

## SCHOOL OF MANAGEMENT

ITMU/SOM/BOS/2020/Notice/001

Date: 17 August 2020

### Notice

#### Notice for Board of Studies Meeting

This is to inform all the esteemed members of the Board of Studies that a meeting is scheduled on **24 August 2020** at **10:00 AM** online on Zoom Link provided by the **School of Management, ITM University, Gwalior**. The agenda for the meeting is as follows:

**1. Review and Approval of Schemes and Syllabus:**

- MBA (Dual Specialization) – Trimester I to VI
- BBA – Semester I to VI
- B. Com (Hons.) – Semester I to VI

**2. Alignment of Courses with Industry Requirements:**

- Discuss the necessary revisions to ensure our curriculum syncs with the latest industry standards and expectations.

**3. Incorporation of Online Internships:**

- Facilitate online internship opportunities for MBA students in the III- Trimester during COVID-19 to enhance practical learning and industry exposure.

**4. Feedback Integration:**

- Consideration of feedback from industry partners, alumni, and students to further refine and enhance the curriculum for the upcoming semester.

**5. Enhancing Student Engagement and Support Services:**


- Discuss strategies and initiatives to improve student engagement, learning experiences, and support services.

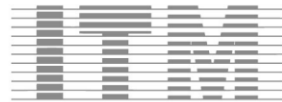
**6. Other Items for Consideration:**

- Any additional matters deemed necessary for discussion by the Board members.

Your presence and participation are crucial as we aim to enhance our student's academic and professional development. We look forward to your valuable insights and contributions during the meeting.

  
**Dr. Omveer Singh**  
REGISTRAR  
ITM University  
Gwalior (M.P.)

  
**Keshav Kansana**  
Head of the Department  
School of Management



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“ CELEBRATING DREAMS ”

## SCHOOL OF MANAGEMENT

### Minutes of the Board of Studies Meeting

**Date** : 24 August 2020  
**Time** : 10:00 AM - 1:00 PM  
**Zoom Link** : [https://us02web.zoom.us/webinar/register/WN\\_XZEyOoWNQ62BCk5JwFwIUg](https://us02web.zoom.us/webinar/register/WN_XZEyOoWNQ62BCk5JwFwIUg)

#### Attendees:

Sn.	Name	Signature
1.	Dr. Sher Singh Bhakar	
2.	Dr. Shilpa Bhakar	
3.	Dr. Vandana Bharti	
4.	Mr. Keshav Kansana	
5.	Dr. Aditya Tripathi	
6.	Dr. Lotica Surana	
7.	Dr. Ram babu Shridhar	
8.	Dr. Shachi Gupta	
9.	Dr. Shahid Amin Bhat	
10.	Dr. Vinay Gupta	
11.	Dr. Abhishek Singhal	
12.	Dr Bhanu Priya	
13.	Dr. Abhinandan Chakraborty	
14.	Dr. Megha Soni	

**Dr. Omveer Singh**  
REGISTRAR  
ITM University  
Gwalior (M.P.)

## Minutes:

### 1. Welcome and Opening Remarks:

Mr. Keshav Kansana, Head of the Department, extended a warm welcome to all esteemed members of the Board of Studies (BoS). He emphasized the meeting's significance for the academic progression of the School of Management and outlined the key objectives and agenda items to be discussed.

### 2. Agenda Items Discussed

#### 2.1 Review and Approval of Schemes and Syllabus

The Board reviewed and approved the schemes and syllabus for the following programs:

- **MBA (Dual Specialization):** Trimester I to VI
- **BBA:** Semester I to VI
- **B. Com (Hons.):** Semester I to VI

#### 2.2 Alignment of Courses with Industry Requirements

The Board discussed necessary revisions to the curriculum to ensure alignment with the latest industry standards and expectations. It was agreed that continuous updates are required to keep the curriculum relevant and beneficial for students' career prospects.

