of Delivery
31.	Introduction to transportation Problem	25/01/2023	Lecture interspersed with discussions
32.	Transportation as a special case of LPP	28/01/2023	
33.	North West Corner Rule theory	30/01/2023	
34.	Problems on NWCR	31/01/2023	
35.	Least Cost Method	01/02/2023	
36.	Problems	02/02/2023	
37.	VAM theory	03/02/2023	
38.	Problems	04/02/2023	
39.	Problems	06/02/2023	
40.	Assignment problem	07/02/2023	
41.	Mathematical formulation	20/02/2023	
42.	Hungarian algorithm	21/02/2023	
43.	Minimization problem	22/02/2023	
44.	Minimization problem	23/02/2023	
45.	Maximization problem	27/02/2023	
46.	Unbalanced problem	28/02/2023	
47.	Travelling salesmen problem	01/03/2023	
48.	Travelling salesmen problem	01/03/2023	
49.	Problems	02/03/2023	
50.	Problems	02/03/2023	

UNIT – IV Network models, Project Scheduling

CO4: To apply network models

TB :: Operations Research—S.D. Sharma.

Serial Number	TOPIC	Date	Mode of Delivery
51.	CPM and PERT	06/03/2023	Lecture interspersed with discussions
52.	Rules of Network	07/03/2023	
53.	Construction of Network	09/03/2023	
54.	Critical path method	09/03/2023	
55.	PERT Procedure	15/03/2023	
56.	Three time estimates.	16/03/2023	
57.	Problems	17/03/2023	
58.	Problems	18/03/2023	

UNIT – V Dynamic Programming

CO5: To Determine dynamic programming models

TB:: Operations Research—S.D. Sharma.

S.No	TOPIC	Date	Mode of Delivery
59.	Introduction	20/03/2023	Lecture interspersed
60.	Decision tree	23/03/2023	
61.	Bellman's Principle of Optimality.	24/03/2023	
62.	Game Theory – Introduction.	31/03/2023	

63.	Definition – Payoff – Types of Games.	01/04/2023	with discussions
64.	Maximin – Minimax principle	10/04/2023	
65.	Problems.	12/04/2023	
66.	Problems.	15/04/2023	

P. Nageshwar
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19/12/2022

B. Kumar
Signature of the HOD
19/12/2022

TENTATIVE LESSON PLAN: (IMB1962)

Course Title: INTERNATIONAL BUSINESS(IMB1962)		
Section : IMBA III/II	Date : 21/12/2022	Page No : 01 of 03
Revision No : 00	Prepared By G.KIRAN	Approved By : HOD

Tools: Black board ,PPT's

Sr no	TOPIC	Date	Mode of Delivery
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UNIT -I INTRODUCTION TO INTERNATIONAL BUSINESS

CO1: EXPLAIN SIGNIFICANCE OF INTERNATIONAL BUSINESS

TB:: E. Bhattacharya: INTERNATIONAL BUSINESS; excel Publications,NewDelhi,2013.

1	Introduction to International Business	21-12-2022 To 11-01-2023	Lecture interspersed with discussions
2	Significance of International Business		
3	Importance of International Business		
4	Scope of International Business		
5	Emerging trends in International Business		
6	Free trade vs protection		
7	Trade barriers in International Business		
8	Evaluation of International Business		
9	Types International Business		
10	India trade policies and agreements		

UNIT -II BALANCE OF PAYMENTS

CO2: TO RESTATE ROLE OF BALANCE OF PAYMENTS.

TB:: E. Bhattacharya: INTERNATIONAL BUSINESS; excel Publications,NewDelhi,2013

11	Introduction to Balance of Payments	19-01-2023 To 31-01-2023	Lecture interspersed with discussions
12	Components of Balance of Payments		
13	Disequilibrium in Balance of Payments		
14	Corrections in Balance of Payments		
15	Financing of Balance of Payments		
16	BOP 1990 crisis		
17	Second BOP crisis		

UNIT - III FOREIGN EXCHANGE MARKETS

CO3: To ANTICULATE FOREIGN EXCHANGE MARKET MECCHANISMS

TB:: E. Bhattacharya: INTERNATIONAL BUSINESS; excel Publications,NewDelhi,2013

18	Introduction to foreign exchange markets	02-02-2023 To 25-02-2023	Lecture interspersed with discussions
19	Functions foreign exchange markets		
20	Participants in foreign exchange markets		
21	Types of transactions in Forex markets		
22	Forces behind Forex rate determination		
23	Types of exchange rate system		
24	Diff between fixed and floating exchange rate system		
25	Current account vs capital account		
26	Advantages of market exchange rate		
27	Disadvantages of market exchange rate		

UNIT – IV :: GLOBALIZATION			
CO4::EXTENDED ROLE OF MNCs			
TB:: E. Bhattacharya: INTERNATIONAL BUSINESS; excel Publications,NewDelhi,2013.			
28	Introduction to globalization	27-02-2023 To 16-03-2023	Lecture interspersed with discussions
29	Role of MNCs in India		
30	Global depository receipt		
31	Foreign institution investment		
32	Export processing zones		
33	Special economic zones		

UNIT – V:: INTERNATIONAL LIQUIDITY			
CO5: To REVIEW THE PROBLEMS OF INTERNATIONAL LIQUIDITY			
TB:: E. Bhattacharya: INTERNATIONAL BUSINESS; excel Publications,NewDelhi,2013.			
34	Introduction to international liquidity	17-03-2023 To 10-04-2023	Lecture interspersed with discussions
35	Functions of IMF		
36	Organizational structure of IMF		
37	General arrangements to borrow		
38	IBRD		
39	Functions of IBRD		
40	Bank lending activities		


Signature of the Faculty 21/12/2022


Signature of the HOD 21/12/2022

TENTATIVE LESSON PLAN: MB1931

Course Title: STRATEGIC MANAGEMENT (MB1931)		
Section : MB1931	Date : 07-11-2022	Page No : 01 of 03
Revision No : 00	Prepared By : Mr.V.Srinivas	Approved By : HOD

Tools : Black board, PPTs

UNIT -I Introduction

CO1: To Gain knowledge about Vision, Mission and Objectives of the Organisation

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction	From: 07-11-2022 To: 24-11-2022	Lecture interspersed with discussions
1	concept in strategic management		
1	strategic management as a process		
1	Developing a strategic vision		
1	Strategic Mission		
1	Strategic Objectives		
1	Developing a Strategic Policies		
1	Factors that shape a company's strategy		
1	Crafting a strategy		
1	Industry Analysis		
1	Competitive Analysis		
1	Steps in competitive analysis		
1	Analytical Models of Competitive Analysis		
1	Sources of Information for Competitive Analysis		

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Environmental scanning	From: 25-11-2022 To: 14-12-2022	Lecture interspersed with Discussions
1	Industry and competitive analysis		
1	Evaluating company resources and competitive capabilities		
2	SWOT analysis		
1	Strategies and competitive advantages in diversified companies and its evaluation		
2	Porters five force model, BCG matrix, GE matrix		
1	Strategic Leadership		
1	Goals of strategic Leadership		
1	Themes of Strategic Leadership		
1	Developing Human Capital And social capital		
1	The Balanced Scorecard		

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to strategic formulation	From: 15-12-2022 To: 11-01-2023	Lecture interspersed with discussions
1	Strategy framework for analyzing competition		
1	Porters value chain analysis		
2	Competitive advantage of a firm		
2	Exit and entry barriers		
1	Formulation of strategy at corporate, business and functional levels		
1	Corporate Strategies Types		
	Business Level strategies		
1	Functional Level Strategies		
2	Types of strategies		
1	Tailoring Strategy to fit specific Industry		
1	Restructuring strategies		
1	Diversification Strategies		
1	Turnaround strategy		

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Introduction to strategic implementation,	From: 19-01-2023 To: 04-02-2023	Lecture interspersed with discussions
2	Strategy and structure,		
1	Strategy and leadership		
2	Strategy and culture connection		
2	Types of Organisational Structures		
1	Operationalizing and institutionalizing strategy,		
2	Organizational values and their impact on strategy		
1	Strategies for competing in Globalising Markets		
2	Resource allocation		
2	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
2	Introduction to Strategy evaluation and control,	From: 06-02-2023 To: 17-02-2023	Lecture interspersed with discussions
2	Establishing strategic controls		
1	Measuring performance		
1	Appropriate measures		
2	Role of strategist		
1	Using quantitative and qualitative benchmarking to evaluate performance		
2	Strategic information systems,		

TENTATIVE LESSON PLAN: IMB1964

Course Title: DECISION SUPPORT SYSTEM(IMB1964)		
Section: IMBA III/II	Date : 19-12-2022	Page No : 01 of 02
Revision No : 00	Prepared By : Mrs. B.INDIRA	Approved By : HOD

Tools : Black board, PPTs

UNIT -I MIS AND IT'S ROLE IN ORGANIZATIONS

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction To MIS	From: 20-12-2022 To: 05-01-2023	Lecture interspersed with discussions
2	Open Systems And Closed Systems		
1	DSS its relation to MIS		
1	Programmed & Non-Programmed decisions		
1	Benefits of DSS		
1	DSS software system		
1	Classification Of DSS		
1	Components Of DSS		
1	Expert System		
1	Differences Between ES & DSS		
1	Difference Between MIS & DSS		

UNIT -II DETERMINISTIC MODELS

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

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Deterministic Models	From: 06-01-2023 To: 27-01-2023	Lecture interspersed with Discussions
1	Deterministic Model		
1	Models with certainty		
2	Models Required To Cope With Uncertainty		
1	Strategies Of Uncertainty		
2	Fuzzy Sets		
1	Probabilistic Models		
1	Fuzzy DSS		
1	Fuzzy Expert DSS		
1	Fuzzy Logic		
1	Defuzzification		

UNIT - III APPLICATION OF DSS

CO3 :: To acquaint with the latest developments in DSS.

