

Mandatory Disclosures

The following information shall be given in the information Brochure besides being hosted on the Institution's official Website. The onus of the authenticity of the information lies with the Institution ONLY and not on AICTE.

<p>1. Name of the Institution • Address including Telephone, Mobile, E-Mail</p>	<p>KARNATAKA STATE OPEN UNIVERSITY Mukthagangothri Mysore 570006 Telephone: 0821-2500083 Mobile Number: 9845528357 Email: ksoumba7@gmail.com</p>
<p>2. Name and address of the Trust/ Society/ Company and the Trustees Address including Telephone, Mobile, E-Mail</p>	<p>STATE UNIVERSITY Mukthagangothri Mysore 570006 Telephone: 0821-2519943 Mobile Number: 9845528357 Email: ksoumba7@gmail.com</p>
<p>3. Name and Address of the Vice Chancellor/ Principal/Director Address including Telephone, Mobile, E-Mail</p>	<p>Prof. VIDYASHANKAR S Mukthagangothri Mysore 570006 Telephone: 0821-2416600 Mobile Number: 9844259968 Email: vcksou-19@ka.gov.in</p>
<p>4. Name of the affiliating University</p>	<p>KARNATAKA STATE OPEN UNIVERSITY</p>
<p>5. Governance</p> <ul style="list-style-type: none"> • Members of the Board and their brief background • Members of Academic Advisory Body • Frequently of the Board Meeting and Academic Advisory Body • Organizational chart and processes • Nature and Extent of involvement of Faculty and students in academic affairs/improvements 	<p>List Enclosed As per Enclosure -1</p> <p>List Enclosed As per Enclosure-3</p> <p>Once in two Months</p> <p>Enclosed As per Enclosure-3</p> <p>All the faculty members introduce new programmes, develop syllabus through Board of studies, develop self-Learning Material, Engage classes in Personal Contact Programme, Value Assignment, Participate in Question Paper Setting, Board of Examiners meetings and term end valuation.</p> <p>Students get self-learning material, study on their own, attend contact programmes/counselling classes, listen audio classes and watch videos,</p>

<ul style="list-style-type: none"> • Mechanism/ Norms and Procedure for democratic/ good Governance • Student Feedback on Institutional Governance/ Faculty performance • Grievance Redressal mechanism for Faculty, staff and students • Establishment of Anti Ragging Committee • Establishment of Online Grievance Redressal Mechanism • Establishment of Grievance Redressal Committee in the Institution and Appointment of OMBUDSMAN by the University • Establishment of Internal Complaint Committee (ICC) • Establishment of Committee for SC/ST • Internal Quality Assurance Cell 	<p>Write assignment, refer library books and write term end examinations.</p> <p>Transparent Governance system is followed. All of Academic Council Meeting and Board of Management Meeting proceedings are published in the website. The University is subjected to RTI. Files are developed for every aspects and proper approvals are taken</p> <p>Good- Taken Regularly</p> <p>Complaints are addressed through appropriate committees</p> <p>Not Applicable for Distance Education</p> <p>Established</p> <p>Established</p> <p>Complaints are addressed through appropriate committees</p> <p>Established</p> <p>Centre for Internal Quality Assurance is established as UGC (ODL & OL) Guidelines 2020</p>
<p>6. Programmes</p> <ul style="list-style-type: none"> • Name of Programmes approved by AICTE • Name of Programmes Accredited by NBA <p>For each Programme the following details are to be given Preferably in Tabular form):</p>	<p>Nil</p> <p>Nil</p> <p>Now Applying for Approval of MBA</p>

Name	Number of seats	Duration	Cut off marks/rank of admission during the last three years	Fee (as approved by the state government)	Placement Facilities	Campus placement in last three years with minimum salary ,maximum salary and average salary
MBA	10000	2 Years	50% (45% for SC/ST/Cat-1) Min 25 marks in CET	Rs 36000 for whole programme	Placement Cell is established in the university	Not Applicable to distance education
Name and duration of Programme(s)having Twinning and Collaboration with Foreign University(s) and being run in the same Campus along with status of their AICTE approval. If there is Foreign Collaboration, give the following details:				NIL		
7. Faculty Course/Branch wise list Faculty members: <ul style="list-style-type: none"> • Permanent Faculty • Adjunct Faculty • Permanent Faculty: Student Ratio Number of Faculty employed and left during the last three years				MBA Programme 5 NIL Not Applicable to distance education NIL Note: Adequate faculty available as per UGC ODL and OL Regulations 2020		
8. Profile of Vice Chancellor/ Director/ Principal/Faculty				List Enclosed as per Enclosure 4		

<p>9. Fee</p> <ul style="list-style-type: none"> • Details of Fee, as approved by State Fee Committee, for the Institution • Time schedule for payment of Fee for the entire Programme • No. of Fee waivers granted with amount and name of students • Number of scholarship offered by the Institution, duration and amount • Criteria for Fee waivers/scholarship • Estimated cost of Boarding and Lodging in Hostels • Any other fee please specify 	<p>Rs 36,000 for whole programme</p> <p>Annual Fee payment 2 months' time</p> <p>Fee exemption for SC/ST Students 25% Discount for Women BPL card holders Nil</p> <p>As above</p> <p>Not Applicable NIL</p>
<p>10. . Admission</p> <ul style="list-style-type: none"> • Number of seats sanctioned with the year of approval • Number of Students admitted under various categories each year in the last three years • Number of applications received during last two years for admission under Management Quota and number admitted • Admission Procedure' • Mention the admission test being followed, name and address of the Test Agency/State Admission Authorities and its URL (website) • Number of seats allotted to different Test Qualified candidate separately (AIEEE/ CET (State conducted test/ University tests/ CMAT/ GPAT)/ Association conducted test etc.) <p>Calendar for admission against Management/vacant seats:</p>	<p>Requested for 10000</p> <p>List Enclosed (Enclosure 5)</p> <p>No Management quota</p> <p>Online Admission through qualifying Entrance Exam and minimum stipulated marks Common Entrance Exam Conducted by Karnataka State Open University</p> <p>Not Applicable</p> <p>No Management Seats</p>
<p>11. Criteria and Weightages for Admission</p> <ul style="list-style-type: none"> • Describe each criterion with its respective weightages i.e. Admission Test, marks in qualifying examination etc. • Mention the minimum Level of acceptance, if any • Mention the cut-off Levels of percentage and percentile score of the candidates in the admission test for the last three years 	<ol style="list-style-type: none"> 1. Minimum 50 % (45% in case of SC/ST/Cat-1) marks in undergraduate programme 2. Qualifying in the Entrance exam conducted by University <p>Min 25 for 100</p>

12. List of Applicants •	Not Applicable
13. Results of Admission Under Management seats/Vacant seats	Not Applicable
14. Composition of selection team for admission under Management Quota with the brief profile of members (This information be made available in the public domain after the admission process is over)	Not Applicable
15. Information of Infrastructure and Other Resources Available <ul style="list-style-type: none"> • Number of Class Rooms and size of each • Number of Tutorial rooms and size of each • Number of Laboratories and size of each Number of Drawing Halls with capacity of each • Central Examination Facility, Number of rooms and capacity of each • Online examination facility (Number of Nodes, Internet bandwidth, etc.) • Number of Computer Centres with capacity of each • Barrier Free Built Environment for disabled and elderly persons • Occupancy Certificate • Fire and Safety Certificate • Hostel Facilities • Library <ul style="list-style-type: none"> • Number of Library books/ Titles/ Journals available(Programme-wise) • List of online National/ International Journals subscribed • E- Library facilities • National Digital Library(NDL) subscription details • Laboratory and Workshop <ul style="list-style-type: none"> • List of Major Equipment/Facilities in each Laboratory/Workshop • List of Experimental Setup in each Laboratory/Workshop • Computing Facilities • Internet Bandwidth • Number and configuration of System <ul style="list-style-type: none"> • Total number of system connected by LAN • Total number of system connected by WAN • Major software packages available • Special purpose facilities available (Conduct of online Meetings/Webinars/Workshops, etc.) • Facilities for conduct of classes/courses 	List Enclosed (Enclosure-6) List Enclosed (Enclosure-6) Not Applicable List Enclosed (Enclosure-6) Not Applicable Not Applicable Available Available Available Not Applicable Not Applicable Not Applicable State of Art Building with 2000 seating capacity and One AC Hall with 500 seating Capacity

<p>in online mode (Theory & Practical)</p> <ul style="list-style-type: none"> • Innovation Cell • Social Media Cell • Compliance of the National Academic Depository (NAD), applicable to PGCM/ PGDM Institutions and University Departments <p>List of facilities available</p> <ul style="list-style-type: none"> • Games and Sports Facilities • Extra-Curricular Activities • Soft Skill Development Facilities <p>Teaching Learning Process</p> <ul style="list-style-type: none"> • Curricula and syllabus for each of the Programmes as approved by the University • Academic Calendar of the University • Academic Time Table with the name of the Faculty members handling the Course • Teaching Load of each Faculty • Internal Continuous Evaluation System and place • Student's assessment of Faculty, System in place • For each Post Graduate Courses give the following: <ul style="list-style-type: none"> • Title of the Course • Curricula and Syllabi <p>Laboratory facilities exclusive to the Post Graduate Course</p> <ul style="list-style-type: none"> • Special Purpose • Software, all design tools in case • Academic Calendar and framework 	<p>Video Recoding facility Audio Recording facility Will be established shortly Not Applicable Yes</p> <p>Big ground Programs and competitions arranged regularly skill Development training given to all students</p> <p>Yes Enclosed List No 7</p> <p>Sample Enclosed No 8</p> <p>One Course per Semester i.e 8 Subjects per Year 20 Marks consisting of Seminar and Assignment for 10 marks each Yes</p> <p>MBA Enclosed List No 7</p> <p>Not Applicable</p>
<p>16. List of Research Projects/ Consultancy Works</p> <ul style="list-style-type: none"> • Number of Projects carried out, funding agency, Grant received • Publications (if any) out of research in last three years out of masters projects • Industry Linkage • MoUs with Industries (minimum(10)) 	<p>2 Projects granted from ICSSR New Delhi, Total Grants Received 14 lakhs</p> <p>Initiated Initiated</p>
<p>17. LoA and subsequent EoA till the current Academic Year</p>	<p>Not Applicable</p>
<p>18. Accounted audited statement for the last three years</p>	<p>Enclosed List No 8</p>
<p>19. Best Practices adopted, if any</p>	<p>Enclosed List No 9</p>

Note: Suppression and/or misrepresentation of information shall invite appropriate penal action. The Website shall be dynamically updated with regard to Mandatory Disclosures
Important Instructions:

- Avoid putting personal information in public domain.
- The mandatory disclosure should be available freely to view/download to the public without any restrictions.
- LoA/EoA letters (since inception) should form part of the mandatory disclosure and complete mandatory disclosure document should be converted into a single PDF file and the URL (web-link) to be entered in the AICTE portal (under attachments tab).