#### 2.3 Incorporation of Online Internships

The Board deliberated on facilitating online internship opportunities for MBA students in the III- Trimester during the COVID-19 pandemic. The aim is to enhance practical learning and industry exposure despite the ongoing challenges.

#### 2.4 Feedback Integration

Feedback from industry partners, alumni, and students was considered to refine further and enhance the curriculum for the upcoming semester. The Board agreed on the importance of integrating this feedback to maintain the relevance and quality of the programs.

#### 2.5 Enhancing Student Engagement and Support Services

Strategies and initiatives were discussed to improve student engagement, learning experiences, and support services. The Board emphasized the need for enhanced student support, particularly in online learning environments.

#### 2.6 Other Items for Consideration

Additional matters raised by Board members were discussed, including introducing new subjects and content changes in existing subjects.

### 3. New Subjects Introduced

#### MBA (Dual Specialization) Program

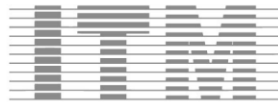
##### • Trimester I:

- MBAW 108 - Workshop on Tally



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### **BBA Program**

#### • **Semester I:**

- BBA 102 - Fundamentals of Accounting

#### • **Semester III:**

- BBA 303 - Quantitative Techniques
- BBA 306 - Business Economics-II

#### • **Semester IV:**

- BBA 403 - Management Accounting

#### • **Semester V:**

- BBA 503 - Financial Management

### **B. Com (Hons.) Program**

#### • **Semester IV:**

- BCMH 402 - Financial Management

## **4. Content Changes in Subjects of MBA (Dual Specialization)**

#### • **Trimester I:**

- MBA-104[T] Economics for Managers
- MBA-105[T] Business Mathematics and Computer Application

#### • **Trimester II:**

- MBA-201[T] Business Legislation

#### • **Trimester III:**

- MBA-303 HR[T] Training & Development
- MBA-303 FM[T] Financial Management

#### • **Trimester IV:**

- MBA-405 FM[T] Risk Management and Insurance
- MBA-405 HR[T] Compensation & Reward Management
- MBA-404 MM[T] International Marketing

## **Content Changes in Subjects of the BBA Program**

#### • **Semester I:**


- BBA-102[T] Financial Accounting

#### • **Semester II:**

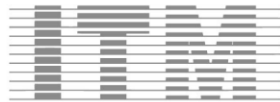
- BBA-205[T] Computer Applications

#### • **Semester III:**

- BBA-304[T] Higher Accounting

  
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- **Semester IV:**
  - BBA-405[T] Income Tax Laws and Practices
- **Semester V:**
  - BBA-502[T] Banking Law and Practices
  - BBA-504MM[T] Advertising and Sales Management
- **Semester VI:**
  - BBA-605 HR[T] Organization Change and Development
  - BBA-606 HR[T] Industrial Laws

#### Content Changes in Subjects of the B. Com (Hons.)


- **Semester I:**
  - BCMH 103 - Management Concepts
  - BCMH 106 - Business Law-I
- **Semester II:**
  - BCMH 202 - Business Economics-II
- **Semester III:**
  - BCMH 302 - Corporate Accounting-I
- **Semester IV:**
  - BCMH 402 - Financial Management-II
  - BCMH 403 - Company Law-II
- **Semester VI:**
  - BCMH 605 - Business Environment
  - BCMH 601 - Auditing
  - BCMH 603 - Income Tax Law and Administration

#### 5. Closing Remarks

Mr. Keshav Kansana thanked all members for their active participation and valuable contributions. The meeting was adjourned with a consensus to implement the discussed changes and improvements in the upcoming academic sessions.