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

No. of Periods	TOPIC	Date	Mode of Delivery
1	Introduction to Application of DSS	From: 30-01-2023 To: 07-03-2023	Lecture interspersed with discussions
2	Marketing applications		
2	Trend analysis		
1	DSS in finance		
1	Credit scoring		
2	Past, present and future analysis		
1	DSS in production		
1	Benefits of production planning		
1	Scheduling and re-scheduling		

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Simulation	From: 09-03-2023 To: 27-03-2023	Lecture interspersed with discussions
2	Advantages Of Simulation		
2	Disadvantages Of Simulation		
2	Types Of Simulation		
2	Animation And Visual Simulation		
2	Monte Carlo Simulation		
2	Examples of Monte Carlo simulation		
2	Common Probability Distribution		

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

No. of Periods	TOPIC	Date	Mode of Delivery
2	Application Of DSS	From: 28-03-2023 To: 14-04-2023	Lecture interspersed with discussions
2	Technical Feasibility Of DSS		
3	Financial Viability Of DSS		
2	Advantages Of DSS		
1	Limitation Of DSS		
2	Contemporary Practices		

Signature of the Faculty

20/12/2022

Signature of the HOD

B. E. 20/12/22

TENTATIVE LESSON PLAN TOTAL QUALITY MANAGEMENT

Course Title: TOTAL QUALITY MANAGEMENT		
Section: IV- IMBA	Date: 21/11/2022	Page No: 01 of 02
Revision No: 00	Prepared By: A. Althaf	Approved By: HOD

Tools: Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT – I INTRODUCTION to TOTAL QUALITY MANAGEMENT CO1: To create awareness of the basic concepts of total quality management TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)			
1.	Need and evaluation quality	21-11-2022 To 20-12-2022	Lecture interspersed with discussions
2.	Definition and dimensions of quality		
3.	Manufacturing and service quality		
4.	Basic concepts of TQM		
5.	Definition of TQM		
6.	TQM frame work		
7.	Contribution of deming		
8.	Contribution of juran and Crosby		
9.	Barriers to TQM		
10.	Tutorial		
UNIT –II Leadership CO2: To equip with the tools and techniques in total quality management for improving skills in decision making TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)			
11.	Strategic quality planning and quality statements	21-12-2022 To 09-01-2023	Lecture interspersed with discussions
12.	Customer focus and customer orientation		
13.	Customer satisfaction and customer complaints		
14.	Customer retention and employee involvement		
15.	Employee motivation and empowerment		
16.	Team and team work		
17.	Recognition and reward		
18.	Performance appraisal		
19.	Continuous process improvement		
20.	Tutorial		
UNIT - III Tools of Quality CO3: Gain knowledge about new management tools- six sigma and concept amd methodology of quality and to know about service sector including IT TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)			
21.	Tools of quality	10/01/2023 To 31/01/2023	Lecture interspersed with discussions
22.	New management tools		
23.	Six sigma concepts and methodology		
24.	Applications to manufacturing		
25.	Service sectors including IT		
26.	Bench marking		

27.	Reasons to bench marking		
28.	FMEA stages and types		
29.	Tutorial		
UNIT – IV QUALITY CIRCLES			
CO5: To gain knowledge on quality circles and quality function development with performance method.			
TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)			
No. of Periods	TOPIC	DATE	Mode of Delivery
30.	Quality circles	01/02/2023 To 25/02/2023	Lecture interspersed with discussions
31.	Quality function deployment		
32.	Taguchi quality loss function		
33.	TPM concepts		
34.	TPM improvement Needs		
35.	Cost of quality		
36.	Performance measures		
UNIT – V NEED FOR ISO			
CO5: TO understand about ISO 9000-2000 quality system, TQM implementation in manufacturing and service sectors including IT.			
TB: Dale H. Bester Filed, et at, Total Quality Management, pearson education Asia, 3rd edition, Indian reprint (2006)			
No. of Periods	TOPIC	DATE	Mode of Delivery
37.	Need for ISO 9000	27/02/2023 To 25/03/2023	Lecture interspersed with discussions
38.	ISO 9000-2000 quality system		
39.	ISO elements, documents		
40.	Quality auditing		
41.	QS 9000		
42.	ISO 14000 concepts, requirements and benefits		
49	Case studies of implementation in manufacturing and service sectors including IT		

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TENTATIVE LESSON PLAN: IMB1982

Course Title: PROJECT MANAGEMENT (IMB1982)		
Section : IMBA IV/II	Date : 20-11-2022	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	From: 21-11-2022 To: 05-12-2022	Lecture interspersed with discussions
2	Project characteristics		
1	Taxonomy of projects		
3	Project Identification, Preparation		
2	Screening of Project Ideas		

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -II Tax Incentives and Tax Planning			
CO2:: To Gain knowledge about different Tax Incentives & Tax Planning			
TB :: B Patel, "Project Management", Vikas.			
2	Tax Incentives and Tax Planning	From: 16-12-2022 To: 05-01-2023	Lecture interspersed with Discussions
1	The Project Investment decisions		
2	Zero based projectformulation		
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	From: 06-01-2023 To: 29-01-2023	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	From: 30-01-2023 To: 25-02-2023	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.		

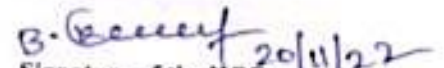
UNIT – V Project Evaluation and Audit

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	From: 26-02-2023 To: 18-03-2023	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: (IMB198A1)
HUMAN RESOURCE METRICS AND ANALYTICS

Course Title: HUMAN RESOURCE METRICS AND ANALYTICS			
Section : IMBA IV/VIII	Date : 20-11-2022	Page No : 01 of 02	
Revision No : 00	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to HR Metrics Overview			
CO1: Learner is able to learn meaning and importance of HR Metrics in business.			
TB :: Edwards Martin R, Edwards Kirsten (2016).—Predictive HR Analytics: Mastering the HR Metric			
1	Objectives— Historical evolution of HR metrics	From: 21-11-2022 To: 05-12-2022	Lecture interspersed with discussions
2	Explain how and why metrics are used in an organization		
3	Deciding what metrics are important to your business		
4	HR metrics design principles		
5	Approaches for designing HR metrics		
6	The Inside-Out Approach—The Outside-In Approach		
7	Align HR metrics with business strategy.		
8	business strategy, goals and objectives		
9	Link HR to the strategy map		
10	Creating levels of metrics measures		
UNIT –II: Building HR functions metrics			
CO2: To understand the functions of HR functions metrics.			
TB :: Edwards Martin R, Edwards Kirsten (2016).—Predictive HR Analytics: Mastering the HR Metric			
11	Workforce Planning Metrics	From: 16-12-2022 To: 05-01-2023.	Lecture interspersed with discussions
12	Recruitment Metrics		
13	Training & Development Metrics		
14	Compensation & Benefits Metrics		
15	Employee relations		
16	Retention Metrics		
UNIT –III HR Analytics Overview			
CO3: To understand HR analytics overview .			
TB :: Edwards Martin R, Edwards Kirsten (2016).—Predictive HR Analytics: Mastering the HR Metric			
17	What HR Analytics	From: 06-01-2023 To: 29-01-2023	Lecture interspersed with discussions
18	Importance of HR Analytics		
19	Translating HR metrics results		
20	actionable business decisions for upper management		
21	HR information systems and data sources		
22	HR Metrics and HR Analytics		
23	Intuition versus analytical thinking		
24	Intuition versus analytical thinking		
UNIT IV: Diversity Analysis			
CO4: To know equality ,diversity ,segmentation and selection analytics.			
TB :: Edwards Martin R, Edwards Kirsten (2016).—Predictive HR Analytics: Mastering the HR Metric			
25	Equality, diversity and inclusion	From: 30-01-2023 To: 25-02-2023	Lecture interspersed with discussions
26	measuring diversity and inclusion		
27	Testing the impact of diversity		
28	Workforce segmentation		
29	search for critical job roles		
30	Recruitment and Selection Analytics		

31	Evaluating Reliability		
32	Validity of selection models		
UNIT V: Predicting the performance and turnover			
CO5: To understand performance analysis, training and development and turnover.			
TB :: Edwards Martin R, Edwards Kirsten (2016).—Predictive HR Analytics: Mastering the HR Metric			
33	Performance Analysis	From: 26-02-2023 To: 18-03-2023	Lecture interspersed with discussions
34	Predicting employee performance		
35	Training requirements		
36	Evaluating training and development		
37	Optimizing selection and promotion decisions		
38	Monitoring impact of Interventions		
39	Evaluating stress levels and value		
40	Evaluation mediation process		
41	Formulating evidence based practices		
42	Moderation and interaction analysis.		

Faculty

B. Eswar
HOD 20/11/22

TENTATIVE LESSON PLAN: (IMB19A2)

Course Title: STRATEGIC FINANCIAL MANAGEMENT (IMB19A2)			
Section : IMBA IV/VIII	Date : 20-11-2022	Page No : 01 of 02	
Revision No : 00	Prepared By : B.CHINNI	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Corporate Policy CO1: Obtain the knowledge of shareholders value creation and corporate policy TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi			
1.	Corporate Policy	From: 21-11-2022 To: 05-12-2022	Lecture interspersed with discussions
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: To understand the concept of EPS and dividend calculation methods. TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi			
11.	Corporate Financial Strategies	From: 16-12-2022 To: 05-01-2023.	Lecture interspersed with discussions
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: understand the net present value and internal rate of return. TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi.			
17.	Techniques of Investment Appraisal Under Risk and Uncertainty	From: 06-01-2023 To: 29-01-2023	Lecture interspersed with discussions
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		

TENTATIVE LESSON PLAN

Strategic Human Resource Management: (IMB198B1)

Course Title: Strategic Human Resource Management (IMB198B1)		
Section: IMBA IV/VIII	Date : 21-11-2022	Page No : 01 of 02
Revision No : 00	Prepared By : SHAIK SHAFIULLAH	Approved By : HOD

Tools: Black board, PPTs

S.NO	TOPIC	Date	Mode of Delivery
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UNIT -I Human Resource Strategy.