Board of Management Members as per KSOU ACT

BOARD OF MANAGEMENT

Sl. No.	Members	Position
1	The Vice Chancellor, KSOU	Chairman
2	Secretary in charge of Higher Education, Govt. of Karnataka	Member
3	Secretary to Finance Department, Govt. of Karnataka	Member
4	Vice-Chancellor of any of the Universities in the State of Karnataka (Nominated by the Pro-Chancellor by rotation)	Member
5	Dean (Academic), KSOU	Member
6	Five distinguished persons from the educational, scientific and administrative fields nominated by the Pro-Chancellor	Members
7	Two Members of the Karnataka Legislative Assembly (Elected from among themselves)	Members
8	Two Members of the Karnataka Legislative Council (Elected from among themselves)	Members
9	The Registrar, KSOU	Secretary

Details of Academic Council

<p>Prof. Vidyashankar S Hon'ble Vice Chancellor and Chairman Academic Council KSOU, Mysuru</p>	<p>Dr. A Khader Pasha Registrar and Member Secretary I/C Academic Council KSOU, Mysuru</p>
<p>Prof. Kamble Ashok Dean(academic) and Member Academic Council KSOU, Mysuru</p>	<p>Dr. A Khader Pasha Finance Officer and Member Academic Council KSOU, Mysuru</p>
<p>Dr. Mahadevan K.M. Registrar(Evaluation) and Member Academic Council KSOU, Mysuru</p>	<p>Dr. Shanmuka Dean(Study Centres) Member Academic Council KSOU, Mysuru.</p>
<p>Dr. Lakshmi N Head o the Department, Department of Studies and Research in Education Member Academic Council KSOU, Mysuru</p>	

ORGANIZATION STRUCTURE

Shri Vajubhai Rudabhai Vala Chancellor
His Excellency, the Governor of Karnataka



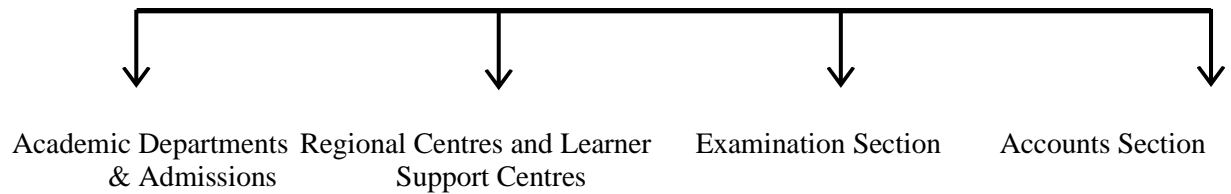
Dr. C. N. Ashwathnarayan
Pro Chancellor
Hon'ble Minister for Higher Education, Govt. of Karnataka



Prof. Vidyashankar S.
Vice Chancellor
Karnataka State Open University



Dr. A Khader Pasha
Registrar



BRIEF BIODATA

HON'BLE VICE CHANCELLOR DR. VIDYASHANKAR S.

TEACHING EXPERIENCE : 28 Years

RESEARCH EXPERIENCE : 15 Years

PATENTS:

- International Patents
 - ♣ No. of International Patents (Received PCT Report): 1
- Indian Patents
 - ♣ No. of Indian Patents Applied : 10
 - ♣ No. of Indian Patents Sanctioned : 2
 - ♣ No. of Indian Patents Published : 3

RESEARCH SCHOLARS UNDER GUIDANCE

- No. of Ph. D Scholars Awarded with Degree : 4
- No. of Ph. D Scholars Guiding : 3

NO. OF RESEARCH PUBLICATIONS

No. of International Journal: 9
No. of International Conference: 2
No. of National Conference: 3

POSITIONS HELD AT UNIVERSITY AND NATIONAL LEVELS

- **Former Member, Executive Council** Nominated by UGC, Visvesvaraya Technological University, Belagavi.
- **Member, Planning Board**, Nominated by UGC, K. L. E. University, Belagavi
- **Former Member, Governing Council**, Nominated by UGC, Karnataka Chitrakala Parishath, Bangalore.
- **Former Treasurer**, Indian Society for Technical Education (ISTE), New Delhi

Profile of the Head of the Department



Name:	Dr. Rajeshwari H.
Date of Birth:	10-05-1974
Unique ID:	---
Education Qualification:	BE., MBA., Ph.d.,
Work Experience	
• Teaching	16
• Research	8
• Industry	4
• Others	---
Area of Specification	Operations, Marketing
Course taught at Diploma/Post Diploma/Under Graduate/Post Graduate/Post Graduate Diploma Level	Statistics and Optimization Techniques, MIS, Services Marketing, Operations & Quality Management
Research Guidance (Number of Students)	
• No of papers published in National / International Journals / Conferences	01
• Master (Completed / On going)	10
• Ph.D (Completed / On going)	4
* Projects Carried out	1
* Patents (Filed and Granted)	---
* Technology Transfer	---
* Research Publications (No. of Papers published in National / International Journals / Conferences)	18
* Research Publications (No. of Papers published in National / International Journals / Conferences.	
* No of books published with details (Name of the book, Publisher with ISBN, year of publication, etc	1. E-Governance in India concepts and cases, Lambert publications, Germany-978-3-659 -44201-8, 2013

Profile of Faculty Members



Name:	Dr. Mahadevamurthy C.
Date of Birth:	20-07-1971
Unique ID:	drmdmurthy@gmail.com
Education Qualification:	M.Com., MBA, PGDHRM, PGDMM, PGDHE, Ph.D., UGC-PDF, FRSA, D.Litt
Work Experience	
• Teaching	23
• Research	23
• Industry	-
• Others	-
Area of Specification	Accounting, Finance, Entrepreneurship
Course taught at Diploma/Post Diploma/Under Graduate/Post Graduate/Post Graduate Diploma Level	Accounting, Research Methods, Entrepreneurship. International Business Derivatives, Institutional Finance
Research Guidance (Number of Students)	
• No of papers published in National / International Journals / Conferences	4
• Master (Completed / On going)	50
• Ph.D (Completed / On going)	06
* Projects Carried out	1-Major Research Project
* Patents (Filed and Granted)	
* Technology Transfer	
* Research Publications (No. of Papers published in National / International Journals / Conferences	85
Research Publications (No. of Papers published in National / International Journals / Conferences.	
* No of books published with details (Name of the book, Publisher with ISBN, year of publication, etc	03



Name:	Dr. Savitha P.
Date of Birth:	01-03-1982
Unique ID:	
Education Qualification:	B.Sc., MBA, Ph.D.,
Work Experience <ul style="list-style-type: none"> • Teaching • Research • Industry • Others 	10 Years 1 Year
Area of Specification	Finance
Course taught at Diploma/Post Diploma/Under Graduate/Post Graduate/Post Graduate Diploma Level	Marketing Management, Finance, Human Resource Management, Security Analysis and Portfolio Management
Research Guidance (Number of Students) <ul style="list-style-type: none"> • No of papers published in National / International Journals / Conferences • Master (Completed / On going) • Ph.D (Completed / On going) * Projects Carried out * Patents (Filed and Granted) * Technology Transfer * Research Publications (No. of Papers published in National / International Journals / Conferences Research Publications (No. of Papers published in National / International Journals / Conferences. * No of books published with details (Name of the book, Publisher with ISBN, year of publication, etc	- 50 04 --- Not yet --- 09 ---



Name:	Dr. Chinnaiah P.M.
Date of Birth:	10-04-1988
Unique ID:	
Education Qualification:	MBA, Ph.D., PGDT
Work Experience <ul style="list-style-type: none"> • Teaching • Research • Industry • Others 	09 Years
Area of Specification	Finance
Course taught at Diploma/Post Diploma/Under Graduate/Post Graduate/Post Graduate Diploma Level	Business Environment, People Management, Advanced Corporate Finance, International Financial Management
Research Guidance (Number of Students) <ul style="list-style-type: none"> • No of papers published in National / International Journals / Conferences • Master (Completed / On going) • Ph.D (Completed / On going) 	-
* Projects Carried out	40
* Patents (Filed and Granted)	Nil
* Technology Transfer	Nil
* Research Publications (No. of Papers published in National / International Journals / Conferences)	09
* Research Publications (No. of Papers published in National / International Journals / Conferences.	
* No of books published with details (Name of the book, Publisher with ISBN, year of publication, etc	Nil

Number of Students admitted under various categories each year in the last three years

YEAR	NO. OF STUDENTS			
	GM	SC	ST	Total
2018-19	250	62	13	325
2019-20	484	82	20	586
2020-21	1032	154	76	1262

ROOM DETAILS

Number of Class Rooms/ Tutorial Rooms/Exam Halls and size of each

SI No	No of Rooms	Size	Remarks
1	15	90 sq mts 60 each	Science Building
2	5	75 Sq mts 50 each	Hamsa and manasa Block
3	2	384 Sq Mts 300 seats	Nala building
4	2	400 seats each	Canteen Building
5	1	918 Sq Mts 200 seats	Ganga Building

State of art building for examination section 'Pareksha Bhavan' with 2379 sq mts, plinth area and 11895 sq mts built up area with 47 rooms with confidential rooms and meeting halls

- Number of Tutorial rooms and size of each

CURRICULUM

MASTER OF BUSINESS
ADMINISTRATION

MBA



KARNATAKA STATE OPEN UNIVERSITY

Mukthagangothri, Mysuru 570 006

1. INTRODUCTION

The Department of Studies and Research in Management was established in the year 1997 under the umbrella of Karnataka State Open University (KSOU) with a view to impart quality management education for the budding leaders who could share the national as well as global responsibilities. The necessary skills of a manager are at the core concepts of the Department. The Department had conceptualized the industrial, entrepreneurial, and research leadership. The Department stitch programmes on the basis of market requirement and industry academic interaction. At present the department is offering 3 specializations viz, Finance, Marketing, and People Management (HR). The Department is facilitated with highly qualified and experienced teaching faculties. Board of Studies (BOS) comprises reputed academicians in the field, industrialists & entrepreneurs from various institutions throughout Karnataka to enrich the quality content syllabus.

The students of MBA are highly benefited with the guidance and special lecture by the eminent industrialists and entrepreneur. The MBA is globally recognized brand that can open doors to a new opportunities from diverse industries.

The Department of Management comes under the purview of School of Commerce and Management. The Department offers Master of Business Administration(MBA), Post Graduate Diploma in Business Administration (PGDBA), and Post Graduate Diploma in Marketing Management (PGDMM).

The Department has been achieving a high percentage of results. The students who completed MBA degree from KSOU have seen in very good positions in various organizations of national and international reputations.

The faculty members who have acquired the knowledge and skills do provide Counseling and Guidance for the students. They also provide guidance for the students to face competitive exams and prepare themselves for further studies.

2. PROGRAMME: MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration Program is specifically designed for a target clientele comprising practising managers in corporate companies, executives in public enterprises, others in mid managerial cadres and other graduates who could not pursue a Master's Degree program in Management for various reasons. The Karnataka State Open University's M.B.A. Program is a tightly scheduled and highly structured; client cantered

program that aims at developing in Management. The curriculum based on the feedback from the best programs available in the market, aims at enriching and sharpening managerial skills of participants even while helping to keep abreast with the state-of-art technology and appreciate the recent innovations in the discipline .The program aims at developing in the participants a comprehensive cognitive perspective and pragmatic approach to problems through exposure to a variety of structured and unstructured learner-centered activities like demonstrations expository presentation, video films groups/panel discussion, syndicated symposia simulation games workshops. In short the programs will develop in participants a variety of managerial skills that will lend a new edge and force to their own repertoire of skill, attitudes and attributes to handle myriads of challenges in the ever changing scenario of modern management in a developing economy like ours. The program also offers the much needed channels for upward mobility among practising's managers at their own workplaces.

The MBA program of KSOU has been designed strictly in tune with the policies laid down by UGC/AICTE. This program caters to the need of the executives, professionals and also others who are evincing interest to Work in the corporate sector

The MBA Programme in Karnataka State Open University is offered under 7 Specialization namely

- A: Finance
- B: Marketing
- C: Human Resource
- D: Operations
- E: Tourism
- F: Corporate Law
- G: IT

2.1 MISSION AND OBJECTIVES

a. Mission:

- ❖ Quality Higher Education drives the learners to be responsible citizens in competitive world.