**Note: Further changes in any course introduced by the regularity bodies will be incorporated after the approval of the BOS/Academic Council.**

  
**Dr. Omveer Singh**  
REGISTRAR  
ITM University  
Gwalior (M.P.)

  
**Keshav Kansana**  
Head of the Department  
School of Management



## Syllabus-2020-2021

(SOM)(BBA)


<b>Title of the Course</b>	Fundamentals of Accounting
<b>Course Code</b>	BBA-102[T]

### Part A

Year	Semester	Credits	L	T	P	C
			3	0	0	3
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Disciplinary Major					
<b>Pre-Requisite/s</b>	Financial accounting in a BBA programme usually doesn't require specific prerequisites, but a basic understanding of math and business concepts is beneficial.			<b>Co-Requisite/s</b>		
<b>Course Outcomes &amp; Bloom's Level</b>	<b>CO1-</b> Students will be able to remember the basic steps of the accounting cycle. <b>(BL1-Remember)</b> <b>CO2-</b> Student will be able to explain the fundamental principles of financial accounting and their application in business. <b>(BL2-Understand)</b> <b>CO3-</b> Students can apply accounting principles to prepare and analyze financial statements. <b>(BL3-Apply)</b> <b>CO4-</b> Students will be able to analyze financial statements to assess an organization's financial health and performance. <b>(BL4-Analyze)</b> <b>CO5-</b> Students will be able to evaluate the ethical considerations in financial accounting practices. <b>(BL5-Evaluate)</b>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✗ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG1(No poverty) SDG4(Quality education) SDG8(Decent work and economic growth)			

### Part B

Modules	Contents	Pedagogy	Hours
1	Accounting as an information system, the users of financial accounting information and their needs. Qualitative characteristics of accounting. Functions, advantages and limitations of accounting. Branches of accounting. Bases of accounting: cash basis and accrual basis. The nature of financial accounting principles- basic concepts and conventions: entity, money measurement, going concern, cost, realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures. Financial accounting standards: concept, benefits, procedure for issuing accounting standards in India. Salient features of Accounting Standard (AS): ICAI	Interactive Lecture, Experiential Learning	9
2	Journal entry, Ledgers, Preparation of Trial Balance and Cash Book	Interactive Lecture, Experiential Learning	9
3	Introduction, Nature, and accounting concept of Depreciation and AS-6, Final account with advertisement	Interactive Lecture, Experiential Learning	9
4	Meaning, entries in the books of Consigner and Consignee, Treatment of Commission and Loss of Goods,	Interactive Lecture, Experiential Learning	9
5	Accounting for dissolution of the partnership firm.	Interactive Lecture, Experiential Learning	9

  
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## Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
2	Preparing Financial Statements for a Small Business	PBL	BL5-Evaluate	15

## Part D(Marks Distribution)

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

## Part E

<b>Books</b>	L.S. Porwal-Accounting Theory-Tata Mc Graw Hill
<b>Articles</b>	Hopwood, A. G. (2000). Understanding financial accounting practice. Accounting, Organizations and Society, 25(8), 763-766
<b>References Books</b>	Weygandt, J. J., Kimmel, P. D., & Kieso, D. E. (2023). Financial accounting: IFRS edition (14th ed.). Wiley.
<b>MOOC Courses</b>	<a href="https://onlinecourses.nptel.ac.in/noc22_mg63/preview A">https://onlinecourses.nptel.ac.in/noc22_mg63/preview A</a>
<b>Videos</b>	<a href="https://www.google.com/gasearch?q=videos%20on%20financial%20accounting&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:c903a18a,vid:Rpa_UAcileU,st:0">https://www.google.com/gasearch?q=videos%20on%20financial%20accounting&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:c903a18a,vid:Rpa_UAcileU,st:0</a>

## Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	1	2	1	-	-	-	-	-	-	-	-	1	-	1
CO2	1	1	-	2	-	-	-	-	-	-	-	-	1	1	-
CO3	3	-	2	-	-	-	-	-	-	-	-	-	2	1	2
CO4	2	1	-	2	-	-	-	-	-	-	-	-	1	-	1
CO5	2	1	1	-	-	-	-	-	-	-	-	-	-	1	-
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