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	21-11-2022 To 02-12-2022	Lecture interspersed with discussions
2.	Evaluation objectives of HR Strategy		
3.	Importance of HR Strategy		
4.	Types of HR strategies		
5.	Steps in formulation of HR Strategies		
6.	Strategic fit- a conceptual frame work		
7.	HR contribution to strategy		
8.	Strategy driven role behaviors and Practices.		
9.	Theoretical perspectives on SHRM approaches.		
10.	Linking business strategies to HR strategy.		
11.	Case study		

UNIT -II Strategic Human Resource Planning.

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.

S.NO	TOPIC	Date	Mode of Delivery
12.	Objectives of strategic planning	03-12-2022 To 12-12-2022	Lecture interspersed with discussions
13.	Nature of strategic planning		
14.	Components of strategic planning		
15.	Benefits of strategic planning		
16.	Levels of strategic planning		
17.	Activities related to strategic HR Planning		
18.	Basic overview of various strategic planning models.		
19.	Strategic HR Planning Models.		
20.	Components of the strategic plan.		
21.	Process of strategic planning		
22.	Human resource Manager and strategic planning		

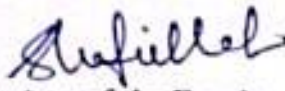
UNIT - III Strategy Implementation.

CO3: To gain knowledge about the Implementation of Strategy, Resourcing and Retention techniques.

TB: Strategic Human Resource Management –Dr. Anjali. Ghanekar –Everest Publishing House

S.NO	TOPIC	Date	Mode of Delivery
23.	Strategy implementation as a social issue	13-12-2022 To: 12-01-2023	Lecture interspersed with discussions
24.	The role of Human Resource		
25.	Work Force utilization		
26.	Problems of work force utilization		
27.	Techniques for improving work force utilization		
28.	Efficient utilization of human resource		
29.	Cross training		
30.	Employment practices		
31.	Resourcing strategies		

32.	Retention strategies		
33.	Reward management strategies		
34.	Performance management strategies		
UNIT – IV Strategic Human Resource Development. <ul style="list-style-type: none"> • 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., 			
S.NO	TOPIC	Date	Mode of Delivery
35.	Concept of strategic planning for HRD	13-01-2023 To 28-01-2023	Lecture interspersed with discussions
36.	Levels in strategic HRD Planning		
37.	Training strategies		
38.	Development strategies		
39.	HRD Effectiveness.		
40.	Core competencies		
41.	Training		
42.	Induction		
43.	Counseling		
UNIT – V Human Resource Evaluation. <ul style="list-style-type: none"> • CO5: To know and understand the techniques of Human Resource Evaluation. • TB: Strategic Human Resource Development- Kandula Srinivasa Rao- PHI Learning pvt ltd 			
S.NO	TOPIC	Date	Mode of Delivery
44.	Overview of Evaluation	29-01-2023 To 16-02-2023	Lecture interspersed with discussions
45.	Approaches to evaluation		
46.	Evaluation strategic contributions to traditional areas		
47.	Evaluating strategic contribution of emerging areas		
48.	HR as a profit centre		
49.	HR outsourcing strategy.		
50.	Benefits of HR evaluation		
51.	Obstacles of HR evaluation		
52.	Case study 1		
53.	Case study 2		
54.	Case study 3		
55.	Case study 4		
56.	Case study 5		
57.	Revision		
58.	Slip Test		
59.	Previous question paper		


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TENTATIVE LESSON PLAN : IMB1688

Course Title: Portfolio Management (IMB1688)		
Section: IMBA IV/II	Date : 21-11-2022	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 21-11-2022 TO 2-12-2022	Lecture interspersed 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 03-12-2022 TO 21-12-2022	Lecture interspersed 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 22-12-2022 TO 10-01-2023	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 Derivatives CO4; obtained knowledge on Neural Networks, Artificial Neural Networks , Fuzzy logic , Behavioral Models , .Portfolio Management TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian			

17	Derivatives Trading	FROM 11-1-2022 TO 23-01-2023	Lecture interspersed with discussions
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 CommodityMarketCommodity and Currency Derivatives Legal Frame Work Policy Linearization

TB :: Security Analysis and Portfolio Management BY Punithavathy Pandian

No. of Periods	TOPIC	DATE	Mode of Delivery
21	The Indian Connection with Commodity Market	FROM 24-1-2023 TO 10-2-2023	Lecture interspersed 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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B. Geetha 21/1/22
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TENTATIVE LESSON PLAN

- Course Objectives:** **COB 1:** To make aware of the various concepts of organizational change and development
COB 2: To help in understanding the importance change and development activities in organizations
COB 3: To help in analyzing the role of change in organizational development.
COB 4: To help in understanding problems in change management.

Course Title: IMB198C1 (ORGANISATIONAL DEVELOPMENT & CHANGE MANAGEMENT)			
Section: IMBA IV YEAR VIII SEM	Date: 21-11-2022	Page No: 01 of 02	
Revision No: 00	Prepared By: N.SAFALYA	Approved By: HOD	
Tools: Black board, PPTs			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I Basics of Change Management			
CO1: Describe the meaning and concepts of change and development.			
TB: Cummings: —Theory of Organisation Development and Change, Cengage Learning, New Delhi, 2013.			
1.	Meaning, nature and Types of Change Management	21-11-2022 To 07-12-2022	LECTURES
2.	Change programmes		
3.	Change levers		
4.	Change as transformation		
5.	Change as turnaround		
6.	Value based change		
7.	Tutorial		
UNIT -II Mapping change			
CO2: Importance of mapping change.			
TB: Cummings: —Theory of Organisation Development and Change, Cengage Learning, New Delhi, 2013.			
8.	The role of diagramming in system investigation	08-12-2022 To 27-12-2022	LECTURES
9.	A review of basic flow diagramming techniques		
10.	Systems relationships		
11.	Systems diagramming and mapping		
12.	Influence charts		
13.	Multiple cause diagrams		
14.	A multidisciplinary approach		
15.	Systems approach to change		
16.	Systems autonomy and behavior		
17.	The intervention strategy model		
18.	Total project management model (TPMM)		
19.	Learning organization		
20.	The relevance of a learning organization		
21.	Strategies to build a learning organization		
	Tutorial		
UNIT - III Organization Development			
CO3: Distinguish between organizational development and change.			
TB: Cummings: —Theory of Organisation Development and Change, Cengage Learning, New Delhi, 2013.			
No. of Periods	TOPIC	DATE	Mode of Delivery
22.	Meaning, Nature and scope of Organization Development	04-01-2023 To 27-01-2023	LECTURES
23.	Dynamics of planned change		
24.	Person-focused and role-focused OD interventions		
25.	Planning OD Strategy, Challenges to OD Practitioners		
26.	OD interventions in Indian Organizations		
	Tutorial		

UNIT – IV Negotiated Change**CO4:** Compare change management strategies in organizations.**TB:** Cummings: —Theory of Organisation Development and Change, Cengage Learning, New Delhi, 2013.

No. of Periods	TOPIC	DATE	Mode of Delivery
28.	Change in the labour	28-01-2023 To 17-02-2023	LECTURES
29.	Management relations in the post-liberalized India		
30.	Collective bargaining strategy to the challenges of Globalization and the restructuring of enterprises in India		
31.	Changes in the legal frame work of collective bargaining		
32.	Negotiated flexibility		
33.	Productivity bargaining		
34.	Improved work relations		
35.	Public sector bargaining		
36.	social security		
	Tutorials		

UNIT – V Team Building**CO5:** Research on team building.**TB:**

No. of Periods	TOPIC	DATE	Mode of Delivery
39.	Nature and Importance of Teams	17-02-2023 To 18-03-2023	LECTURES
40.	Team Vs Groups		
41.	Types of teams		
42.	Characteristics of Virtual teams		
43.	Team building life cycle		
44.	Team building skills		
45.	Virtual team		
46.	High performance teams		
47.	Self managing teams		
48.	Building team relationships		
49.	Empowered teams		
50.	leadership on teams		
51.	Managing cross –cultural diversity in teams		
52.	Group think as a decision making process		
53.	Effective decision making techniques for teams and groups		
54.	role of change consultant		
55.	contemporary issues in managing teams		
	Tutorials		

Nep. Jolly
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B. Gaur
21/11/22
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TENTATIVE LESSON PLAN

Course Title: FINANCIAL MARKETS AND SERVICES(IMB168C)			
Section : IMBA IV/VIII	Date : 20-11-2022	Page No : 01 of 02	
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board			
No. of Periods	TOPIC	Date	Mode of Delivery
UNIT – Structure of Financial System			
CO1::Provide awareness of RBI and SEBI			
TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
1.	Role of Financial System in Economic Development	From: 21-11-2022 To: 05-12-2022	Lecture interspersed with discussions classes
2.	Financial Markets and Financial Instruments		
3.	Capital Markets		
4.	Money Markets		
5.	Primary Market Operations		
6.	Role of SEBI		
7.	Secondary Market Operations		
8.	Functions of Stock Exchanges		
9.	Listing,		
10.	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			
11.	Nature and Scope of Financial Services	From: 16-12-2022 To: 05-01-2023	Lecture interspersed with discussions classes
12.	Regulatory Frame Work of Financial Services		
13.	Growth of Financial Services in India		
14.	Merchant Banking		
15.	Responsibilities of Merchant Bankers		
16.	Role of Merchant Bankers in Issue Management		
17.	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			
18.	Growth of Venture Capital in India	From: 06-01-2023 To: 29-01-2023	Lecture interspersed with discussions classes
19.	Financing Pattern under Venture Capital		
20.	Legal Aspects and Guidelines for Venture Capital		
21.	Leasing		
22.	types of Leases		
23.	Leasing Option Vs. Borrowing		
UNIT – IV Credit Rating			
CO4: Understand the rating of the customers			
TB:: Vasanthi Desai, Financial Markets & Financial Services, Himalaya, Mumbai			
24.	Meaning, Functions of credit rating	From:	
25.	Debt Rating System of CRISIL.		