- ❖ Quality education creates moral and ethical values of the learners in the society.
- ❖ Need based education imparted enhances the civic values.
- ❖ Quality education sharpens the capacity building of the personnel in any organization.

b. Objectives:

- ❖ To impart knowledge and managerial skills that enable them to apply core business principles and thereby provide innovative and creative solutions to organisational problems and utilise opportunities;
- ❖ To enhance the learners' soft skills including inter-personal and intra-personal skills;
- ❖ To prepare the candidates to exhibit effective leadership and collaborative skills for making decisions to accomplish objectives;
- ❖ To enable the learner to analyse and to comprehend the global, ethical, socio-economical, technical and political context of modern business;
- ❖ To provide business simulation exercises in the required areas, which enables the learners to experience the practical organizational environment;
- ❖ To accelerate the holistic approach of learner.

3. DELIVERY MECHANISM

The delivery mechanism followed in this University is different from that of conventional Universities. The Open University system is more learners oriented, and is geared to cater to the needs of motivated students assuming that the student is an active participant in the teaching-learning process. Instruction to student is imparted through various modes such as print, audio and supported by face to face communication during week-end counselling/PCP. The University follows multi-channel approach for instruction.

It comprises proportionate combination of:

- * Printed Self-Learning Material.
- * Audio programs transmitted through Radio.

* Face-to-Face counselling at learners support centres by academic counsellors.

a. **Medium of Instruction:** English

b. **Mode of Instruction**

SLM takes the role of a teacher in distance education system. The study material provided to you along with this programme guide are called self-learning material as it facilitates learning on your own. The lessons are simple and easy to understand. The SLM have been divided into blocks and units. Each block has one credit value which means you have to devote 30 hours of study for one block, be it studying, discussing with counselors, attending classes, writing assignment and so on.

Objectives are given in the beginning of each unit which tells what is expected of you by learning that unit. Check your progress questions are given in content so that you can measure your progress while studying the material. Try to answer this questions which make the SLM self-evaluating. References are given at the end of each unit which gives you sources for furtherance of your study.

c. **Duration of Programme:** The duration of the programme is Two years. However additional two years (N+2) would be provided to complete the programme.

3.1 LEARNING OUTCOMES

- Effective Management skills.
- Better job opportunities in corporate level.
- Mastery over budget at different levels right from home to international level.
- Knowledge of contemporary economic issues such as BRICS, black money, GST, Demonetization, Hawala transaction, Illegal funding of support to terrorism and naxalism. etc...

5.2 MBA Programme Structure

The study of MBA Program consists 24 Courses with Compulsory Project Report, spread over four semesters.

First Semester			
Sl. No.	Course Code	Course Title	Credits
1.	MB101	Management Process	05
2.	MB102	Managerial Economics	05
3.	MB103	Accounting for Managers	05
4.	MB104	Organizational Behaviour	05
5.	MB105	Statistics and Optimization Techniques	05
6.	MB106	Business Environment	05
Second Semester			
7	MB107	Information Technology for Managers	05
8	MB108	Legal aspects of Business	05
9	MB109	Corporate Finance	05
10	MB110	Marketing Management	05
11	MB111	People Management	05
12	MB112	Managerial Communication and Research Methods	05
Third Semester			
13	MB113	Entrepreneurial Development & small Business	05
14	MB114	Services Management	05
15	MB115	Project Management	05
Elective – A: Finance			
16A	MB116A	Financial Markets & Institutions	05
17A	MB117A	Advanced Corporate Finance	05
18A	MB118A	Security Analysis and Portfolio Management	05
Elective – B: Marketing			
16B	MB116B	Advertising & Sales promotions	05
17B	MB117B	Rural Marketing	05
18B	MB118B	Consumer Behaviour and Marketing Research	05

Elective – C : Human Resource			
16C	MB116C	Strategic Human Resource & Development	05
17C	MB117C	Industrial Relations	05
18C	MB118C	Compensation Management & Performance Appraisal	05
Elective – D: Operations*			
16D	MB116D	Operations Research	05
17D	MB117D	Operation Planning and control	05
18D	MB118D	Supply Chain Management	05
Elective – E : Tourism*			
16E	MB116E	Tourism Management	05
17E	MB117E	Tourism Sales and Marketing	05
18E	MB118E	Hospitality Management	05
Elective – F : Corporate Law*			
16F	MB116F	Corporate Law	05
17F	MB117F	Insurance Law	05
18F	MB118F	Technology Transfer and IPR	05
Elective – G : IT*			
16G	MB116G	E-Commerce	05
17G	MB117G	Database Management	05
18G	MB118G	Advanced Information Technology and Services	05
Fourth Semester			
19	MB119	Quality and Operations Management	05
20	MB120	International Business	05
21	MB121	Strategic Management	05
Elective- A: Finance			
22A	MB122A	Strategic Financial Management	05
23A	MB123A	International Financial Management	05
24A	MB124A	Derivatives	05

Elective- B: Marketing			
22B	MB122B	Retailing and Supply Chain Management	05
23B	MB123B	Business Marketing	05
23B	MB124B	International Marketing	05
Elective- C: People Management			
22C	MB122C	Knowledge Management	05
23C	MB123C	International Human Resource Management	05
24C	MB124C	Labour Legislations	05
Elective – D: Operations*			
22D	MB122D	Advanced Operations and Quality Management	05
23D	MB123D	Material and Purchase Management	05
24D	MB124D	Infrastructure Management	05
Elective – E : Tourism*			
22E	MB122E	Travel Agency Management	05
23E	MB123E	Eco Tourism and Sustainable Development	05
24E	MB124E	Global Tourism	05
Elective – F : Corporate Law*			
22F	MB122F	Banking Law	05
23F	MB123F	Import and Export Law	05
24F	MB124F	Corporate Governance	05
Elective – G : IT*			
22G	MB122G	Supply Chain Management	05
23G	MB123G	Website Development and Management	05
24G	MB124G	IT Security	05
Project Report (100 Marks)			05
Viva (50)Marks			02

*. The titles are tentative

1.7 SYLLABUS

MBA

COURSE - 01: MANAGEMENT PROCESS

BLOCK I: Management Concepts:

Unit-1 – Process of Management, Evolution of Management-School of Thoughts

Unit-2 – Total Quality Management, Learning Organisations

Unit-3 – Trends in Management, Contributions of Management Gurus

Unit-4 – Management Arts/science and Professional, Management Levels and Skills, Managerial Roles, Mintz Bergs Roles of Present Managers

BLOCK II: Planning:

Unit-5 – Nature, Importance and Approaches to Planning

Unit-6 – Various Types of Plans

Unit-7 - Management by Objectives Structure

Unit-8 –Decision –Making

BLOCK III: Organising:

Unit-9 –Principles of Organisation

Unit-10 –Organisation Hierarchy Structure

Unit-11 –Departmentation and Delegation

Unit-12 – Staffing

BLOCK IV: Directing

Unit-13 – Direction

Unit-14 – Coordination

Unit-15 –Leadership

Unit-16 –Motivation

BLOCK V: Controlling

Unit-17 –Control-Introduction

Unit-18 –Control Systems

Unit-19 – Control Techniques

Unit-20 – Role of Technology-Control Functions

Course: 02 – MANAGERIAL ECONOMICS

BLOCK - I: Introduction to Managerial Economics

Unit-1 Introduction to Managerial Economics

Unit-2 Demand Analysis

Unit-3 Time value of Money

Unit-4 Capital Market

BLOCK II: Production and Cost Analysis:

Unit-5 Theory of Production

Unit-6 Economies of Scale, Scope and Learning Curve

Unit-7 Theory of Cost

Unit-8 Cost- Volume-Profit Analysis

BLOCK III: Market Structures

Unit-9 Market structures

Unit-10 Equilibrium of Firm and Industry, Output decision Under Perfect competition

Unit-11 Equilibrium of Firm and Industry, Output decision Under Simple Monopoly

Unit-12 Equilibrium of Firm and Industry, Output decision Under Monopolistic Competition

BLOCK IV: Pricing Decisions and market Structures

Unit-13 Pricing Decisions and Market structure

Unit-14 Pricing Policy, Methods and strategies

Unit-15 Profit Analysis

Unit-16 Break Even Analysis

BLOCK V: NATIONAL INCOME

Unit-17 Gross Domestic Product and Inflation

Unit-18 Macro Economics

Unit-19 National Income and Business Cycle

Unit-20 Micro Economics

COURSE -03: ACCOUNTING FOR MANAGERS

Block I: Introduction to Accounting:

Unit-1 –Introduction to Accounting

Unit-2 -Accounting Process and Accounting Equation

Unit-3 –Recording, Classifying and Summarizing business transactions

Unit-4 -Preparation of Final Accounts of Sole Proprietorship

Block II: Financial Accounts of Companies

Unit-5 – Introduction to Company Final Accounts

Unit-6 - Form and Contents of Balance Sheet and Profit and Loss Account (as Per Schedule VI of The Companies Act, 1956)

Unit-7 –Salient features of Revised schedule VI of companies Act of 1956 and form and Contents of Balance sheet

Unit-8 – Annual Report and Its Contents

Block III: Analysis and Interpretation of Financial Statements

Unit-9 - Techniques of Financial Statement Analysis

Unit-10 - Ratio Analysis

Unit-11 – Fund Flow Statement

Unit-12 – Cash Flow Statement (Accounting Standard-3)

Block IV: Cost Accounting:

Unit-13 –Elements of Costs, Classification of Costs and Preparation of Cost sheet

Unit-14- Cost Accounting Systems: Job Costing, Process Costing, Control Costing and Service Costing (Theory Only)

Unit-15 – Marginal Costing and use of Break even Analysis in Decision Making

Unit-16 – Budget and budgetary Control

Block V: Contemporary Accounting:

Unit-17 – Accounting Standards

Unit-18 – Human Resource Accounting

Unit-19 - Responsibility Accounting

Unit-20 – Forensic Accounting.