*Dr. Omveer Singh* *Dr. Shachi Bhanuwar* *Dr. Anbar* *Dr. Kishor* *Dr. P. Singh*

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## Syllabus-2020-2021

(SOM)(BBA)

<b>Title of the Course</b>	Quantitative Techniques
<b>Course Code</b>	BBA-303[T]

### Part A

Year	Semester	Credits	L	T	P	C
			3	0	0	3
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Disciplinary Major					
<b>Pre-Requisite/s</b>	The students should need a background in algebra and business mathematics.			<b>Co-Requisite/s</b>		
<b>Course Outcomes &amp; Bloom's Level</b>	<b>CO1-</b> Students will be able to recall and define fundamental quantitative concepts. <b>(BL1-Remember)</b> <b>CO2-</b> Students will be able to demonstrate an understanding of the principles behind quantitative techniques and statistical methods <b>(BL2-Understand)</b> <b>CO3-</b> Students will be able to apply quantitative techniques to solve business problems and make informed decisions. <b>(BL3-Apply)</b> <b>CO4-</b> Students will be able to apply quantitative techniques to solve business problems and make informed decisions. <b>(BL4-Analyze)</b> <b>CO5-</b> Students will be able to evaluate the appropriateness of different quantitative techniques for specific business situations. <b>(BL5-Evaluate)</b>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✗ Professional Ethics ✓ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG4(Quality education)			

### Part B

Modules	Contents	Pedagogy	Hours
1	Formulation of Linear Programming Problems, Graphical Solutions; Simplex Method, Sensitivity Analysis.	Interactive lectures, problem based learning	9
2	Regression Analysis: Meaning and Uses of regression analysis, Regression lines, Regression co-efficient, Regression equations (a) By using mean, SD and coefficient of correlation and (b) by using method of least square.	Interactive lectures, problem based learning	9
3	Analysis of Time Series: Meaning and Uses of time series analysis, Components of time series, Measurement of trend by using moving average method and method of least square, Measurement of seasonal variation by using simple average method ( monthly and quarterly )..	Interactive lectures, problem based learning	9
4	Probability: Concept and Importance of the probability, Basic terminology, Calculation of probability, Addition theorem, Multiplication theorem, Association of attributes, Chi-square test- Meaning and Uses of Chi-square measure.	Interactive lectures, problem based learning	9
5	Tests and Hypothesis: (A) Concept of standard error, Test of significance, Large samples - Problems relating to test of significance of means, Test of significance of proportions. (B) Test of significance of small samples „t“ test for significance of means only.	Interactive lectures, problem based learning	9


  
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**Part C**

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
5	Students will be able to evaluate the appropriateness of different quantitative techniques for specific business situations.	PBL	BL3-Apply	15

**Part D(Marks Distribution)**


Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

**Part E**

<b>Books</b>	Levin and Rubin, Statistics for Management, Pearson Publication Ken Black, Fundamentals of Statistics, Wiley India Publications
<b>Articles</b>	Banerjee, P. R. (2014). Dowry in 21st-century India: the sociocultural face of exploitation. Trauma, Violence, & Abuse, 15(1), 34-40
<b>References Books</b>	S.P.Gupta, Fundamentals of Statistics, Sultan Chand Publication Anand Sharma, Statistics for Management, Himalaya Publication
<b>MOOC Courses</b>	<a href="https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_ug/231">https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_ug/231</a>
<b>Videos</b>	<a href="https://www.google.com/gasearch?q=videos%20on%20quantitative%20techniques%20in%20english&amp;tbm=&amp;source=sh/x/gsm2/5#fpstate=ive&amp;vld=cid:8fb7146c,vid:ipcFlzTRQlo,st:0">https://www.google.com/gasearch?q=videos%20on%20quantitative%20techniques%20in%20english&amp;tbm=&amp;source=sh/x/gsm2/5#fpstate=ive&amp;vld=cid:8fb7146c,vid:ipcFlzTRQlo,st:0</a>