26.	ICRA and CARE	30-01-2023 To: 25-02-2023	Lecture intersperse d with discussions classes
27.	Factoring,		
28.	Forfeiting and Bill Discounting		
29	Types of Factoring		
30	Factoring in Indian context		

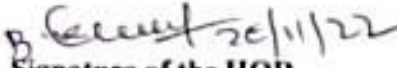
UNIT – V Mutual Funds

CO5: Know the need of micro finance.

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

31	Concept and Objectives, Functions and Portfolio Classification	From: 26-02-2023 To: 18-03-2023	Lecture interspersed with discussions classes
32	Management, Guidelines for Mutual Funds		
33	Working of Public and Private Mutual Funds in India		
34	Debt Securitisation		
35	Concept and Application		
36	De-mat Services-need and Operations		
	Role of NSDL and CSDL		


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TENTATIVE LESSON PLAN

Course Title: International Human Resource Management (MB194A2)	
Section MBA II/IV	Date :13 -03-2023 Page No : 01 of 03
Revision No : 0	Prepared By : Mrs G.Srilalitha Approved By : HOD

Tools: Black board, PPTs

sSerial Number	TOPIC	Date	Mode of Delivery
<p>UNIT -I Concept of IHRM. CO1: To acquaint the students with the knowledge of International Human Resource Management in various perspectives. TB: Subba Rao P, IHRM , Himalaya Publishing - 2011</p>			
1.	Introduction	From: 13-03-2023 To: 01-04-2023	Lecture interspersed with discussions
2.	Aglobal HR perspectives in new economy		
3.	Challenges of Globalisation		
4.	Implications of managing people		
5.	Leveraging HR		
6.	Strategic role of international HRM		
7.	Distinction between Domestic & IHRM		
8.	HR challenges		
9.	HR challenges in international level		
10.	Revision		
<p>UNIT -II Managing International Assignments CO2: To acquaint the students with knowledge of Assignments in International Human Resource Management. TB: Subba Rao P, IHRM , Himalaya Publishing – 2011</p>			
Serial Number	TOPIC	Date	Mode of Delivery
11.	Managing International Assignments	From: 03-04-2023 To: 27-04-2023	Lecture interspersed with discussions
12.	Significance		
13.	Global HR Planning		
14.	Staffing Policy		
15.	Training & Development		
16.	Performance Appraisal		
17.	International Labour Relations		
18.	Industrial Democracy		
19.	Expatriate & Repatriate		
20.	Strategies		
21.	Legal content to HRM & Women Problems		
<p>UNIT - III Cross Culture Management CO3: To gain knowledge on the basic concept of cross culture management. TB: Subba Rao P, IHRM , Himalaya Publishing - 2011</p>			
Serial Number	TOPIC	Date	Mode of Delivery
22.	Cross culture management		
23.	Importance & Issues		
24.	Understanding Diversity		

25.	Cultural Theories	From: 28-05- 2023 To: 09-06- 2023	Lecture interspersed with discussions
26.	Hofstede's Model		
27.	Kluckhohn Strodtbeck Model		
28.	Andre Lauren't Theory		
29.	Cultural issues		
30.	Skill building methods		
31.	Cross cultural communication & Negotiation		
32.	Cross Cultural Teams, Talent crunch		
33.	Indian MNC'S & challenges		

UNIT – IV Compensation Management

- CO4: To understand the trends and global compensation implications on indian systems
- TB: Subba Rao P, IHRM , Himalaya Publishing – 2011

Serial Number	TOPIC	Date	Mode of Delivery
34.	Compensation management	From: 12-07- 2023 To: 23-07- 2023	Lecture interspersed with discussions
35.	Objectives & importance		
36.	Trends & Issues		
37.	Compensation management methods		
38.	Facts of consideration& its model		
39.	Incentive mmethods		
40.	Approaches of compensation in Global		
41.	Global assignment compensation implications on indian system.		
42.	Performance management		

UNIT – V Global Strategic Advantages through HRD

- CO5: To undestand the HRD & Global strategies as well as challenges inn creation of new jobs through Globalisation
- TB: Subba Rao P, IHRM , Himalaya Publishing - 2011

Serial Number	TOPIC	Date	Mode of Delivery
43.	Global strategic advantages through HRD	From: 15-06- 2023 To: 01-07- 2023	Lecture interspersed with discussions
44.	Measures for creating Global HRD climate		
45.	Strategic framework of HRD		
46.	Challenges of HRD		
47.	Globalisation & Qwality of work life		
48.	Productivity & creation of new jobs		
49.	Challenges in creation of new jobs through Globalisation		
50.	New corporate culture		

E. Srinivas
13/3/23
Signature of the Faculty

B. G. Srinivas
13/3/23
Signature of the HOD

TENTATIVE LESSON PLAN: MB194B2

Course Title: GLOBAL FINANCIAL MANAGEMENT (MB194B2)		
Section : MBA II/ II	Date :	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
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UNIT -I International Monetary and Financial System

CO1 Obtain knowledge on Monetary System

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

1	Introduction to Global Financial Management	From: 20/03/2023 To: 06/04/2023	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 Foreign Exchange Risk

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	From: 06/04/2023 To: 27/04/2023	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 Features of Different International Markets

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	From: 28/04/2023 To: 18/05/2023	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 Foreign Investment Decisions

CO4: Equip with International Investment Decisions

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

2008.

No. of Periods	Currency Options.	Date	Mode of Delivery
2	International Investment Decision	From: 19/05/2023 To: 17/06/2023	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 International Accounting and Reporting

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	From: 19/06/2023 To: 15/07/2023	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		


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Signature of the HOD 20/3/23

TENTATIVE LESSON PLAN

Course Title: Human Resource Development(MB194A4)	
Section MBA I/II	Date : 13-03-2023
Revision No : 0	Prepared By : Ms. Pratyusha Anne
	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT –I concept of HRD.			
CO1: To acquaint the students with the knowledge of importance Human Resource Development in various sectors.			
TB: Human Resource Planning – Walker James –MGH.			
1.	Introduction	From:13-03-2023 To:28-03-2023	Lecture interspersed with discussions
2.	Nature of HRD		
3.	Objectives of HRD		
4.	Principles of structuring HRD department		
5.	HRD framework		
6.	Strategic HR framework approach		
7.	Integrative framework approach		
8.	HRD in selected Industrial organization		
9.	HRD in IT sector		
10.	HRD in service sector		
UNIT –II HRD strategies.			
CO2: To acquaint the students with knowledge of different strategies Human Resource Development.			
TB: Human Resource Planning – Walker James –MGH			
Serial Number	TOPIC	Date	Mode of Delivery
11.	Key components of HRD strategies	From: 29-03-2023 To:18-04-2023	Lecture interspersed with discussions
12.	Types of HRD strategies		
13.	Developing HRD strategies		
14.	Training need, purpose		
15.	Importance of training		
16.	Purposes of management development		
17.	Methods of HRD need assessment		
18.	Implementing HRD programmes		
19.	On-the-job training		
20.	Off-the-job training		
21.	Designing and development of HRD programme		
UNIT - III HRD Interventions.			
CO3: To gain knowledge about the Mentoring in organizations.			
TB: Human Resource Planning – Walker James –MGH			
Serial Number	TOPIC	Date	Mode of Delivery
22.	HRD interventions		
23.	Types of HRD interventions		
24.	Implementation of intervention		

25.	Mentoring	From: 19-04-2023 To: 13-05-2023	Lecture interspersed with discussions
26.	Participants of mentoring		
27.	Responsibilities of mentoring		
28.	Mentoring program		
29.	Barriers of mentoring		
30.	Role of mentoring in development		
31.	Role of mentor and mentee		
32.	Responsibilities of mentor and mentee		
33.	Special issues in mentoring		
UNIT – IV Employee counseling for HRD.			
<ul style="list-style-type: none"> • CO4: To understand the concepts of counseling, stress, career-planning, management and development. • TB: Human Resource Planning – Walker James –MGH 			
Serial Number	TOPIC	Date	Mode of Delivery
34.	Employee counseling program	From: 15-05-2023 To: 05-06-2023	Lecture interspersed with discussions
35.	Characteristics		
36.	Need		
37.	Advantages, disadvantages of counseling		
38.	Stress		
39.	Stress management		
40.	Career, career planning		
41.	Career management		
42.	Career development		
UNIT – V The future of HRD and HRD ethics.			
<ul style="list-style-type: none"> • CO5: To know and understand the future of HRD and its ethics. • TB: Human Resource Planning – Walker James –MGH 			
Serial Number	TOPIC	Date	Mode of Delivery
43.	History and future of HRD in India	From: 06-06-2023 -To: 24-06-2023	Lecture interspersed with discussions
44.	Research and practices in HRD		
45.	Ethics in HRD		
46.	Application of HRD		
47.	Organizational change		
48.	Nature		
49.	Types of organizational change		
50.	Change process		

Signature of the Faculty
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B. G. G. 13/3/23
Signature of the HOD

ACTUAL LESSON PLAN: (MB194B3)

Course Title: FINANCIAL RISK MANAGEMENT		(MB194B3)
Section : MBA II/II	Date : 20/3/23	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
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UNIT -I : Introduction, the concept of Risk.