COURSE -04: ORGANISATIONAL BEHAVIOR

Block I : Organisational Behaviour

Unit-1 –Introduction to Organisational Behaviour

Unit-2 -Scope of Organisational Behaviour

Unit-3 –Dynamics of Organisational Behaviour

Unit-4 -Models of Organisational Behaviour

Block II : Individual Behaviour

Unit-5 –Foundation of Individual Behaviour

Unit-6 -Personality

Unit-7 –Concept of Learning

Unit-8 -Emotions

Block III : Group Behaviour

Unit-9 –Group

Unit-10 -Types of Group

Unit-11– Group Cohesiveness

Unit-12-Group Decision Making

Block IV : Organisational Change

Unit-13 –Organisational Change

Unit-14 -Resistance to Change

Unit-15– Change Agent

Unit-16- Organisational Development

Block V : Organisational Culture and Conflicts

Unit-17 –Organisational Culture

Unit-18 -Culture and functions

Unit-19– Conflicts

Unit-20-Work force diversity

COURSE -05: STATISTICS AND OPTIMIZATION TECHNIQUES

Block I: Introduction to statistics:

Unit-01–Introduction to Business statistics

Unit-02 - Analysis of Data

Unit-03– Measures of Central Tendency

Unit-04- Measures of Dispersion

Block II: Correlation:

Unit-05– Correlation

Unit-06 - Methods of Computing Correlation

Unit-07– Regression

Unit-08- Multiple Correlation and Regression

Block III: Probability:

Unit-09-Introduction to probability

Unit-10 - Probability Types

Unit-11– Theoretical Probability Distributions

Unit-12- Normal Probability Distributions

Block IV: Introduction to Operations Research

Unit-13-Introduction to Operational Research

Unit-14 - Game Theory

Unit-15– Inventory Control

Unit-16- Queuing Theory

Block V: Application of Operation Research in Business

Unit-17- Decision analysis

Unit-18 - Network Analysis

Unit-19– Solution to Network Problems

Unit-20- Different Time Estimates –P E R T

COURSE - 06: BUSINESS ENVIRONMENT:

Block – I Business Environment:

Unit-01- Meaning , Nature and Scope of Business Environment

Unit-02 - Internal and External Environment and Environmental Scanning

Unit-03– Impact of Social. Legal and Political Environment on Business

Unit-04- Impact of Demographic. Economics and Technological Environmental on business

Block – II Economic Environment of Business

Unit-05- Economic Environment

Unit-06 - Economic Development

Unit-07– Monetary policy

Unit-08- Fiscal Policy

Block – III Non – Economic Environmental Factors:

Unit-09- No-Economic and natural Environment

Unit-10 - Environmental Protection, Sustainable Development and Environmental Degradation

Unit-11– Environmental Legislations

Unit-12- Terrorism, Nuclear Proliferation, Natural Disasters

Block – IV Regulatory Environment:

Unit-13- Industrial Policy- Export-Import Policy

Unit-14 - Industrial (Development & Regulation) Act 1951

Unit-15– Competition Law

Unit-16 - Consumer Protection act-1986

Module – V Global Business Environment

Unit-17- Global business Environment, WTO: Agreement and Issues

Unit-18- Global Outsourcing, MNCs

Unit-19-FDI and FTAs

Unit-20 - Contemporary Issues; Financial crisis ,Sovereign Debt Crisis and Global Ethics and Values

SECOND SEMESTER

COURSE - 07: INFORMATION TECHNOLOGY FOR MANAGERS

BLOCK- I : Introduction to computers:

Unit-1 – Introduction to Computers, Hardware, Software Types and Features

Unit-2 – Operating System

Unit-3 – Computer Architecture, Computer Networks

Unit-4 – Internet use of Computers in Business, E-Mail, Websites

BLOCK -II : Management Information System:

Unit-5 – Introduction to Management Information System

Unit-6 – Data and Information

Unit-7 – Types of Information System

Unit-8 – The Decision Making Process

BLOCK -III : Planning and Implementing the Information System:

Unit-9 – Introduction to Management Information System

Unit-10 – System Analysis and Design, SDLC

Unit-11 – Flow chart and Decision Table

Unit-12 – Testing and Maintenance of Information Systems

BLOCK -IV : Design and Development of Information System:

Unit-13 – Introduction to Design and Development of Information System-Data Base Development

Unit-14 – Input and Output Design, Data and Information Flow, Front end and Back end Software

Unit-15 – Data Mining and Warehousing, Knowledge management, Data Security

Unit-16 – Cyber Crime and Privacy Issues, Ethical Issues for IT Managers

BLOCK -V : Application of Information System:

Unit-17 – Introduction to Applications of information System

Unit-18 – Enterprise Resource Planning and E-Business

Unit-19 – Customer Relationship Management

Unit-20 – Supply Chain Management

COURSE – 08 : LEGAL ASPECTS OF BUSINESS

BLOCK I: Law of Contract:

Unit-01 – Basics of Law of Contract

Unit-02 – Legality of Contract, Discharge of Contracts and remedies

Unit-03 – Contract of Indemnity and Guarantee

Unit-04 – Contract of Agency

BLOCK II: Sale of Goods Partnership and Negotiable Instruments Act

Unit-05 – Sale of Goods Act, 1930(Part I)

Unit-06 – Sale of Goods Act, 1930(Part II)

Unit-07 – Indian Partnership Act,1932

Unit-08 – Negotiable Instrument Act, 1881

BLOCK III: Company's Act, 2013:

Unit-09 – Company- Nature and Incorporation

Unit-10 – Share Capital

Unit-11 – Company Governance

Unit-12 – Revisiting of Incorporation and Legal Control

BLOCK IV: Consumer Protection Act, Intellectual Property Laws

Unit-13 – Consumer Protection Act, 1986

Unit-14 – Intellectual Property Laws

Unit-15 – Laws Relating to Design , Copy Right and Geographical Indications

Unit-16 – WIPO and TRIPS- Impact on Indian Law

BLOCK V: Information Technology Act - 2000:

Unit-17 – Salient Features of Information Technology Act-2000

Unit-18 – Digital Signature and Electronic Signature

Unit-19 - Electronic Governance

Unit-20 – Certifying Authorities, Penalties Cyber Appellate Tribunal Under the Information Technology Act-2000

COURSE - 09: CORPORATE FINANCE

BLOCK I: Corporate Finance:

- Unit-01** – Introduction to Corporate Finance
- Unit-02** – Value Creation and Agency Problems
- Unit-03** – Time Value of Money
- Unit-04** – Capital Markets

BLOCK II: Capital Budgeting Decisions

- Unit-05** – Introduction to Capital Budgeting
- Unit-06** – Capital Budgeting Process
- Unit-07** – Estimation of Cash Flows
- Unit-08** – Capital Budgeting Techniques

BLOCK III: The Cost of Capital:

- Unit-09** – Introduction to Cost of Capital
- Unit-10** – Cost of Specific Source of capital
- Unit-11** – The Weighted Average Cost of Capital (WACC)
- Unit-12** – The Weighted Marginal Cost of Capital

BLOCK IV: Capital Structure and Dividend Decisions:

- Unit-13** – Introduction to Capital Structure
- Unit-14** – Capital Structure Theories
- Unit-15** – Leverages –Operating, Financial and Combined and Combined leverage
- Unit-16** – Dividend Decision

BLOCK V: Working Capital Management:

- Unit-17** – Introduction to Working Capital
- Unit-18** – Working Capital Financing
- Unit-19** –Cash and Receivables Management
- Unit-20** – Inventory Management

COURSE -10: MARKETING MANAGEMENT

BLOCK I: Concepts of Marketing:

Unit-01 –Introduction to Marketing

Unit-02 – Marketing Management

Unit-03 – Marketing Concepts

Unit-04 – Trends in Marketing

BLOCK II: Market Analysis and Consumer Behaviour

Unit-05 – Marketing Planning

Unit-06 – Consumer Behaviour

Unit-07 –Marketing Research

Unit-08 –Market Segmentation

BLOCK III: Product and Pricing Decision:

Unit-09 – Concept of a Product, Major Product decision- Product Line and Product Mix

Unit-10 – Branding Life Cycle, New Product Development

Unit-11 – Product Life Cycle, New Product development

Unit-12- Pricing Decisions – Factors affecting Price Determination, Pricing Methods and Techniques, Pricing Policies and Strategies

BLOCK IV: Distribution and Promotional Strategies:

Unit-13 – Distribution and Promotional Strategies

Unit-14 – Direct Marketing- Retail marketing

Unit-15 – Wholesaling

Unit-16 – Promotion decision

BLOCK V: Contemporary Issues in Marketing:

Unit-17 – Social Marketing, Ethical and Legal Aspects of marketing

Unit-18 – Green Marketing and Cyber Marketing

Unit-19 – Viral Marketing, Guerrilla Marketing and Neuro Marketing

Unit-20- Customer Relationship Marketing

COURSE - 11: PEOPLE MANAGEMENT

BLOCK I: People Management:

Unit-01 –Introduction to People Management

Unit-02 – Stress Management

Unit-03 – Time Management

Unit-04 – Career Opportunities in People Management

BLOCK II: HR Strategies:

Unit-05 –Introduction to HR Strategies

Unit-06 – Job Analysis and Job Design

Unit-07 – Recruitment

Unit-08 –Selection

BLOCK III: Training and Development:

Unit-09 – Organisational Learning

Unit-10 –Employee Training

Unit-11 –Performance Management and Appraisal

Unit-12 –Career Development

BLOCK IV: Compensation and benefits

Unit-13 –Introduction to Compensation and Benefits

Unit-14 –Compensation Plan

Unit-15 –Government Policy –Statutory Benefits

Unit-16 –Job Satisfactions, Reward and Commitment

BLOCK V: Employee relations and retention

Unit-17 – Employee Grievances and Discipline

Unit-18 – Statutory Aspects of Health, Welfare and Safety

Unit-19 –Career and Succession Planning

Unit-20 – Employee Retention

COURSE - 12: MANAGERIAL COMMUNICATION AND RESEARCH METHODS

BLOCK I: Introduction to Communication:

Unit-01 – Introduction to Communication

Unit-02 – Communication Process

Unit-03 –Barriers to Communication

Unit-04 – Modern Methods of Communication

BLOCK II: Oral and Written Communication

Unit-05 – Oral Communication

Unit-06 – Letter Writing

Unit-07 – Effective Report Writing

Unit-08 – Presentation and Negotiations Skills

MODULE III: Research Methodology

Unit-09 – Introduction to Research

Unit-10 – Research Process and Business Research

Unit-11 –Selection and Formulation of research Problem

Unit-12 – Research Design

BLOCK 4: Methods And Tools Data Collection

Unit-13 – Sampling

Unit-14 – Methods of Data Collection

Unit-15 – Tools of Data Collection

Unit-16 – Processing of Data

BLOCK 5: Methods And tools of Analysis of Data:

Unit-17 – Analysis of Data: Simple and Advanced Statistical Techniques and Their Uses

Unit-18 – Use of SPSS and other Statistical Software Packages

Unit-19 –Testing of Hypothesis

Unit-20 – Research Report Writing

III SEMESTER
COMMON PAPERS

COURSE -13: ENTREPRENEURIAL DEVELOPMENT AND SMALL BUSINESS

BLOCK -I: Entrepreneur and Entrepreneurship:

Unit 1: Introduction to Entrepreneurship

Unit 2: Theories of Entrepreneurship

Unit 3: Creativity and Innovation

Unit 4: Entrepreneurship Development Programme

BLOCK -II Promotion of Ventures:

Unit 5: Environmental Analysis

Unit 6: Establishment of New Business

Unit 7: Industrial Estates

Unit 8: Marketing Analysis

BLOCK -III Micro, Small and Medium Enterprises and Institutional Support to Entrepreneurs:

Unit 9: Micro, Small and Medium Enterprises

Unit 10: Policy Initiatives for Micro, Small and Medium Enterprises

Unit 11: Sickness, revival and Rehabilitation of Micro Small and medium Enterprises

Unit 12: Institutions supporting Entrepreneurs

BLOCK- IV Rural Women and Social Entrepreneurship:

Unit 13: Rural Entrepreneurship

Unit 14: Women Entrepreneurship

Unit 15: Industrial Policy and Entrepreneurship Development

Unit 16: Social Entrepreneurship

BLOCK -V Financing New ventures:

Unit 17: Sources of Capital

Unit 18: Funding from Bank and Finance Institution

Unit 19: Government and Development Sources of Capital

Unit 20: Venture Capital

COURSE - 14: SERVICES MANAGEMENT

BLOCK -I: Introduction:

Unit 1: Services

Unit 2: Service Sector

Unit 3: Service Organization

Unit 4: Service Management

BLOCK -II: Financial Services Management:

Unit 5: Banking Services Management

Unit 6: Management of Insurance Services

Unit 7: Management of Stock market Services

Unit 8: Management of Non-Banking Financial Services

BLOCK -III: Marketing Services Management:

Unit 9: Service Encounter and Loyalty Building

Unit 10: Management of Hospital Services

Unit 11: Management of Tourism and Travel Services

Unit 12: Management of Education and Other services

BLOCK -IV: Service Operations Management:

Unit 13: Building Service System

Unit 14: Operating Services System

Unit 15: Managing Service Operation

Unit 16: Role of Technology in Service

BLOCK -V: Services Management:

Unit 17: Human resource Planning and Employee Selection in Service

Unit 18: Managing People in Service Organizations

Unit 19: Outsourcing

Unit 20: Globalization of Services

COURSE -15: PROJECT MANAGEMENT

BLOCK-I: Introduction to Project Management

Unit 1: Basics of Project Management

Unit 2: Evolution of Integrated Project Management

Unit 3: Project Portfolio Management

Unit 4: Feasibilities of Projects

BLOCK -II: Project Planning & Project Identification:

Unit 5: Project Planning and Project Identification

Unit 6: Feasibility Study and Report

Unit 7: Project Risk Management

Unit 8: Project Cost Estimation

BLOCK -III: Project Implementation:

Unit 9: Introduction to Enterprise Location

Unit 10: Selection of Location and Theories of Location

Unit 11: Work Breakdown Structure

Unit 12: Project Scheduling and Resources Allocation

BLOCK -IV: Project Evaluation and Control:

Unit 13: Project Evaluation Techniques

Unit 14: Network Scheduling

Unit 15: Project crashing Structure

Unit 16: PERT and CPM Using Software

BLOCK -V: Project Team Management:

Unit 17: High Performance Project Teams

Unit 18: Managing Virtual Project teams

Unit 19: Project Control and Performance Evaluation

Unit 20: Project Closure and Post Completion Audit

ELECTIVE A – FINANCE

COURSE -16 A: FINANCIAL MARKETS AND INSTITUTIONS

BLOCK -I: Overview of Indian Financial System:

Unit 1: Reserve Bank of India

Unit 2: Commercial banks in India

Unit 3: Non-Banking Financial Companies

Unit 4: Regulatory Framework of Banking Sector

BLOCK -II: Capital Markets:

Unit 5: Overview of Capital Market

Unit 6: Stock Market

Unit 7: Foreign Direct Investment and Foreign Portfolio Investment

Unit 8: Investors Protection and SEBI Guidelines

BLOCK -III: Money Market:

Unit 9: An Overview of Money Market

Unit 10: Money Market Instruments

Unit 11: Recent Development in Money Market

Unit 12: Prevention of Money Laundering

BLOCK -VI: Financial & Banking Institutions:

Unit 13: Financial Institutions

Unit 14: Fund Flow Analysis

Unit 15: Management of Commercial Banks

Unit 16: Reforms in Banking Sectors

BLOCK-V: Merchant Banking:

Unit 17: An Overview of Merchant Banking

Unit 18: Merchant Banking and Marketing of New Issues

Unit 19: Credit Cards

Unit 20: Merchant Banking in India

COURSE -17A: ADVANCED CORPORATE FINANCE

BLOCK -I: Capital Budgeting

Unit 1: Introduction to Capital Budgeting

Unit 2: Cash Flow Estimation

Unit 3: Measuring Risk and Return in Capital Budgeting

Unit 4: Capital Budgeting Under Special Cases

BLOCK -II: Valuation and Financing Decisions in an Ideal Capital Market:

Unit 5: Modigliani and Miller's propositions on the Irrelevance of Capital Structure

Unit 6: M&M Irrelevance of Dividend Policy and Capital Asset Pricing Model

Unit 7: The Binomial Pricing Model

Unit 8: The Valuation of Options and the Pricing of Corporate Debt and Equity Securities

BLOCK -III: Separation of Ownership and Control, Principal – Agent Conflicts, and Financial Policies:

Unit 9: Real World Factors and Violation of Ideal capital Market Assumption

Unit 10: Separation of Ownership and Control

Unit 11: Extended Stake Holders Conflict of Interest

Unit 12: Agency Conflicts

BLOCK -IV: Information Asymmetry and the Markets for Corporate Securities:

Unit 13: Introduction to Information Asymmetry

Unit 14: Valuation of Equity under Information Asymmetry

Unit 15: Capital Structure, Dividend Policy and Information Asymmetry

Unit 16: Information Asymmetry and Agency Problem

BLOCK -V: The Leverage Decision:

Unit 17: The M & M Proposition

Unit 18: Traditional Trade off Theory

Unit 19: Agency Theory and the Leverage Decision

Unit 20: Balancing Agency Costs

COURSE 18A: SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT

BLOCK -I: Investment Management

Unit 1: Introduction to Investment Management

Unit 2: New Issue Market and Stock Exchanges

Unit 3: Risk and Return Analysis

Unit 4: Security Analysis

BLOCK- II: Portfolio Theory:

Unit 5: Portfolio Risk and Return

Unit 6: Capital Market Theory

Unit 7: Capital Asset Pricing Model

Unit 8: Efficient Market Hypothesis

BLOCK -III: Bond and Equity Valuation:

Unit 9: Basics of Bond

Unit 10: Bond Prices and Yields

Unit 11: Bond theorems

Unit 12: Equity Valuation

BLOCK -IV: Mutual Funds:

Unit 13: Introduction to Mutual Funds

Unit 14: Portfolio Evaluation and Diversification

Unit 15: Risk and Return in Mutual Fund Investment

Unit 16: Performance Evaluation Models

BLOCK -V: Portfolio Management:

Unit 17: Risk and Portfolio Analysis

Unit 18: Market Portfolio and Portfolio Selection

Unit 19: Portfolio Investment Process

Unit 20: Portfolio Evaluation and Diversification

ELECTIVE B – MARKETING

COURSE -16B: ADVERTISING AND SALES PROMOTIONS

BLOCK -I: Advertising:

Unit 1: Introduction of Advertising

Unit 2: Functions of Advertising

Unit 3: Integrated Marketing Communication

Unit 4: Communication Process

BLOCK -II: Advertising Campaign Planning:

Unit 5: Campaign Planning

Unit 6: Advertising Budget

Unit 7: Advertising Message Development

Unit 8: Advertising Programme

BLOCK -III: Advertising Agency:

Unit 9: Types of Advertising Agency

Unit 10: Functions of Advertising Agency

Unit 11: Government Role in Advertising Agency

Unit 12: Compensation System in Advertising Agency

BLOCK –IV: Advertising Media Planning

Unit 13: Advertising Media Planning- an Introduction

Unit 14: Advertising Media Types

Unit 15: Media Planning Process

Unit 16: Advertising Media Evaluation

BLOCK -V: Evaluation and Control:

Unit 17: Advertising Effectiveness

Unit 18: Sales Promotion

Unit 19: Personal Selling

Unit 20: Direct Marketing

COURSE -17B: RURAL MARKETING

BLOCK -I: Introduction to Rural Marketing:

Unit 1: Introduction to Rural Marketing

Unit 2: Rural Marketing Environment

Unit 3: Rural Marketing Finance

Unit 4: Rural Marketing Mix

BLOCK -II: Rural Market Segmentation :

Unit 5: Market Segmentation

Unit 6: Factors of Market Segmentation

Unit 7: Marketing Research

Unit 8: Rural Marketing Information System

BLOCK -III: Agricultural Marketing:

Unit 9: Rural Marketing

Unit 10: Risk Factors

Unit 11: Role and Functions of Rural Marketing and Development

Unit 12: Rural Industries Cottage

BLOCK -IV: Rural Market Regulation:

Unit 13: Indian Rural Market

Unit 14: Rural Market Model

Unit 15: Regulated Market

Unit 16: Standardization, Grading of Agricultural and allied Produce

BLOCK - V: Distribution System in rural marketing:

Unit 17: Distribution System in rural Marketing

Unit 18: FMCG Sector in Rural India

Unit 19: Role of Advertising in Rural Market

Unit 20: Trends in Rural Marketing

COURSE -18B : CONSUMER BEHAVIOUR AND MARKETING RESEARCH

BLOCK -I: Introduction to Consumer Behaviour

Unit 1: Introduction to Consumer Behaviour

Unit 2: Individual Determinants of consumer Behaviour

Unit 3: Environmental Influences on consumer Behaviour

Unit 4: Consumer Decision Making Process

BLOCK -II: Consumer Behaviour :

Unit 5: Approaches to consumer Behaviour

Unit 6: Models of consumer Behaviour-1

Unit 7: Models of consumer Behaviour-2

Unit 8: Analyzing consumer Behaviour

BLOCK -III: Marketing Research:

Unit 9: Marketing Research-an Introduction

Unit 10: Marketing Information System

Unit 11: Types of Marketing Research

Unit 12: Applications of Marketing Research in Business

BLOCK -IV: Dynamics of Consumer Behaviour :

Unit13: Online Buying Behaviour

Unit14: Group Dynamics and Opinion Leadership

Unit 15: Cultural and Cross Culture Influence on Consumer Behaviour

Unit 16: Marketing Implications of Buyer Behaviour

BLOCK -V: Customer Relationship Management

Unit 17: Introduction to CRM

Unit 18: CRM Strategy

Unit 19: Calculating Customer Life Time Value

Unit 20: Managing Unprofitable Customers and Using Customer Value in Other Field

ELECTIVE C – HUMAN RESOURCE MANAGEMENT

COURSE -16C : STRATEGIC HUMAN RESOURCE DEVELOPMENT

BLOCK - I: Human Resource Development :

Unit 1: Introduction to Human Resource Development

Unit 2: HRD-Macro and Micro Level

Unit 3: Role and Competencies of HRD Professional

Unit 4: Performances Management System

BLOCK -II: Human Process :

Unit 5: Human Resource Development Process

Unit 6: Development of Human Capital

Unit 7: Assessing HRD Needs

Unit 8: Training Methods

BLOCK -III: Career Planning and Development:

Unit 9: Career Planning

Unit 10: Career Planning Process

Unit 11: Manpower Planning

Unit 12: Career Planning and Development

BLOCK -IV: HRD And Globalisation :

Unit 13: Human Resource Evaluation

Unit 14: Human Resource Development

Unit 15: Organization Development

Unit 16: Change Management

BLOCK -V: HRD and Globalization :

Unit 17: Globalisation

Unit 18: HRD Programmes

Unit 19: Human Resource Information System

Unit 20: HRD Audit

COURSE -17C : INDUSTRIAL RELATIONS

BLOCK -I: Introduction To Industrial Relations:

- Unit 1:** Industrial Relations-An Overview Part-1
- Unit 2:** Industrial Relations-An Overview Part-2
- Unit 3:** Approaches to Industrial Relations
- Unit 4:** History and Genesis of Industrial Relations

BLOCK -II: Trade Union:

- Unit 5:** Trade Union Movement in India
- Unit 6:** Major Issues in Trade Union Act-1926
- Unit 7:** Trade Union and Related Issues
- Unit 8:** Problems old Trade Unions

BLOCK -III: Industrial Disputes :

- Unit 9:** Introduction to Industrial Disputes
- Unit 10:** Industrial Disputes- Preventive Measures
- Unit 11:** Industrial Disputes Act, 1947- Part I Settlement Machinery
- Unit 12:** Industrial Disputes Act, 1947- Part II

BLOCK -IV: Collective Bargaining and Negotiation:

- Unit 13:** Introduction to Collective Bargaining
- Unit 14:** Collective Bargaining Agreements
- Unit 15:** Negotiation Skills
- Unit 16:** Workers Participation in Management