**Course Articulation Matrix**

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	-	-	-	-	-	-	-	-	-	-	-	1	-	-
CO2	2	2	3	3	-	-	-	-	-	-	-	-	1	1	-
CO3	2	-	3	3	-	-	-	-	-	-	-	-	-	1	-
CO4	-	2	1	1	-	-	-	-	-	-	-	-	1	-	-
CO5	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

  
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## Syllabus-2020-2021

(SOM)(BBA)

<b>Title of the Course</b>	Business Economics- II
<b>Course Code</b>	BBA-306[T]

### Part A


Year	Semester	Credits	L	T	P	C
			4	0	0	4
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Disciplinary Major					
<b>Pre-Requisite/s</b>	Basic understanding of micro economics is desirable.		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<b>CO1-</b> Students will be able to identify and remember key economic indicators and their significance for businesses <b>(BL1-Remember)</b> <b>CO2-</b> Students will be able to demonstrate an understanding of how macroeconomic factors impact business operations <b>(BL2-Understand)</b> <b>CO3-</b> Students will be able to apply economic theories to analyze the behavior of consumers and firms. <b>(BL3-Apply)</b> <b>CO4-</b> Students will be able to analyze market structures and competition to assess the strategic position of businesses <b>(BL4-Analyze)</b> <b>CO5-</b> Students will be able to evaluate the economic efficiency and sustainability of business practices. <b>(BL5-Evaluate)</b>					
<b>Courses Elements</b>	Skill Development ✕ Entrepreneurship ✕ Employability ✕ Professional Ethics ✕ Gender ✕ Human Values ✕ Environment ✕	<b>SDG (Goals)</b>	SDG1(No poverty) SDG4(Quality education) SDG8(Decent work and economic growth) SDG13(Climate action)			

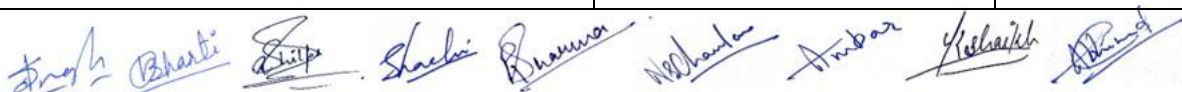
### Part B

Modules	Contents	Pedagogy	Hours
1	Introduction - Meaning, Nature, Scope, Importance and Limitation of Macroeconomics, Difference between Micro and Macro Economics, Macroeconomic Issues.	Interactive Lectures Case Studies	12
2	Demand-Meaning, Demand Schedule, Individual & Market, Demand curve, Determinants of Demand, Supply meaning, Schedule, Individual & Market supply curve, Determinants of supply.	Interactive Lectures Case Studies Experiential Learning	12
3	Theory of Consumer Behaviour - Cardinal utility approach, Law of diminishing marginal utility, Indifference curve approach.	Interactive Lectures Case Studies Experiential Learning	12
4	Theory of Production & Costs -factors, basic concepts, production function; basic concepts, short-run ,Total cost curves- Fixed & Variable.	Interactive Lectures Case Studies Experiential Learning	12
5	Analysis of Markets- Concepts of revenue, curves, Relationship b/w Average & Marginal Revenue curve, Concept of Market & Main forms of Market.	Interactive Lectures Case Studies	12

### Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
5	Assessing Economic Policies and Their Effects on Business	PBL	BL5-Evaluate	15

  
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Part D(Marks Distribution)