CO1: To acquaint the student with basic knowledge of risk concepts, Risk management and its approaches and methods.

TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.

1.	Nature and scope of risk, sources of risk and evaluation of risk		Lecture interspersed with discussions
2.	Types of risk, risk indicators, risk management process.		
3.	An integrated approach to corporate risk management.		
4.	Risk management approaches and methods.		
5.	Risk in financial institutions.		
6.	Risk reporting process		

UNIT -II MEASUREMENT AND MANAGEMENT OF RISK :

CO2: TO acquaint the student with knowledge about various method of risk management.

TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.

1	Concept of Value at Risk		Lecture interspersed with discussions
2	Computation of VaR		
3	stress testing, back testing		
4	Cash flow at risk		
5	Managing risk and its methods		
6	Risk Avoidance		
7	Loss control		
8	Risk retention and risk transfer		
9	Asset Liability Management		
10	RBI Guidelines of management of risks		

UNIT - III : TECHNIQUES AND TOOLS OF RISK MANAGEMENT :

CO3: Gain knowledge about techniques and tools of risk management like Forward and Futures contracts and other Derivatives.

TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.

1	The concept of Derivatives and types of Derivatives.		Lecture interspersed with discussions
2	The role of Derivatives in manage risk		
3	Features of Forward, Futures contracts		
4	Valuation of Forward, Futures contracts		
5	Difference between Forward and Futures contract		
6	Risk management with Forward contracts		
7	Risk management with Futures contract		

UNIT – IV TECHNIQUES AND TOOLS OF RISK MANAGEMENT :**CO4: TO gain knowledge about risk management tools like SWAPS****TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.**

1	Types of SWAPS		Lecture interspersed with discussions
2	mechanics of interest rate swaps		
3	Valuation of interest rate swaps		
4	Pricing of interest rate swaps		
5	Concept of currency swaps		
6	Types of currency swaps		
7	Pricing of currency swaps		
8	Valuing of currency swaps		

UNIT –V TECHNIQUES AND TOOLS OF RISK MANAGEMENT :**CO5: TO understand about techniques and tools risk management like options.****TB: DUN AND BRADSTREET, FIANCIAL RISK MANAGEMENT, 2007, TMH, NEW DELHI.**

1	Types of Options		Lecture interspersed with discussions
2	Pricing of Call and Put options		
3	Options on stock indices and currencies		
4	The Binominal option pricing model		
5	The Black & Scholes option pricing model		
6	problems		

B. Green
Signature of the Faculty | 20/3/23

B. Green
Signature of the HOD | 20/3/23

TENTATIVE LESSON PLAN

Course Title: Strategic Human Resource Management(MB194A5)	
Section: MBA II/IV	Date : 20-03-2023
Revision No : 0	Page No : 01 of 02
Prepared By : Ms.B.Indira	
Approved By : HOD	

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
<p>UNIT –I Human Resource Strategy. 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.</p>			
1.	Introduction to SHRM	From: 20-03-2023 To: 06-04-2023	Lecture interspersed with discussions
2.	Evaluation objectives of HR Strategy		
3.	Importance of HR Strategy		
4.	Types of HR strategies		
5.	Steps in formulation of HR Strategies		
6.	Strategic fit- a conceptual frame work		
7.	HR contribution to strategy		
8.	Strategy driven role behaviors and Practices.		
9.	Theoretical perspectives on SHRM approaches.		
10.	Linking business strategies to HR strategy.		
<p>UNIT –II Strategic Human Resource Planning. 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.</p>			
Serial Number	TOPIC	Date	Mode of Delivery
11.	Objectives of strategic planning	From: 10-04-2023 To: 25-04-2023	Lecture interspersed with discussions
12.	Nature of strategic planning		
13.	Components of strategic planning		
14.	Benefits of strategic planning		
15.	Levels of strategic planning		
16.	Activities related to strategic HR Planning		
17.	Basic overview of various strategic planning models.		
18.	Strategic HR Planning Models.		
19.	Components of the strategic plan.		
20.	Process of strategic planning		
21.	Human resource Manager and strategicplanning		
<p>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</p>			
Serial Number	TOPIC	Date	Mode of Delivery
22.	Strategy implementation as a social issue		
23.	The role of Human Resource		
24.	Work Force utilization		

25.	Problems of work force utilization	From: 26-04-2023 To: 25-05-2023	Lecture interspersed with discussions
26.	Techniques for improving work force utilization		
27.	Efficient utilization of human resource		
28.	Cross training		
29.	Employment practices		
30.	Resourcing strategies		
31.	Retention strategies		
32.	Reward management strategies		
33.	Performance management strategies		

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
34.	Concept of strategic planning for HRD	From: 26-05-2023 To: 14-06-2023	Lecture interspersed with discussions
35.	Levels in strategic HRD Planning		
36.	Training strategies		
37.	Development strategies		
38.	HRD Effectiveness,		
39.	Core competencies		
40.	Training		
41.	Induction		
42.	Counseling		

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
43.	Overview of Evaluation	From: 15-06-2023 To: 23-06-2023	Lecture interspersed with discussions
44.	Approaches to evaluation		
45.	Evaluation strategic contributions to traditional areas		
46.	Evaluating strategic contribution of emerging areas		
47.	HR as a profit centre		
48.	HR outsourcing strategy.		
49.	Benefits of HR evaluation		
50.	Obstacles of HR evaluation		

Signature of the Faculty *venkatesh 20/3/23*

Signature of the HOD *B. Geetha 20/3/23*

TENTATIVE LESSON PLAN: (MB194A2)

Course Title: STRATEGIC FINANCIAL MANAGEMENT (MB194A2)			
Section : MBA II/II	Date : 13-03-2023	Page No : 01 of 02	
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board			
S.NO	TOPIC	Date	Mode of Delivery
UNIT –I Introduction to Corporate Policy			
CO1: Obtain the knowledge of shareholders value creation and corporate policy			
TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi			
1.	Corporate Policy	From: 13-03-2023 To: 05-04-2023	Lecture interspersed with discussions
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: To understand the concept of EPS and dividend calculation methods.			
TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi			
1	Corporate Financial Strategies	From: 06-04-2023 To: 30-04-2023.	Lecture interspersed with discussions
2	Capital Structure Planning		
3	EBIT, EPS, ROE analysis		
4	Financial Options and Value of the Firm		
5	Dividend Policy and Value of the Firm		
6	Growth and External Financing Requirement. (Problems)		
UNIT –III Corporate Investment Strategy			
CO3: understand the net present value and internal rate of return.			
TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi.			
1	Techniques of Investment Appraisal Under Risk and Uncertainty	From: 08-05-2023 To: 25-05-2023	Lecture interspersed with discussions
2	Risk Adjusted Net Present Value		
3	Risk Adjusted Internal Rate of Return		
4	Capital Rationing		
5	Decision Tree Approach for Investment Decisions		
6	Evaluation of Lease Vs Borrowing Decision		

7	LONG TERM INVESTMENT RISKS ANALYSIS WITH RISK AND return.		
8	Problems on lease		
UNIT IV: Corporate Financial Engineering:			
CO4: Gain the knowledge on theories of merger.			
TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi.			
1	Corporate Financial Engineering	From: 26-05-2023 To: 10-06-2023	Lecture interspersed with discussions
2	Merger Strategy , Theories of Mergers		
3	Horizontal and Conglomerate Mergers		
4	Merger Procedure		
5	Valuation of Firm – Financial Impact of Merger		
6	Merge and Dilution Effect on Earnings Per Share		
7	Merger and Dilution Effect on Business Control.		
8	Problems on merger and dilution.		
UNIT V: Corporate Restructuring			
CO5: To understand types and procedure of takeover			
TB :: I.M. Pandey – "Financial Management" Vikas Publishers, New Delhi.			
1	Takeover Strategy	From: 11-06-2023 To: 26-06-2023	Lecture interspersed with discussions
2	Types of Takeovers		
3	Negotiated and Hostile Bids		
4	Takeover Procedure		
5	Takeover Defences		
6	Takeover Regulations of SEBI		
7	Sell offs – Spin Offs – Leveraged Buyouts		
8	Buy back shares – Alignment of Interest – Corporate Governance . (Problems)		

A. Singh
Faculty 13/03/2023

B. G. G. G.
HOD 13/3/23

TENTATIVE LESSON PLAN: (MB1921)

Course Title: FINANCIAL MANAGEMENT (MB1921)

Section : MBAT/II Date :20-03-2023

Page No : 01 of 02

Revision No : 00

Prepared By :Dr.B.KRISHNAIAH

Approved By : HOD

Tools : Black board

S.NO	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:RAJIV SRIVASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI,2009.			
1.	Introduction to financial management	From: 20-03-2023 To: 12-04-2023	Lecture interspersed with discussions
2.	Nature and scope of financial management		
3.	Functions of financial management		
4.	Goals of FM		
5.	Major decisions of financial manager		
6.	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:RAJIV SRIVASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI,2009.			
1	Introduction to financing decision	From: 13-04-2023. To: 29-04-2023	Lecture interspersed with discussions
2	Sources of finance		
3	Introduction to cost of capital		
4	Problems on cost of debt		
5	Problems on cost of equity		
6	Problems on cost of retained earnings		
7	Problems on WACC		
8	Problems on EBIT-EPS analysis		
9	Problems on leverages		
10	Problems on WACC		
UNIT - III : INVESTMENT DECISION :			
CO3: Gain knowledge about Time value of money calculation methods and techniques of investment appraisal.			
TB:RAJIV SRIVASTAVA &ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI,2009.			
1	Introduction to investment decision	From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
2	Process and importance of capital budgeting		
3	Problems on PBP method		
4	Problems on ARR method		
5	Problems on NPV method		
6	Problems on PI method		
7	Problems on IRR method and time value of money		

UNIT – IV DIVIDEND DECISION :**CO4:** TO gain knowledge about forms of dividend and theories of dividend**TB ::** RAJIV SRIVASTAVA & ANIL MISRA, FIANCIAL MANAGEMENT OXFORD, NEW DELHI, 2009.