BLOCK -V: Grievance procedure and Discipline Management:

- Unit 17:** Grievance Management
- Unit 18:** Grievance Procedure and Indiscipline
- Unit 19:** Discipline Management
- Unit 20:** Labour Welfare Work

COURSE -18C : COMPENSATION MANAGEMENT AND PERFORMANCE APPRAISAL

BLOCK -I: Introduction to compensation & benefits:

Unit 1: Basics of Compensation Management

Unit 2: Employee Benefits

Unit 3: Incentive Compensation

Unit 4: Compensation and Benefits: Laws and Regulations

BLOCK -II: Performance appraisal:

Unit 5: Basics of Performance Appraisal

Unit 6: Steps of Appraising Performance

Unit 7: Method of Performance Appraisal

Unit 8: Modern Methods of Performance Appraisal

BLOCK -III: Wage Payment System and Theories of Motivation and Wages:

Unit 9: Development of Payment System of India

Unit 10: Basic Concepts and Types old Compensation

Unit 11: Theories of Motivation

Unit 12: Theories of Wages

BLOCK -IV: Wage Legislation and Wage Payment System :

Unit 13: Wage Legislation

Unit 14: Wage Survey

Unit 15: Wage Structure

Unit 16: Wage Payment System

BLOCK -V: Executive Compensation:

Unit 17: Introduction to Executive Compensation

Unit 18: Executive Compensation Plan

Unit 19: Mode of executive Compensation

Unit 20: Compensation Management in India

MBA 4th SEMESTER SYLLABUS

COURSE – 19: QUALITY AND OPERATIONS MANAGEMENT

BLOCK - 1 : BASICS OF OPERATIONS MANAGEMENT

Unit - 1 : Introduction to Operations Management

Unit - 2 : Types of Production System

Unit - 3 : World Class Manufacturing Production Strategy

Unit - 4 : Advances in Production Management

BLOCK - 2 : PRODUCTION PLANNING

Unit - 5 : Product and Process Design

Unit - 6 : Plant Location and Layout

Unit - 7 : Forecasting and Production Planning and Control

Unit - 8 : Materials Management

BLOCK - 3 : MANUFACTURING AND CONTROL

Unit - 9 : Productivity and Time Study

Unit - 10 : Just-in – Time and Kanban System

Unit - 11: Material and Maintenance Management

Unit - 12: Production Planning and Control

BLOCK - 4 : TOTAL QUALITY MANAGEMENT

UNIT - 13 : Total Quality Management- Introduction

Unit - 14 : Quality Costs

Unit - 15: Bench Marking and BPRE

Unit - 16: Quality Gurus of TQM

BLOCK - 5 : QUALITY TOOLS, TECHNIQUES AND SYSTEMS

UNIT - 17 : Japanese Techniques of Quality Improvement

Unit - 18 : Quality Control and Improvement

Unit - 19: Quality Awards

Unit - 20 : Quality Standards

COURSE – 20: INTERNATIONAL BUSINESS

BLOCK -1 : INTRODUCTION TO INTERNATIONAL BUSINESS

Unit - 1 : International Business : An Over View

Unit - 2 : Modes of Entry into International Business

Unit - 3 : Internationalization and Multinational Corporations Managerial Implications

Unit - 4 : Role of MNCs in Developing Countries

BLOCK -2 : INTERNA TIONAL BUSINESS ENVIRONMENT

Unit - 5 : An Overview of Political, Social and Cultural, Legal and Technological Environment

Unit - 6 : Economic Environment

Unit - 7 : Regional Trade Blocks

Unit - 8 : World Trade and Protectionism

MODULE-3: THEORIES OF INTERNATIONAL BUSINESS AND BILATERAL AND MULTILATERAL TRADE LAWS

Unit - 9 : Mercantilism Theories

Unit - 10 : International Trade Theories

Unit - 11: GATT/ WTO and International Liberalisation

Unit - 12: Ministerial Conference of SAARC

BLOCK -4 : GLOBAL TRADING ENVIRONMENT

Unit - 13 : Globalization and its Impact on Indian Industry, Globalization and Internal Reform Process

Unit - 14 : EXIM Policy, Government Support, Export Incentives , Export Credit

Unit - 15: Insurance and Marine Insurance

Unit - 16: Foreign Direct Investment (FDI)

BLOCK -5 : INTERNATIONAL E-BUSINESS

Unit - 17 : Introduction to E-Commerce, E-Business

Unit - 18 : Introduction to Internet, Internet and Extranets Business Applications of Internet, E-Shopping

Unit - 19: Electronic Payment System

Unit - 20 : Security Issues in E-Business

COURSE – 21 : STRATEGIC MANAGEMENT

BLOCK - 1 :BASICS OF STRATEGIC MANAGEMENT

Unit –1: Introduction to Strategy

Unit – 2: Introduction to Strategic Management

Unit – 3: Strategic Planning, Strategic Decision Making and Competitive Advantage

Unit – 4: Strategic Management Process

BLOCK – 2: STRATEGIC FORMULATION

Unit – 5: Introduction to Strategic Formulation

Unit – 6: Strategic Intent, Strategic Vision and Mission

Unit – 7: Environmental Analysis

Unit – 8: Industry Analysis

BLOCK – 3: ENVIRONMENTAL SCANNING AND COMPETITIVE ANALYSIS

Unit – 9: Introduction to Environmental Scanning

Unit – 10: Grand Strategies

Unit – 11: Competitive Analysis

Unit – 12: PESTLE Analysis

BLOCK – 4: STRATEGIC IMPLEMENTATION

Unit – 13: Issues in Strategy Implementation

Unit – 14: Procedural Implementation

Unit – 15: Leadership Style

Unit – 16: Functional Issues

BLOCK – 5: STRATEGIC EVALUATION

Unit –17: Guiding and evaluation of strategies and Establishing Strategic Controls

Unit – 18: Operational Control System

Unit – 19: Monitoring performance and evaluation of Deviation and Challenges

Unit – 20: Role of Corporate Governance

ELECTIVE - A : FINANCE

COURSE – 22A : STRATEGIC FINANCIAL MANAGEMENT

BLOCK – 1: STRATEGIC FINANCIAL DECISIONS

Unit – 1: Introduction to Strategic Financial Management

Unit – 2: Financial Planning and Analysis

Unit – 3: Capital Structure, Dividend Policy and Financial Innovations

Unit – 4: Financial Engineering and Challenges in Strategic Financial Management

BLOCK – 2: PRIVATE EQUITY AND VENTURE CAPITAL

Unit – 5: Rudiments of Valuing and Financing a Venture

Unit – 6: The Stages of Venture Development and Financing

Unit – 7: Venture Capital Firms

Unit – 8: The Role of Staging and VC Monitoring in Resolving Principal – Agent Conflicts

BLOCK – 3: MERGERS, ACQUISITIONS TAKEOVERS AND BUYOUT

Unit – 9: Basic Concepts of Mergers and Acquisitions

Unit – 10: Mergers and Acquisitions

Unit – 11: Takeovers and Buyouts

Unit – 12: Legal and Procedural Aspects

BLOCK – 4: FINANCIAL DISTRESS AND RESTRUCTURING

Unit – 13: Introduction to Financial Distress

Unit – 14: Divestiture and Financial Restructuring

Unit – 15: Corporate and Distress Restructuring

Unit – 16: Failures in Merger/Acquisition/Joint Ventures

BLOCK – 5: BANKRUPTCY, REORGANIZATION, AND EMERGENCE, THE LIQUIDATION ALTERNATIVES

Unit – 17: Liquidation and Winding up

Unit – 18: Financial Distress and Turnaround Strategies

Unit – 19: Corporate and Debt restructuring, Leveraged Buyouts, Tender offers, Strategic Alliance and MLPS

Unit – 20: Acquisitions /Takeovers

COURSE - 23A : INTERNATIONAL FINANCIAL MANAGEMENT

BLOCK - 1 : INTERNATIONAL FINANCIAL ENVIRONMENT

Unit - 1 : Global Financial Markets And Recent Development

Unit - 2 : Interest Rates In Global Money Markets, The Balance of Payments - Importance and Structure

Unit - 3 : International Monetary System-IMF functions Funding Methods, SDRs and exchange Rate Regimes

Unit - 4 : Foreign Direct Investment, Foreign Institutional Investors and Private Equity

BLOCK - 2 : FOREIGN EXCHANGE MARKET

Unit - 5 : Functions and Structure of Foreign Exchange Market

Unit - 6 : Foreign Exchange Transactions

Unit - 7 : Foreign Exchange Market in India

Unit - 8 : Spot and Forward Rates

BLOCK - 3: FOREIGN EXCHANGE EXPOSURE

Unit - 9 : Types of Transaction Exposure

Unit - 10 : Exchange Rates - Determination of Exchange Rates

Unit - 11: Interest Rate Parity (IRP) and Purchasing Power Parity (PPP) Theory

Unit - 12: Exchange Rate Forecasting

BLOCK - 4 : FOREIGN EXCHANGE RISK MANAGEMENT

Unit - 13 : Measurement of Transaction Exposure, Translation Exposure and Economic Exposure

Unit - 14 : Hedging Strategies for Currency Risk : Contractual and Non-Contractual Hedging

Unit - 15: Forwards, Futures, Swaps and Money Market Operations

Unit - 16: Multinational Cost of Capital and Capital Structure

BLOCK - 5 : MANAGEMENT OF INTEREST RATE EXPOSURE

Unit - 17 : International Capital Budgeting and FRA

Unit - 18 : Interest Rate Caps, Floors and Financial Swaps

Unit - 19: Short-Term Financial Management

Unit - 20 : Netting, Transfer Pricing and GDR.

COURSE - 24 A : DERIVATIVES

BLOCK - 1 : INTRODUCTION TO DERIVATIVES

Unit - 1 : Derivatives : An Overview

Unit - 2 : Financial Derivatives in India

Unit - 3 : Regulatory Authorities and Derivative Exchanges in India

Unit - 4 : Participants in Derivatives Market

BLOCK - 2 : FORWARDS TO FORWARDS AND FUTURES

Unit - 5 : Introduction to Forwards and Futures

Unit - 6 : Trading in Forwards and Futures

Unit - 7 : Using Futures for Hedging

Unit - 8 : Stock Index Futures

BLOCK - 3: FORWARDS AND FUTURES

Unit - 9 : Call Options Bounds

Unit - 10 : American Options

Unit - 11: Put Options Bounds

Unit - 12: Options Combinations

BLOCK - 4 : VALUATIONS MODELS

Unit - 13 : Principles of Options Pricing

Unit - 14 : Options Pricing - Put/Call Parity

Unit - 15: Binomial Model

Unit - 16: Black-Scholes Option Pricing Model

BLOCK - 5 : OTHER DERIVATIVES AND RISK MANAGEMENT

Unit - 17 : Measures of Risk

Unit - 18 : Eurodollar Derivatives (Futures)