**Theory**

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	

**Practical**

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

Part E

<b>Books</b>	Macroeconomics Theory and Policy by H.L.Ahuja
<b>Articles</b>	Galende, J. (2006). Analysis of technological innovation from business economics and management. Technovation, 26(3), 300-311
<b>References Books</b>	Macroeconomics by Rudiger Dornbusch, Stanley Fischer & Richard Startz, Oxford University press
<b>MOOC Courses</b>	<a href="https://www.coursera.org/specializations/managerial-economics-business-analysis">https://www.coursera.org/specializations/managerial-economics-business-analysis</a>
<b>Videos</b>	<a href="https://www.google.com/gasearch?q=videos%20on%20business%20economics%20in%20english&amp;tbn=&amp;source=sh/x/g/s/m2/5#fpstate=ive&amp;vld=cid:274d99c7,vid:9kai9P-KeNo,st:0">https://www.google.com/gasearch?q=videos%20on%20business%20economics%20in%20english&amp;tbn=&amp;source=sh/x/g/s/m2/5#fpstate=ive&amp;vld=cid:274d99c7,vid:9kai9P-KeNo,st:0</a>

Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	-	-	-	-	-	-	-	-	-	-	-	1	1	-
CO2	2	2	3	3	-	-	-	-	-	-	-	-	-	1	-
CO3	2	-	3	3	-	-	-	-	-	-	-	-	1	-	-
CO4	-	2	1	1	-	-	-	-	-	-	-	-	-	-	1
CO5	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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## Syllabus-2020-2021

(SOM)(BBA)

<b>Title of the Course</b>	Management Accounting
<b>Course Code</b>	BBA-403[T]

### Part A

Year	Semester	Credits	L	T	P	C
			4	0	0	4
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Disciplinary Major					
<b>Pre-Requisite/s</b>	Students should be familiar with basic terms of finance.	<b>Co-Requisite/s</b>				
<b>Course Outcomes &amp; Bloom's Level</b>	<b>CO1-</b> Students will be able to identify and remember different types of costs, such as variable costs, fixed costs, and direct costs. <b>(BL1-Remember)</b> <b>CO2-</b> Students will be able to understand their relevance to planning, control and decision making in an organization. <b>(BL2-Understand)</b> <b>CO3-</b> Students will be able to apply costing methods to determine product costs and make pricing decisions <b>(BL3-Apply)</b> <b>CO4-</b> Students will be able to analyze cost structures and identify areas for cost improvement in business operations <b>(BL4-Analyze)</b> <b>CO5-</b> Students will be able to evaluate the ethical considerations in management accounting practices <b>(BL5-Evaluate)</b>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✗ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG4(Quality education) SDG8(Decent work and economic growth) SDG12(Responsible consumption and production)			

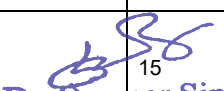
### Part B

Modules	Contents	Pedagogy	Hours
1	Nature and Function of Accounting: Concept, Nature and Scope of management accounting, Significance and Tools of management accounting. Limitations of management accounting, Management accountant and its functions, Financial statement analysis	interactive lectures and problem based learning	12
2	Financial Statements: Ratio analysis.	interactive lectures and problem based learning	12
3	Costing for Management Decision: Marginal costing, Break-even charts, Cost volume profit analysis, Various uses of marginal costing in managerial decisions. Absorption and differential costing.	interactive lectures and problem based learning	12
4	Budgetary Control: Concept, Objective and Functions of budgetary control, Preparation of various functional budgets, Sales budget, Cash budget and Flexible budget, Zero based budgeting, Performance budgeting.	interactive lectures and problem based learning	12
5		interactive lectures and problem based learning	12

### Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
3	Implementing Management Accounting Tools for Decision Making	PBL	BL3-Apply	15



  
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**Part D(Marks Distribution)**