1	Introduction to dividend decision	From: 26-06-2023 To: 10-07-2023	Lecture interspersed with discussions
2	Forms and types of dividend		
3	Determinants of dividend		
4	Theories of dividend		
5	Problems on Walter model		
6	problems on Gardens model		
7	Problems on MM Approach		
8	Dividend policies of Indian corporate		

UNIT –V LIQUIDITY DECISION :**CO5:** TO understand about importance of cash management, receivables management and inventory management.**TB ::** P.VIJAY KUMAR, MMADANA MOHAN FIANCIAL MANAGEMENT HPH, NEW DELHI, 2013

1	Components and concept of working capital	From: 11-04-2023 To: 24-07-2023	Lecture interspersed with discussions
2	Factors effecting working capital requirements		
3	Problems on working capital requirements		
4	Cash management models and strategies		
5	Receivables objectives and factors effecting size of receivable		
6	Inventory control techniques		

B. K. K... 20/3/2023
Signature of the Faculty

B. K. K... 20/3/2023
Signature of the HOD

TENTATIVE LESSON PLAN: MB1922
HUMAN RESOURCE MANAGEMENT

Course title: HUMAN RESOURCE MANAGEMENT			
Section : MBA-I/II	Date : 20-03-2023	Page No : 01 of 03	
Revision No : 00	Prepared By :B.CHINNI	Approved By : HOD	
Tools: Black board, PPTs			
S.No.	TOPIC	Date	Mode of Delivery
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.			
TB: K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013			
1	HRM: Significance – Definition	From: 20-03-2023 To: 12-04-2023	Class room discussion with Black Board
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		
UNIT-II Investment perspectives of HRM			
Co2: It emphasizing on handling the human resource planning, demand and supply management,recruitment and selection, T&D, Job analysis , HRD concept & counselling			
TB: K Aswathappa: —Human Resource and Personnel Managementl, Tata McGraw Hill, New Delhi, 2013			
1	HR Planning	From: 13-04-2023. To: 29-04-2023	Class room discussion with Black Board
2	Demand and Supply forecasting		
3	Recruitment and Selection		
4	Sources of recruitment		
5	Tests and Interview Techniques		
6	Training and Development		

7	Training and Development Methods		
8	Training and Development techniques		
9	Job design , evaluation		
10	Job Analysis		
11	Management development		
12	HRD concepts		

UNIT-III Performance Appraisal

CO3: 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 Gamesl, Himalaya Publishing House, New Delhi,2008

1	Performance Appraisal: Importance	From: 01-06-2023 To 25-06-2023	Class room discussion with Black Board
2	Methods – Traditional methods		
3	Modern methods		
4	Latest trends in performance appraisal		
5	Career Development and Counseling		
6	Compensation - Concepts		
7	Compensation Principles		
8	Influencing Factors- in Compensation		
9	Current Trends in Compensation		
10	Methods of Payments in detail -		
11	Incentiverewards 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 — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008

1	Wage and Salary Administration: Concept	From: 26-06-2023 To: 10-07-2023	Class room discussion with Black Board
2	Wage Structure		
3	Wage and Salary Policies		
4	Legal Frame Work		
5	Determinants of Payment of Wages		
6	Wage Differentials		
7	Incentive Payment Systems		
8	Welfare management: Nature and concepts		
9	statutory and non-statutory welfare measures		

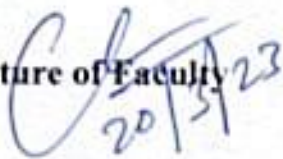
UNIT-V Managing Industrial Relations

COS: 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.

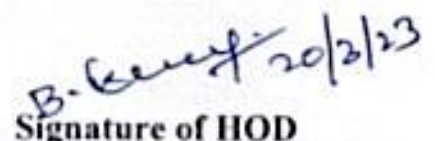
TB: K.Aswhathappa — Organisational Behaviour-Text, Cases and Gamesl, Himalaya Publishing House, New Delhi,2008

1	Trade Unions	From: 11-04-2023 To: 24-07-2023	Class room discussion with Black Board
2	Employee Participation Schemes		
3	Collective Bargaining		
4	Grievances		
5	Employee grievance and types		
6	disputes resolution mechanisms		
7	Safety at work – nature		
8	Safety at work importance		
9	work hazards		
10	safety importance		
11	work place stress		
12	safety mechanisms		
13	Managing work place stress		

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Signature of HOD


B. K. S. 20/3/23

TENTATIVE LESSON PLAN

Course Title: MARKETING MANAGEMENT(MB1923)			
Section :MBA I/II	Date : 20-03-2023	Page No : 01 of 02	
Revision No : 00	Prepared By : G.KIRAN	Approved By : HOD	
Tools : Black board,PPT			
S.NO	TOPIC	Date	Mode of Delivery
UNIT -I INTRODUCTION TO MARKETING			
CO1:: To acquaint the student with basic knowledge the concepts of marketing and its environment			
TB:: Phillip Kotler: " Marketing Management ", Pearson Publishers, New Delhi, 2013			
1.	Needs - Wants – Demands of marketing	From: 20-03-2023 To: 12-04-2023	Lecture interspersed with discussions
2.	Transactions Concept of Market		
3.	Marketing		
4.	Marketing Mix		
5.	Marketing Concepts		
6.	Indian Marketing Environment		
UNIT -II Market Segmentation and Targeting.			
CO2:: TO understand the concept segmentation, positioning and targeting.			
TB:: Phillip Kotler: " Marketing Management ", Pearson Publishers, New Delhi, 2013			
1	Identification of Market Segments	From: 13-04-2023. To: 29-04-2023	Lecture interspersed with discussions
2	Segmenting Consumer Markets		
3	Segmentation Basis Evaluation		
4	Selection of Target Markets		
5	Developing and Communicating and Positioning		
UNIT::III Pricing Strategy			
CO3:: TO Understand the concepts of pricing and price changes			
TB:: TB:: Phillip Kotler: " Marketing Management ", Pearson Publishers, New Delhi, 2013			
1	Objectives of Pricing	From: 01-06-2023 To 25-06-2023	Lecture interspersed with discussions
2	Methods of Pricing		
3	Selecting the Final price		
4	Adopting price		
5	Initiating the price cuts		
6	Imitating price increases		
7	Responding to Competitor's price changes		
UNIT::IV Marketing Communication			
CO4:: TO Gain the knowledge on promotion activities			
TB:: TB:: Phillip Kotler: " Marketing Management ", Pearson Publishers, New Delhi, 2013.			
1	Communication Process	From: 26-06-2023 To: 10-07-2023	Lecture interspersed with
2	Communication Mix		
3	Managing Advertising		
4	Sales Promotion		
5	Public relations		
6	Direct Marketing		

7.	Sales force		
8.	Structure and Size		
9.	Sales force Compensation		
UNIT::V Marketing Organization and Control			
CO5:: TO Evaluation of marketing department.			
TB:: TB:: Phillip Kotler: "Marketing Management", Pearson Publishers, New Delhi, 2013.			
1	Evolution of Marketing Department	From: 11-04-2023 To: 24-07-2023	Lecture interspersed with discussions
2	Organizing the Marketing Department		
3	Marketing Implementation		
4	Control of Marketing Performance		
5	Annual Plan Control		
6	Profitability Control		
7	Efficiency Control - Strategic Control		


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TENTATIVE LESSON PLAN: MB1924

Course Title: OPERATIONS MANAGEMENT (MB1924)		
Section : MBA I / II	Date :	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 OPERATIONS MANAGEMENT:			
CO1 The Concept of operations management, Relation with other functional areas, Recent trend in Operation Management			
TB :: Panner Selvem: "Production and Operation Management", Prentice Hall of India, NewDelhi, 2012.			
1.	Introduction to Operations Management	From: 20/03/2023 To: 06/04/2023	Lecture interspersed with discussions
2.	Nature & Scope of Operation/ Production Management		
3.	Relationship with other functional areas,		
4.	Recent trend in 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.

No. of Periods	TOPIC	Date	Mode of Delivery
8.	Stages in Product Design process	From: 07/04/2023 To: 03/06/2023	Lecture interspersed with Discussions
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.

No. of Periods	TOPIC	Date	Mode of Delivery
13.	Methods of Forecasting, Overview of Operation Planning.	From: 05/06/2023 To: 17/06/2023	Lecture interspersed with discussions
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.

No. of Periods	TOPIC	Date	Mode of Delivery
22.	Productivity: Factors	From: 19/06/2023 To: 08/05/2023	Lecture interspersed with discussions
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: 10/07/2023 To: 29/07/2023	Lecture interspersed with discussions
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).		

P. Subbarao
Signature of the Faculty 20/3/23

B. Geetha
Signature of the HOD 20/3/23

TENTATIVE LESSON PLAN: MB1925 (2022-23)

Course Title: Business Research Methods (1st Year, 2 nd Semester).	
Section : MBA I/II	Date : 13-03-2023 Page No : 01 of 02
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 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.	From: 21/03/2023 To: 08/04/2023	Lecture interspersed with discussions
2.	The role of business research.		
3.	Aims of social research.		
4.	Pure research		
5.	Applied research		
6.	Qualitative research		
7.	Quantitative research		
8.	Descriptive research		
9.	Experimental research		
10.	Exploratory research		
11.	Ethical issues in business research		
12.	Research process		

UNIT -II Data Base			
<ul style="list-style-type: none"> • CO2: To acquaint the students with knowledge of data collection methods, sampling, and scaling techniques. • TB: Research Methodology—C.R. Kothari. 			