Unit - 19: Accounting Issues in Derivatives

Unit - 20 : Other (Weather) Derivatives

ELECTIVE - B : MARKETING

COURSE - 22B : RETAILING AND SUPPLY CHAIN MANAGEMENT

BLOCK - 1 : INTRODUCTION TO RETAILING Page. No

Unit - 1 : An Overview of Retailing

Unit - 2 : Retailing in India

Unit - 3 : Retail Formats and Classification

Unit - 4 : Retail Planning and Management

BLOCK - 2 : RETAILING

Unit - 5 : Retail Shoppers Behaviour

Unit - 6 : Retail Business Management

Unit - 7 : Merchandise Management & Retail Pricing

Unit - 8 : Branding and Retail Management

BLOCK - 3: RETAILING PROBLEMS AND CHALLENGES

Unit - 9 : Problems of Retailing

Unit - 10 : FDI in Retail Sector

Unit - 11: Current Trends in Retail Audit

Unit - 12: Retail Store Layout and Location

BLOCK - 4 : SUPPLY CHAIN

Unit - 13 : Fundamentals of Supply Chain

Unit - 14 : Strategic Sourcing

Unit - 15: Supply Chain Network and Design, Distribution Strategy

Unit - 16: Planning Demand, Inventory and Supply in Supply Chain

BLOCK - 5 : SUPPLY CHAIN MANAGEMENT

Unit - 17 : Supply Chain Integration & Supply Chain Process

Unit - 18 : Information Technology in Supply Chain

Unit - 19: Reverse Supply Chain and Agro Supply Chain

Unit - 20 : Customer Relationship Management

COURSE - 23B : BUSINESS MARKETING

BLOCK - 1 : INTRODUCTION TO BUSINESS MARKETING

Unit - 1 : Fundamentals of Industrial Marketing

Unit - 2 : Classification of Industrial Goods

Unit - 3 : Industrial Marketing Environment

Unit - 4 : Industrial Market Segmentation

BLOCK - 2 : ORGANISATIONAL BUYING

Unit - 5 : Characteristics of Organisational Buying

Unit - 6 : Models of Buyer Behavior

Unit - 7 : Industrial Buying

Unit - 8 : Value Analysis

BLOCK - 3: STRATEGY FORMULATION IN INDUSTRIAL MARKET

Unit - 9 : Strategic Planning

Unit - 10 : Analyzing Industrial Product

Unit - 11: Product Decision

Unit - 12: Industrial Services

BLOCK - 4 : DISTRIBUTION CHANNEL FOR INDUSTRIAL GOODS

Unit - 13 : Distribution Channels

Unit - 14 : Channels Conflicts

Unit - 15: Channels of Distribution - Functions

Unit - 16: Logistics Management

BLOCK - 5 : PROMOTION OF INDUSTRIAL GOODS

Unit - 17 : Meaning and Objectives of Promotion

Unit - 18 : Sales Promotion

Unit - 19: Advertisement

Unit - 20 : Evaluation of Advertisement

COURSE - 24B : INTERNATIONAL MARKETING

BLOCK - 1 : INTRODUCTION

Unit - 1 : Fundamentals of International Marketing

Unit - 2 : Market Entry Strategies and Decisions

Unit - 3 : Indian Exports and Balance of Payment

Unit - 4 : International Trade

BLOCK - 2 : INTERNATIONAL MARKETING ENVIRONMENT

Unit - 5 : Political Environment

Unit - 6 : Economic and Legal Environment

Unit - 7 : Socio-Cultural Environment

Unit - 8 : Trading Environment

BLOCK - 3 : INTERNATIONAL MARKETING INSTITUTIONS

Unit - 9 : Economic Integration and Regional Blocs

Unit - 10 : Multinational Companies

Unit - 11: EOU, SEZ, EPZ and Export Houses

Unit - 12: International Marketing Research

BLOCK - 4 : INTERNATIONAL MARKETING MIX

Unit - 13 : International Product

Unit - 14 : International Pricing

Unit - 15: International Marketing Communications (Promotion)

Unit - 16: International Distribution

BLOCK - 5 : INTERNATIONAL MARKETING IN INDIA

Unit - 17 : Export Documentation, Regulations and Licenses

Unit - 18 : Institutional Support In India.

Unit - 19: Policy Support

Unit - 20 : Trends In India's Foreign Trade.

COURSE - 22 C : KNOWLEDGE MANAGEMENT

BLOCK - 1 : KNOWLEDGE MANAGEMENT PERSPECTIVES

Unit - 1 : Introduction to Knowledge Management

Unit - 2 : Knowledge Culture

Unit - 3 : Knowledge Management Process

Unit - 4 : Knowledge Application and System

BLOCK - 2 : STRATEGIC KNOWLEDGE MANAGEMENT AND ORGANIZATIONAL CULTURE

Unit - 5 : Models of Knowledge Management and its Phases of Development

Unit - 6 : Strategic Frame Work of Knowledge Management

Unit - 7 : Organizational Culture for Knowledge Management

Unit - 8 : Knowledge Sharing Culture

BLOCK - 3: KNOWLEDGE ECONOMY

Unit - 9 : Principles of Knowledge Management

Unit - 10 : Learning Organizations and Knowledge Management

Unit - 11: Insight to Knowledge Management

Unit - 12: Strategy-Issues and Challenges in Knowledge Management

BLOCK - 4 :T ALENT MANAGEMENT SYSTEMS

Unit - 13 : Talent Management - An Introduction

Unit - 14 : Performance Management

Unit - 15: Talent Management and Social Media

Unit - 16: Retaining Talent and Strategies

BLOCK - 5 :TALENT PLANNING

Unit - 17 : Succession Management Process-Cross Functional Capabilities and Fusion of Talents

Unit - 18 : Talent Development Budget – Value Driven Cost Structure

Unit - 19: Contingency Plan for Talent

Unit - 20 : Building Talent Leadership Coaching

ELECTIVE - C: PEOPLE MANAGEMENT

COURSE - 23 C : INTERNATIONAL HUMAN RESOURCE MANAGEMENT

BLOCK - 1 : INTRODUCTION TO IHRM

Unit - 1 : An Over View of IHRM

Unit - 2 : Internationalisation of HRM

Unit - 3 : Culture and Employee Management Issues

Unit - 4 : The Challenges of International Human Resources Management

BLOCK - 2 : STRATEGIES FOR INTERNATIONAL GROWTH

Unit - 5 : Exploiting Global Integration

Unit - 6 : Mastering Expatriate

Unit - 7 : Becoming Locally Responsive

Unit - 8 : Challenges of Localization

BLOCK - 3: RECRUITMENT , SELECTION AND STAFFING IN INTERNATIONAL CONTEXT

Unit - 9 : Recruitment of Managers

Unit - 10 : Different Approaches to Multinational Staffing Decisions

Unit - 11: Recruitment Methods

Unit - 12: Selection Criteria and Techniques

BLOCK - 4 : PERFORMANCE MANAGEMENT

Unit - 13 : A Conceptual Background

Unit - 14 : Performance Management Cycle and Model

Unit - 15: Performance Management of Expatriates

Unit - 16: International Performance Management - Issues and Challenges

BLOCK - 5 : TRAINING AND DEVELOPMENT IN INTERNATIONAL CONTEXT

Unit - 17 : International Training and Development : Context and Current Scenario

Unit - 18 : Training and Development for International Staff

Unit - 19: International Compensation

Unit - 20 : Compensation Practices

COURSE - 24C : LABOUR LEGISLATION

BLOCK - 1 : INTRODUCTION

Unit - 1 : Introduction to Labour Legislation

Unit - 2 : Classification of Labour Laws

Unit - 3 : Indian Constitution and Protection of Labour

Unit - 4 : An Overview of Labour Legislation in India

BLOCK - 2 : LABOUR POLICY AND ADMINISTRATION

Unit - 5 : An Overview of Labour Policy and Administration

Unit - 6 : Labour Law Administrative Machinery(Central and State)

Unit - 7 : International Labour Organisation

Unit - 8 : International Labour Organisation and Indian Labour Legislation

BLOCK - 3 : FACTORIES ACT 1948 AND RELATED LEGISLATION

Unit - 9 : The Factories Act, 1948

Unit - 10 : Welfare Measures and Other Measures

Unit - 11: Law Relating to Wages

Unit - 12: The Payment of Bonus Act, 1965

BLOCK - 4 : INDUSTRIAL DISPUTES ACT, 1947

Unit - 13 : Various Methods of Industrial Disputes

Unit - 14 : Various Authorities Under the Act

Unit - 15: Functions of Trade Union

Unit - 16: Trade Union Act, 1926

BLOCK - 5 : OTHER RELATED LEGISLATION

Unit - 17 : Industrial Employment Act, 1946

Unit - 18 : ESI Act, 1948

Unit - 19: Equal Remuneration Act, 1976 and Contract Labour Act, 1970

Unit - 20 : Critical Evaluation of Working of Labour Legislation in India

1.6.3 SCHEME OF EXAMINATION

The Evaluation conducted each semester consists of Internal Assessment and Term End Examination. The Internal Assessment consists of Assignment of 10 marks and seminar presentation for 10 marks in each paper.

M.B. A. Ist SEMESTER

Course Code	Credits	IA Marks	Theory		Aggregate for Pass
			Max. Marks	Min. Marks	
MB101	5	20	80	32	40
MB102	5	20	80	32	40
MB103	5	20	80	32	40
MB104	5	20	80	32	40
MB105	5	20	80	32	40
MB106	5	20	80	32	40

M.B. A. IInd SEMESTER

Course Code	Credits	IA Marks	Theory		Aggregate for Pass
			Max. Marks	Min. Marks	
MB107	5	20	80	32	40
MB108	5	20	80	32	40
MB109	5	20	80	32	40
MB110	5	20	80	32	40
MB111	5	20	80	32	40
MB112	5	20	80	32	40

M.B. A. IIIrd SEMESTER

Course Code	Credits	IA Marks	Theory		Aggregate for Pass
			Max. Marks	Min. Marks	
MB113	5	20	80	32	40
MB114	5	20	80	32	40
MB115	5	20	80	32	40
MB116 A/B/C	5	20	80	32	40
MB117 A/B/C	5	20	80	32	40
MB118 A/B/C	5	20	80	32	40

(Course MB113, MB114 and MB 115 are common subjects for all the learners of Third semester. MB116 A/B/C, MB117A/B/C and MB118A/B/C are electives: A- Finance, B- Marketing and C- People management)

M.B. A. IVth SEMESTER

Course Code	Credits	IA Marks	Theory		Aggregate for Pass
			Max. Marks	Min. Marks	
MB119	5	20	80	32	40
MB120	5	20	80	32	40
MB121	5	20	80	32	40
MB122 A/B/C	5	20	80	32	40
MB123 A/B/C	5	20	80	32	40
MB124 A/B/C	5	20	80	32	40
Project	5	-	100	40	40
VIVA	2	-	50	20	20

(Course MB119, MB120 and MB 121 are common subjects for all the learners of fourth semester. MB122A/B/C, MB123A/B/C and MB124A/B/C are electives: A- Finance, B- Marketing and C- People management)

Question Paper Pattern

MB 102(N)

First Semester M.B.A Degree Examination, August 2015

(New Scheme)

Course – 2 : MANAGERIAL ECONOMICS

Time: 3 Hours

Max. Marks : 80

Section– A

Answer **any five** sub-questions. **Each** question sub-question carries **(5×3=15)**

- a.
- b.
- c.
- d.
- e.
- f.
- g.

Section – B

Answer **any four** questions. **Each** question carries **5** marks. **(4×5=20)**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Section – C

Answer **any three** questions. **Each** question carries **10** marks. **(3×10=30)**

- 7)
- 8)
- 9)
- 10)
- 11)

Section – D

Case (Compulsory) :

(1×15=15)

12) The following table gives the information regarding the units produced, total revenue and total cost of production of a toy factory. Complete the table.

