

First Semester

PM01CMGT01 : FUNDAMENTALS OF MANAGEMENT

Organizations and need for management, managerial process, functions, levels, skills and roles in managing organizations. Evolution of management theory: classical, neo-classical theories and contingency approaches. Social responsibility and ethics in business, Organizational and natural environment, managing in a global environment. Management in cultural diversity. Managing small business and entrepreneurship. Quality management and TQM. Decision making: rational and non-rational models of decision making. Planning, strategic management and decision making, tools and techniques. Fundamentals of organizing, Distribution of authority. Organizational designs and structures. Managing change and innovation, Human Resource Management. Leading and motivating employees. Teams and team building. Communication and negotiation. managing operations. Controlling and building commitment, combining technology, people and information technology management, Combining Technology and people, Managing change with Information Technology.

PM01CQTT01 : QUANTITATIVE TECHNIQUES FOR MANAGEMENT -I

Mathematics :Elements of Calculus – Functions; concept of limit and continuity; Differentiation; Partial Differentiation; Maxima and Minima of single variable, two variables and n-variables; Constrained maximization under inequality constraints –'Khun – Tucker' approach; Integration; Application of Calculus to management Problems. Matrix Algebra: Addition, subtraction, and multiplication of matrices; Concept of Determinants and Cramer's Rule; Transposed and Adjoint matrix; Inverse and Rank of matrix; Application of Matrices to solution of simultaneous equations and management situations. Algebra: Algebra of sets. Statistics: Measures of Central tendency and dispersions, Liner Relationship – Method of Least Squares, Correlation, and Regression Analysis; Elements of Probability theory and Probability distributions; Binomial, Poisson, Exponential and Normal Distributions, Time-series Analysis.

PM01CECO01 : MANAGERIAL ECONOMICS

Concepts and Techniques – Nature of business decision-making, marginal analysis, optimization; Theory of Demand – demand functions, income and substitution effects, revealed preference approach and demand forecasts; Production and Cost – returns to scale, cost curves, break-even analysis; Theory of Firm- profit maximization, sales maximization, Market Structure – competition, monopoly, oligopoly, non-price competition; Macro Economic Aggregates and Concepts – GNP and GDP-Aggregate Consumption-Gross Domestic Savings-Gross Domestic

Capital Formation –WPI, CPI and Inflation-Employment- Money Supply Concepts and Measurement of National Income; Determination of National Income- Consumption Function, Fiscal impact and Investment, Synthesis of Monetary and Real Factors.

PM01CACCO1 : MANAGERIAL ACCOUNTING -I

Introduction to Managerial Accounting; GAAP; Conventions and Concepts; Balance sheet and Related Concepts; Profit and Loss Account and Related Concepts; Accounting Mechanics; Areas of Accounting Policy; Revenue Recognition and Measurement: Matching of revenues and expenses; Inventory Valuation; Fixed Assets and Depreciation accounting; Intangible assets; Introduction to inflation accounting.

Legal and Auditing requirements relating to external reporting, Corporate Financial Reporting in India Including Schedule VI requirements, Reading of Balance sheet, P & L A/c. and schedules, Notes to Accounts and their implications, Approach to recast the statements based on notes.

PM01CMGT02 : INDIAN ETHOS AND ORGANIZATIONAL BEHAVIOUR

Management in the Indian Socio-Political Environment; Work Ethos; Indian Heritage and Management. Relevance of Values in Management; Need for Values in Global Change; Indian Perspective; Values for Managers; Holistic Approach for Managers in Decision Making; Foundations of Organizational Behaviour, Understanding and managing individual behaviour – Personality perception, Attitudes, Learning, work Motivation. Organizational Behaviour modification, Understanding and managing group processes- interpersonal and group dynamics. Conflict –nature and types, Conflict Resolution. Communication, group decision-making, Leadership and influence process. Power and politics Understanding and Managing organization systems – Organizational design and structure. Work stress.

PM01CECO02 : INDIAN ENVIRONMENT AND MANAGEMENT

Fundamentals-Sustainable Development, Implications of human population growth, Limits to growth, Environment and Business Schools; Overview of Indian Business Environment –Micro and Macro environment. Environment analysis and Forecasting. Political and Legal framework Liberalization and Globalization. Government and Business, Indian and Global Economy: Characteristics and issues. Interface between Agriculture, Industry and Environment Resources, International Investment, Competitive structure of Industries Multinational corporations and Global Competitiveness. Trade and Balance of Payment. Monetary and Fiscal Policies. Social cultural and Demographic Environment; Technological and natural environment. Ecology, Environment protection Laws and Management. Managerial Decision Making in a changing business environment.

PM01CMSD01 : MANAGEMENT SKILLS DEVELOPMENT

Communication skills – Reading skills, Writing skills, fundamentals: Clarity, Consistency, Cogency Concretization and Capsulization. Stylistic issues. Business letters, Briefs and Memo-writing, Note taking, Outlining, Report Writing, Book Reviewing, Writing News Releases, Letters to the Editor, Grievance Writing. Learning Skills and Styles, Time Management, Memory and Learning Efficiency. Speaking skills – Public Speaking, Oral Presentations. Persuasive Communication, Impromptu Speeches, Introducing Speakers, Evaluating a speaker. Listening skills – exercises in listening, interviewing, Role-plays – Leadership skills and styles. Managing by objectives, Supervision, Organizing skills. Motivation and counseling. Negotiation skills, Reducing conflicts securing cooperation. Decision making skills – Problem solving “Analytical skills – Defining the Problem, clarifying and prioritizing objectives, generating options, evaluation and criteria, Bounded rationality, decision plan, Contingency plan, Implementation plan. Developing Case Analysis Skills through analysis of cases on:

- a) Role of politics in decisions making
- b) Group decision making
- c) Decision traps
- d) Information Analysis for Decision making using functional tools and techniques
- e) Manipulation and Emotion in Decision making
- f) Analysis of business environment for strategic and tactical decision, Written & Oral Presentation Skills, Use of Technology in presentations. Report Writing – types, formats and skills.

PM01CCIM01 : CONTEMPORARY ISSUES IN MANAGEMENT

The course will focus on important contemporary issues of relevance to business management including general management, marketing management, finance management, strategic management, public policy, international business etc. The course will have three components as under:

- a) Book reviews (Two books) one related to any area of management and second on subject other than management.
- b) Review of research papers (Three research papers)

Seminar presentation on contemporary issues (Report submission)