Serial Number	TOPIC	Date	Mode of Delivery
13.	Discussion on primary data	From: 10/04/2023 To: 25/04/2023	Lecture interspersed with discussions
14.	Secondary data		
15.	Tools and techniques of data collection		
16.	Methods of collecting data		
17.	Sampling design		
18.	Sampling procedures		
19.	Random sampling		
20.	Non random sampling		
21.	Determination of sample size		
22.	Appropriate sampling design		
23.	Designing of questionnaire		
24.	Measurement techniques		
25.	Scaling techniques		

UNIT - III Survey Research and Data Analysis.			
<ul style="list-style-type: none"> • CO3: To gain knowledge about field work management, preparation and presentation of research report. • TB: Research Methodology—C.R. Kothari. 			

Serial Number	TOPIC	Date	Mode of Delivery
26.	Nature of field work	26/04/2023	Lecture interspersed with discussions
27.	Field work management	To: 06/05/2023	
28.	Interviews		

29.	Personal interviews
30.	Telephone interviews
31.	Questionnaire
32.	Editing of data
33.	Coding of data
34.	Classification of data
35.	Tabulation of data
36.	Preparation of research report
37.	Presentation of research report.

UNIT – IV Statistical Inference.

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

Serial Number	TOPIC	Date	Mode of Delivery
38.	Formulation of hypothesis	From: 05/06/2023 To: 30/06/2023	Lecture interspersed with discussions
39.	Tests of hypothesis		
40.	Null and alternative hypothesis		
41.	Types of errors		
42.	Procedure of hypothesis testing		
43.	Parametric vs. non parametric tests		
44.	Z test for single proportion		
45.	Z test for two proportions		
46.	t test		
47.	t test for single mean		
48.	t test for two means		
49.	Chi square for goodness of fit		
50.	Chi square for independence of attributes		

UNIT – V Multivariate Analysis.

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

Serial Number	TOPIC	Date	Mode of Delivery
51.	Nature of multivariate analysis	From: 01/07/2023 To: 20/07/2023	Lecture interspersed with discussions
52.	Classifying multivariate techniques		
53.	Analysis of dependence		
54.	Analysis of interdependence		
55.	Yule's coefficient of association		
56.	Co efficient of colligation		
57.	ANOVA technique		
58.	One way ANOVA		
59.	Two way ANOVA		

P. Nageshwar Rao
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12/07/2023

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TENTATIVE LESSON PLAN: MBA

Course Title: TECHNOLOGY MANAGEMENT (MB192B)		
Section: MBA I/II	Date : 20/03/2023	Page No : 01 of 02
Revision No : 00	Prepared By :SK SHAFIULLAH	Approved By : HOD

Tools: Black board

No. of Periods (Planned)	TOPIC	Date (Planned)	Mode of Delivery
UNIT I: Evolution of Technology			
CO1:: Able to understand the concept and nature of management, evaluation of management theories, motivation and leadership styles			
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
1	Technology Management Introduction	20/03/2023 to 04/04/2023	Lecture interspersed with Discussions
2	Evolution of Technology		
3	Effects of New Technology		
4	Technology Innovation		
5	Invention-Innovation		
6	Diffusion- Revolutionary and Evolutionary		
7	Innovation- Product and Process Innovation		
8	Strategic Implications of Technology		
9	Technology - Strategy Alliance		
10	Convergent and Divergent Cycle		
11	The Balanced Approach		
12	Case study		
UNIT – II: Technology Assessment			
CO2:: Able to equip with concepts of operations, project management and inventory control			
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
13	Technology Assessment	06/04/2023 to 22/04/2023	Lecture interspersed with discussions
14	Technology Choice		
15	Technological Leadership and Followership		
16	Technology Acquisition		
17	Technological Forecasting		
18	Exploratory, Intuitive curves		
19	Extrapolation, Growth Curves		
20	Technology Monitoring		
21	Normative: Relevance Tree		
22	Morphological Analysis		
23	Mission Flow Diagram		
24	Technical substitutions		
25	Case Study		
UNIT-III: Diffusion of Technology			
CO3:: Able to understand the different functional areas in an organization and their responsibilities-product life cycle and channels of distribution			
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.			
26	Diffusion of Technology	26/04/2023 to 16/06/2023	Lecture interspersed with discussions
27	Rate of Diffusion		
28	Innovation Time and Innovation Cost		
29	Speed of Diffusion		
30	Technology Indicators		
31	Various Indicators		
32	Organizational Implications of Technology		
33	Technical Structure and Organizational Infrastructure		

34	Relationship between Technical Structure and Organizational Infrastructure				
35	Flexible Manufacturing Management System (FMMS).				
36	Processing stations				
37	Automated material handling and storage system				
38	Central control computer				
39	Case Study				
UNIT-IV: Financial Aspects in Technology Management					
CO4:: Able to equip with different techniques in project management, ie PERT and CPM and project crashing					
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.					
40	Financial Aspects in Technology Management	17/06/2023 To 05/07/2023	Lecture interspersed with discussions		
41	Improving Traditional Cost Management System				
42	Barriers to the Evaluation of New Technology				
43	Social Issues in Technology Management				
44	Technological Change and Industrial Relations				
45	Impact of Technological Change and Industrial Relations				
46	Technology Assessment				
47	Steps to technology assessment				
48	Environmental Impact Analysis and stages of EIA				
49	Challenges with globalization				
50	Challenges with IPRs				
51	Case Study				
UNIT-V: Human Aspects in Technology Management					
CO5:: Able to equip with the concept and practical issues relating to strategic management					
TEXT BOOK: Gaynor: Handbook of Technology Management, McGraw Hill.					
52	Human Aspects in Technology Management	06/07/2023 To 22/07/2023	Lecture interspersed with discussions		
53	Integration of People and Technology				
54	People integration management				
55	Organizational Factors				
56	Psychological Factors				
57	Organizational Outcome				
58	Benefits of determining desired business outcomes				
59	Technology Transfer				
60	Technology Management Scenario in India				
61	Ongoing trends in Technology				
62	Case study				
63	Case study				

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Signature of the HOD

TENTATIVE LESSON PLAN: MB1942

Course Title: INNOVATION & ENTREPRENEURSHIP (MB1942)		
Section : MBA	Date :	Page No : 01 of 02
II/ II		
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 Entrepreneurship			
CO1 Obtain knowledge on Entrepreneurship – Theories, Barriers.			
TB :: Dollinger M J-Entrepreneurship (Prentice-Hall, 1999).			
1	Definition of Entrepreneur	From: 20/03/2023 To: 06/04/2023	Lecture interspersed with discussions
1	Entrepreneurial motivation and barriers;		
1	Internal and external factors; Types of entrepreneurs;		
1	Theories of entrepreneurship; Classification of entrepreneurship.		
1	Creativity and Innovation: Creative Problems Solving, Creative Thinking		
1	Lateral Thinking, Views of De Bono		
2	Khandwala and others, Creative Performance in terms of motivation and skills.		
UNIT -II Creativity and Entrepreneurial Plan			
CO2: Learner is able to understand Creativity and Entrepreneurial Plan.			
TB:: Couger, C-Creativity and Innovation (IPP, 1999)			
No. of Periods	TOPIC	Date	Mode of Delivery
2	Idea Generation	From: 06/04/2023 To: 27/04/2023	Lecture interspersed with Discussions
1	Screening and Project Identification, Creative Performance,		
2	Feasibility Analysis: Economic, Marketing, Financial and Technical;		
1	Project Planning, Evaluation, Monitoring and Control, segmentation		
2	Targeting and positioning of Product,		
1	Role of SIDBI in Project Management		
UNIT - III Operation problems			
CO3 : Understand the Management of Operation Problems in running the Business.			
TB :: Couger, C-Creativity and Innovation (IPP, 1999)			
No. of Periods	TOPIC	Date	Mode of Delivery
4	Incubation and Take-off, Problems encountered Structural	From: 28/04/2023 To: 18/05/2023	Lecture interspersed with discussions
4	Financial and Managerial Problems, Types of Uncertainty		
1	Institutional support for new ventures: Supporting organizations; Incentives and facilities		
2	Financial Institutions and Small-scale Industries		
1	Govt. Policies for SSIs.		
UNIT - IV Family and non-family Entrepreneurs			
CO4: Equip with standards relating to Family and Non- Family Entrepreneurs.			
TB: Couger, C-Creativity and Innovation (IPP, 1999).			

No. of Periods	TOPIC	Date	Mode of Delivery
2	Role of Professionals, Professionalism vs. family entrepreneurs	From: 19/05/2023 To: 17/06/2023	Lecture interspersed with discussions
2	Role of Woman entrepreneur, Sick industries		
3	Reasons for Sickness		
1	Remedies for Sickness		
4	Role of BIFR in revival		
3	Bank Syndications		

UNIT – V Introduction to Innovation management

CO5: Gain knowledge on Innovation Management.

TB: Jonne & Ceserani-Innovation & Creativity(Crest) 2001.