Units of Output (Rs.)	Total Revenue (Rs.)	Total Cost	Total Profit	Marginal Cost	Marginal Revenue	Marginal Profit
250	1,000	752				
251	1,004	753				
252	1,008	755				
253	1,012	758				
254	1,016	762				
255	1,020	767				
256	1,024	773				
257	1,028	780				

Second Semester M.B.A Degree Examination, January 2015
(New Scheme)
Course – 7 : MIS AND COMPUTER APPLICATION

Time: 3 Hours

Max. Marks : 75

Section– A

Answer **all** sub-questions. **Each** question carries **two** marks.

(5×3=15)

- a.
- b.
- c.
- d.
- e.

Section – B

Answer **any four** questions of the following. **Each** question carries **10** marks. **(4×5=20)**

- 1.
- 2.
- 3.
- 4.
- 5.

Section – C

Answer **any three** questions. **Each** question carries **15** marks.

(3×15=45)

- 6)
- 7)
- 8)
- 9)
- 10)

Third Semester M.B.A Degree Examination, September 2015
(New Scheme)
Course – 13 : ENTREPRENEURIAL DEVELOPMENT AND SMALL
BUSINESS
(Compulsory)

Time: 3 Hours

Max. Marks : 80

Section– A

Answer **any five** sub-questions. **Each** question sub-question carries 3 Marks **(5×3=15)**

- a.
- b.
- c.
- d.
- e.
- f.
- g.

Section – B

Answer **any four** questions. **Each** question carries **5** marks. **(4×5=20)**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Section – C

Answer **any three** questions. **Each** question carries **10** marks. **(3×10=30)**

- 7)
- 8)
- 9)
- 10)
- 11)

Section – D

12) Case study

(1×15=15)

IV Semester M.B.A Degree Examination, January 2014
(New Scheme)
Course – 19 : INTERNATIONAL BUSINESS ENVIRONMENT
(Compulsory)

Time: 3 Hours

Max. Marks : 75

Section– A

Answer **any five** sub-questions. **Each** question sub-question carries **(5×3=15)**

- a.
- b.
- c.
- d.
- e.
- f.
- g.

Section – B

Answer **any four** questions. **Each** question carries **5** marks. **(4×5=20)**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Section – C

Answer **any three** questions. **Each** question carries **10** marks. **(3×10=30)**

- 7)
- 8)
- 9)
- 10)
- 11)

Section – D

12) Case (Compulsory) :

(1×15=15)

Note: The question papers of all courses are available in the University website.

(www.karnatakastateopenuniveristy.in)

Annual Academic Calendar for MBA. Programme (Semester Scheme)

Sl. No.	Academic Activities	Date & Month
01	Last date for MBA admission	31 st October 2020
02	Distribution of SLM (Study Material)	At the time of Admission
FIRST SEMESTER		
03	PCP / Counselling	Dec 2020/Jan 2021
09	Examination Notification	Feb 2021
10	Submission of Assignments	Feb, 2021
11	Examination	March, 2021
12	Results	May, 2021
SECOND SEMESTER		
13	PCP/Counselling	June 2021
14	Submission of Assignments	July, 2021
15	Examination Notification	Aug , 2021
16	Examination	Sept, 2021
17	Declaration of Results	Oct, 2021
THIRD SEMESTER		
Second Year Admission – Sept/Oct 2021		
18	PCP / Counseling	Dec 2021/Jan 2022
19	Examination Notification	Feb 2022
20	Submission of Assignments	Feb, 2022
21	Examination	March, 2022
22	Results	May, 2022
FOURTH SEMESTER		
23	PCP/ counseling	June 2022
24	Submission of Assignments	July, 2022
25	Examination Notification	Aug , 2022
26	Submission of Project Report	Sept, 2022
26	Examination	Oct, 2022
27	Declaration of Results	June 2023

Accounted audited statement for the last three years

2017-18						
ಕ್ರ.ಸಂ	ಲೆಕ್ಕ ವಿವರಗಳು HEAD OF ACCOUNTS	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2017-2018 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2017-2018	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2017-2018 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2017-2018	Actual Expenditure 2017- 18
ಆದಾಯ / RECEIPTS			ವೆಚ್ಚಗಳು / EXPENDITURE			
1	ಸಾಮಾನ್ಯ ನಿಧಿ	51,96,00,000	20,97,55,000	109,00,26,000	68,68,67,000	49,18,76,885
2	ಪರಿಣಾಮ ನಿಧಿ	8,40,00,000	5,00,00,000	65,40,50,000	3,86,20,000	1,83,88,029
3	ಪಿಂಚಣಿ ನಿಧಿ	21,02,00,000	7,15,00,000	5,21,00,000	5,91,05,000	3,96,99,242
4	ಇತರೆ	6,34,56,000	4,74,21,000	29,19,85,000	18,72,70,000	3,77,51,295
5	ಪೀಠಗಳು	9,83,620	11,32,000	34,97,000	1,55,000	1,56,854
Total		87,82,39,620	37,98,08,000	209,16,58,000	97,20,17,000	58,78,72,305
2018-19						
ಕ್ರ.ಸಂ	ಲೆಕ್ಕ ವಿವರಗಳು HEAD OF ACCOUNTS	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2018-2019 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2018-2019	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2018-2019 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2018-2019	Actual Expenditure 2018-19
ಆದಾಯ / RECEIPTS			ವೆಚ್ಚಗಳು / EXPENDITURE			
1	ಸಾಮಾನ್ಯ ನಿಧಿ	87,99,00,000	57,73,50,000	223,24,80,000	58,16,43,000	54,06,02,389
2	ಪರಿಣಾಮ ನಿಧಿ	10,55,00,000	6,65,50,000	88,17,50,000	2,96,50,000	1,36,29,648
3	ಪಿಂಚಣಿ ನಿಧಿ	25,10,00,000	11,86,01,854	8,01,50,000	7,91,30,000	6,04,35,187
4	ಇತರೆ	5,84,05,000	5,40,90,000	15,95,35,000	5,47,75,000	4,06,47,039
5	ಪೀಠಗಳು	9,83,000	9,26,000	11,05,000	8,05,000	1,51,364
Total		129,57,99,000	81,75,17,854	335,50,20,000	74,60,03,000	65,54,65,627
2019-20						
ಕ್ರ.ಸಂ	ಲೆಕ್ಕ ವಿವರಗಳು HEAD OF ACCOUNTS	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2019-20 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2019-2020	ಆಯವ್ಯಯ ಅಂದಾಜು Budget Estimate 2019-2020 in Rs	ಪರಿಷ್ಕೃತ ಆಯವ್ಯಯ ಅಂದಾಜು Revised Budget Estimates 2019-2020	Actual Expenditure 2019-20
ಆದಾಯ / RECEIPTS			ವೆಚ್ಚಗಳು / EXPENDITURE			
1	ಸಾಮಾನ್ಯ ನಿಧಿ	119,70,00,000	40,03,75,000	129,65,26,000	64,54,15,000	63,65,10,906
2	ಪರಿಣಾಮ ನಿಧಿ	10,55,00,000	6,15,50,000	14,29,50,000	1,51,75,000	1,51,50,804
3	ಪಿಂಚಣಿ ನಿಧಿ	25,10,00,000	7,07,05,000	8,29,25,000	7,35,00,000	7,25,17,056
4	ಇತರೆ	5,84,05,000	5,49,23,000	15,62,20,000	5,96,21,000	5,50,23,552
5	ಪೀಠಗಳು	9,83,000	22,10,000	24,80,000	13,50,000	9,99,611
Total		161,32,93,000	58,97,63,000	168,11,01,000	79,50,61,000	78,02,01,929

BEST PRACTICES

Sl. No.	Domain Area/Type	Best Practices
1.	Curriculum/SLM	<ul style="list-style-type: none"> • Curriculum of UG has a provision of Environmental Science, Human Rights, Indian Constitution, RTI, and IT. • SLM of UG and PG is in electronic mode also. • University uploads e-resources in the website and instructs learners to access to it at free of cost. • E-resources (supplementary) is provided to the learners through mobile services. • SLM has provision of editing. The external experts edit the study material which guarantees the quality.
2.	Personal Contact Program / Week end counselling	<ul style="list-style-type: none"> • Personal Contact Program/Week end counselling is conducted in major canters, which highlight education of doorstep of learners. • Academic counsellors are trained by experts in KSOU which enable them to deliver academic services as per the benchmark. • In case of PG in science and management disciplines, students will be provided exposure in industry through field visit/project work. This apparently provide for hands on experience. • Skill development program conducted in various centres help enhancing the skills of the students. • Feedback is obtained on teacher's evaluation by students in a prescribed format and corrective measures are taken on the basis of analysis. • University conducts induction programme for all the students of various courses. This obviously helps students to chalk out their plan, so that they make a schedule for their studies without any hassle.
3.	Examination/Evaluation	<ul style="list-style-type: none"> • Examinations are conducted transparently. • Questioned Bank System followed for all courses • Feedback system adopted in case of internal assessment • Test seminar and fieldwork encouraged in internal assessment • Computerised system of entrance examination adopted and results announced within two days of examination • Internal assessment is treated as continuous assessment
4.	LSCs Activities	<ul style="list-style-type: none"> • LSCs established in government colleges and affiliated colleges only • The courses offered by the above colleges are considered as a basis for the allotment of courses of ksou to LSCs • LSCs manual develop and activities conducted accordingly • Periodically training programme is conducted to the academic

		<p>councillors and thereby enhance their capacity building</p> <ul style="list-style-type: none"> • The university invites all coordinators of all LSCs to participate in the training programme at ksou periodically • Attendance of the distance learner who participate in the personal contact programme or weekend classes is maintained • Proper support is extended to the visually impaired students by way of attendant in the examination • The university rams in each LSCs for the physically challenged learners
5.	Quality Assurance	<ul style="list-style-type: none"> • KSOU has established Centre for Internal Quality Assurance (CIQA) for overseeing, reviewing and upgrading quality aspects in academics, students services, administration etc. • The Karnataka State Open University has given more emphasis on delivery mechanism to students. Further the department of commerce has given more weightage on the development of Self Learning Material for the benefits of the student's community. • The department has recently designed the Ph.D Course work syllabus on par with global standards and benchmark. In the Ph.D coursework syllabus more thrust has been accorded on contemporary issues in Commerce.
6.	Placement	<ul style="list-style-type: none"> • University established a placement cell and orient the students about the carrier opportunities • Through the competitive examination centre the university train its learners to appear for competitive examinations of state/central governments etc. • University industry interface is maintained mainly to give an opportunity to its leaeners to have industrial exposures.
7.	Faculty centric	<ul style="list-style-type: none"> • Encourage faculty members to undergo FDP Programme periodically • Computer literacy programme is conducted to all the teachers • Traning given to the teachers about a audio/Visuals.
8.	Students Centric	<ul style="list-style-type: none"> • SLM both print and electronic is developed through the interactive method which is a part of student centric • Teacher evaluation by students is adopted in this case students judges the level of efficiency of teachers who deliver academic services • Learner enjoys flexibility as he has the provisions of learning at its own pace • Student is an important stake holder in the HEI, as such he play a decisive role for the overall development
9.	Use of Technology	<ul style="list-style-type: none"> • The University is to provide tablet (an inbuilt study material) to the students in the place of printed study material in future. • KSOU has announced to launch of Mobile application for the convenience of students about the academic activities in future.

10.	Any other	<ol style="list-style-type: none">1. 25% fee concession extended to the women students under BPL.2. Mukthasanjeevini put in place to encourage students of backward class to fare better.3. Gold medals instituted course-wise which reduces disparity between ODL and conventional.4. Model study center being established to set benchmark for rest of the institutions5. Conservation of emery by the exploiting solar.
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1. Act copy
2. AFFIDAVIT