No. of Periods	TOPIC	Date	Mode of Delivery
4	Managing Innovation within Firms	From: 19/06/2023 To: 15/07/2023	Lecture interspersed with discussions
3	Business strategy & organization Knowledge,		
2	New Product Strategy & Managing New Product Development		
3	Role of Technology in Management of innovation		
1	Managing for Intellectual Property Right.		
2	Case Studies in all Units		

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TENTATIVE LESSON PLAN

Course Title: Supply Change Management & Analytics (MB1941)		
Section: MBA II/IV	Date : 13-03-2023	Page No : 01 of 02
Revision No : 0	Prepared By : Ms G.SRILALITHA	Approved By : HOD

Tools: Black board, PPTs

Serial Number	TOPIC	Date	Mode of Delivery
UNIT -I Concept of Supply Change Management.			
CO1: To acquaint the students with the knowledge of Supply Chain Management in various sectors.			
TB: Mohanty RP, "SCM" Biztantra, New Delhi.			
1.	Introduction	From: 13-03-2023 To: 01-04-2023	Lecture interspersed with discussions
2.	Evolution		
3.	Different views of supply chain		
4.	Supply chain strategy		
5.	Revision		
6.	Supply chain drivers		
7.	Developing supply chain strategy		
8.	Strategic fit in supply chain		
9.	Analytics in supply chain management		
10.	Revision		
UNIT -II Supply chain Analytics			
CO2: To acquaint the students with knowledge of different strategies in Supply Chain Analytics.			
TB: Sunil chopra, Supply chain management, Pearson Education			
Serial Number	TOPIC	Date	Mode of Delivery
11.	Supply Chain Analysis	From: 3-04-2023 To: 27-04-2023	Lecture interspersed with discussions
12.	Types of supply chain Analysis		
13.	Advanced planning		
14.	Structure of Advanced planning system		
15.	Strategic Network planning		
16.	Demand & Master planning		
17.	Demand fulfilment & ATP		
18.	Production planning & scheduling purchasing		
19.	Material requirement Planning		
20.	Co-ordination & integration		
21.	Collaborative Planning		
UNIT - III Set covering & Set partitioning Problems			
CO3: To gain knowledge about set covering and positioning.			
TB: Sunil Chopra, Supply Chain Management, Pearson Edition.			
Serial Number	TOPIC	Date	Mode of Delivery
22.	Set covering Problems		
23.	Set Partitioning Problems		
24.	Travelling salesman Algorithms		

25.	Set covering Problems	From: 26-04-2023 To: 25-05-2023	Lecture interspersed with discussions
26.	Set Partitioning Problems		
27.	Travelling salesman Algorithms		
28.	Revision		
29.	Advanced Vehicle Routing Problems		
30.	Routing Problems		
31.	Scheduling Algorithms		
32.	Deficit Function Approach		
33.	Linking Algorithms		

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
34.	Fuzzy Logic & Techniques	From: 26-05-2023 To: 14-06-2023	Lecture interspersed with discussions
35.	Application in SCM		
36.	Recent issues in SCM		
37.	Role of IT in SCM		
38.	CRM vs SCM		
39.	Benchmarking		
40.	Features & Implementation of Benchmarking		
41.	Outsourcing & Concept of demand chain Mgmt		

UNIT – V Inventory Management in supply chain management

- CO5: To gain the knowledge about inventory management in supply chain.

- TB: Sunil Chopra, Supply Chain Management, Pearson Edition.

Serial Number	TOPIC	Date	Mode of Delivery
42.	Inventory management in supply chain	From: 15-06-2023 To: 23-06-2023	Lecture interspersed with discussions
43.	Network design in supply chain		
44.	Network design in supply chain		
45.	Revision		
46.	Channels of distributions		
47.	Alternative channels of distribution		
48.	Location decisions in supply chain		
49.	Implementing Advanced planning systems		

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Signature of the Faculty
13/03/23

B. S. S. S. S.
Signature of the HOD
13/3/23

TENTATIVE LESSON PLAN: MB194A1

Course Title: LABOR WELFARE AND EMPLOYMENT LAWS (MB194A1)

Section : MBA II/II **Date : 20/03/2023**

Page No : 01 of 02

Revision No : 00

Prepared By : N.SAFALYA

Approved By : HOD

Tools : Black board, PPTs

No. of Periods	TOPIC	Date	Mode of Delivery
UNIT -I Labour Welfare			
CO1 Obtain knowledge on various labor welfare measures			
TB :: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.			
1	Labour Welfare: Concept, scope and philosophy	From 20/03/2023 To 06/04/2023	Lecture interspersed with discussions
2	principles and approaches of labour welfare		
3	Indian constitution on labour		
4	Agencies of labour welfare and their role		
5	Impact of ILO on labour welfare in India.		

UNIT -II Labour welfare programmes			
CO2:: Learner is able to understand various labour welfare programmes, Statutory and Non-Statutory.			
TB:: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.			

No. of Periods	TOPIC	Date	Mode of Delivery
6	Labour welfare programmes: Statutory and non-statutory	From 06/04/2023 To 27/04/2023	Lecture interspersed with Discussions
7	Extra mural and intra mural Labour welfare programmes		
8	Central Board of Workers' Education;		
9	Workers' Cooperatives		
10	Welfare Centres		
11	Welfare Officers' Role, Status and Function, Signs of poor welfare		

UNIT - III Labour Legislation			
CO3 : Understand the various acts relating to Indian Labour laws including Factories act, Contract labour act.			
TB :: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.			

No. of Periods	TOPIC	Date	Mode of Delivery
12	Labour Legislation: Objectives-Principles	From 28/04/2023 To 18/05/2023	Lecture interspersed with discussions
13	Classification-Evaluation of Labour legislation in India		
14	Factories Act 1948, Definitions - Objectives of Act - Factory Inspectorate: – Measures to be taken by Factories for Health, Safety and Welfare of Workers - Working Hours		
15	Wage and Compensation - Provisions Relating to Hazardous Processes - Annual Leave with Wages		
16	Special Provisions - Obligations by Employer and Employee - Offences and Penalties., Contract Labour (Regulation and Abolition) Act 1970 and A.P.Shops and Establishments Act.		

UNIT – IV Industrial Relations Legislation**CO4: Equip with Industrial Relations and Industrial Disputes act.****TB: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.**

No. of Periods	Industrial Relations Legislation: Industrial Disputes Act 1947	Date	Mode of Delivery
17	Concept, objectives, Types of Strikes and their Legality	From 19/05/2023 To 17/06/2023	Lecture interspersed with discussions
18	Authorities under the Act and their Duties – Voluntary Reference of Disputes to Arbitration		
19	Types of Strikes and Lock-outs Wages for Strike and Lock-out Period		
20	Change in Conditions of Service, Industrial Employment (standing orders) Act 1946		
21	Certification of Draft Standing Orders – Appeals – Date of Operation of Standing Orders		
22	Posting of Standing Orders – Payment of Subsistence Allowance		

UNIT – V Trade Unions Act 1926**CO5: Gain knowledge on concept of Trade Unions and various acts relating to welfare of labour.****TB: Moorthy, M.V: —Principles of Labour Welfare, Oxford University Press, New Delhi.**

No. of Periods	TOPIC	Date	Mode of Delivery
23	Trade Unions Act 1926. Definitions - Scope and Significance	From 19/06/2023 To 15/07/2023	Lecture interspersed with discussions
24	Characteristics - Types of Trade Unions - Reasons for Joining Trade Unions		
25	Advantages and Disadvantages of Trade unions- Legislations of Trade Unions- Rights and Privileges		
26	Wage and Social Security Legislation: Payment of wages Act 1936 - Minimum wages Act 1948 - Payment of Bonus Act 1966		
27	Payment of Gratuity Act 1972 - Workmen's Compensation Act 1923 - Employees State Insurance Act 1948		
28	Maternity Benefit Act 1961 and Employees Provident Fund and Miscellaneous Provisions Act 1952.		

N. S. Balaji
20/03/23
Signature of the Faculty

B. Venkatesh
20/3/23
Signature of the HOD

TENTATIVE LESSON PLAN (MB194B1)

Course Title: FINANCIAL DERIVATIVES (MB194B1)		
Section : MBA II/IV	Date : 13-03-2023	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 financial derivatives: CO1: students has understood about basics of financial derivatives TB :: sundaram janakiraman , derivatives and risk management			
1.	Meaning and needs of financial derivatives	FROM 13-03-2023 TO 05-04-2023	Lecture intersperse d with discussions
2.	Growth of FD in India		
3.	Derivatives markets		
4.	Functions of derivatives markets		
5.	Types of derivatives		
6.	Features of derivatives		
7.	swaps		
8.	The regulatory framework of derivatives trading in india		
UNIT –II features of futures: CO2: students has got awareness on basics of the futures of hedging TB :: sundaram janakiraman , derivatives and risk management			
9.	Difference between forwards and futures	FROM 06-04-2023 TO 30-04-2023	Lecture intersperse d with discussions
10.	Trading		
11.	Financial futures and current futures		
12.	pricing of futures contracts		
13.	Value at risk		
14.	Hedging strategies		
15.	Types of members and margining system in india		
16.	Hedging with stock index futures		
17.	Futures trading on BSE & NSE		
UNIT - III OPTIONS MARKET CO3; Able to know about options market. TB :: sundaram janakiraman , derivatives and risk management			
18.	Meaning and need	FROM 08-05-2023 TO 25-05-2023	Lecture interspersed with discussions
19.	Options vs futures		
20.	Types of options contract		
21.	Call options, put options		
22.	Trading strategy involving options		
23.	Basic options position		
24.	Margins		
25.	Options on stock index		
26.	Options market in india on NSE & BSE		

UNIT – IV : Option pricing

CO4; students has understood about the option pricing

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27	Intrinsic value and time value	FROM 26-05-2023 TO 10-06-2023	Lecture interspersed with discussions
28	Pricing and expiration		
29	Factors affecting options pricing		
30	put-call parity pricing relationship		
31	Pricing modes		
32	Introduction to binominal pricing models		
33	Black scholes pricing models		

UNIT – V SWAPS

CO5: students has got awareness on basis of swaps

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No. of Periods	TOPIC	DATE	Mode of Delivery
34	The structure of swaps	FROM 11-06-2023 TO 26-06-2023	Lecture intersperse d with discussions
35	Interest rate swaps		
36	Currency swaps		
37	Commodity swaps		
38	Swaps variant		
39	Swaps dealer role		
40	Equity swaps		
41	Economic functions of swaps transactions		
42	FRA and swaps		


Signature of the Faculty 13/3/23


Signature of the HOD 13/3/23