**Theory**

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	

**Practical**

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

**Part E**

<b>Books</b>	Financial Accounting for Management, Ambrish Gupta, Pearson Publication, First Edition, 2009.
<b>Articles</b>	Ahrens, T., & Chapman, C. S. (2007). Management accounting as practice. Accounting, organizations and society, 32(1-2), 1-27.
<b>References Books</b>	Accounting & Financial Analysis, Management Accounting: SudhindraBhat, Excel books, First Edition, 2009. Financial Statement Analysis, Debarshi Bhattacharyya, Pearson Publication, First Edition, 2011
<b>MOOC Courses</b>	<a href="https://onlinecourses.nptel.ac.in/noc22_mg65/preview">https://onlinecourses.nptel.ac.in/noc22_mg65/preview</a>
<b>Videos</b>	<a href="https://www.google.com/gasearch?q=videos%20on%20management%20accounting%20in%20english&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:ff03d512,vid:mPbUYaoWa5l,st:0">https://www.google.com/gasearch?q=videos%20on%20management%20accounting%20in%20english&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:ff03d512,vid:mPbUYaoWa5l,st:0</a>

**Course Articulation Matrix**

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	-	-	-	-	-	-	-	-	-	-	-	1	-	-
CO2	2	2	3	1	-	-	-	-	-	-	-	-	-	1	-
CO3	2	-	1	3	-	-	-	-	-	-	-	-	1	-	-
CO4	-	2	1	1	-	-	-	-	-	-	-	-	1	-	-
CO5	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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## Syllabus-2020-2021

(SOM)(BBA)

<b>Title of the Course</b>	Learning and Development
<b>Course Code</b>	BBA-504HR[T]

### Part A


Year	Semester	Credits	L	T	P	C
			4	0	0	4
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Discipline Electives					
<b>Pre-Requisite/s</b>	The students should come prepared with provided handouts and subject matter.			<b>Co-Requisite/s</b>		
<b>Course Outcomes &amp; Bloom's Level</b>	<b>CO1-</b> Students will be able to Recall key theories and concepts related to learning and development.( <b>BL1-Remember</b> ) <b>CO2-</b> Students will be able to Explain the principles and factors influencing human learning and development. ( <b>BL2-Understand</b> ) <b>CO3-</b> Students will be able to Apply learning theories to design effective instructional strategies and interventions.( <b>BL3-Apply</b> ) <b>CO4-</b> Students will be able to Analyze learning and development needs within organizational or educational contexts( <b>BL4-Analyze</b> ) <b>CO5-</b> Students will be able to Evaluate the effectiveness of learning and development programs.( <b>BL5-Evaluate</b> )					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✓ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>		SDG4(Quality education) SDG8(Decent work and economic growth) SDG10(Reduced inequalities) SDG17(Partnerships for the goals)		

### Part B

Modules	Contents	Pedagogy	Hours
UNIT-1	Introduction: Concept, Need and Objectives of training, Principles of training, Methods of training and Training policy.	interactive lectures, case studies, experiential learning	12
UNIT-2	Employees Training: Training process, Identification of training needs, Planning of training programme, Selection of trainees, Implementation of training, Performance evaluation of training and follow-up training.	interactive lectures, case studies, experiential learning	12
UNIT-3	Management Executive Development: Executive training and development process, Methods of Executive training and development and its selection, Evaluation of training and development, Management training and development practices in India.	interactive lectures, case studies, experiential learning	12
UNIT-4	Performance Appraisal: Basic concepts of performance appraisal, Factors affecting performance appraisal, Performance appraisal methods, Limitations of performance appraisal, Performance appraisal in Indian organizations.	interactive lectures, case studies, experiential learning	12
UNIT-5	Career Development: Basic concepts, Stages of career development, Importance and limitations, Various career development programmes and Career dynamics.	interactive lectures, case studies, experiential learning	12

### Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
4	Students will investigate the impact of technology on learning outcomes in educational settings.	PBL	BL4-Analyze	15

  
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Part D(Marks Distribution)

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

Part E

<b>Books</b>	Noe, Raymond, Employee Training & Development, Irwin/McGraw Hill, 2008.
<b>Articles</b>	Darling-Hammond, L., Flook, L., Cook-Harvey, C., Barron, B., & Osher, D. (2020). Implications for educational practice of the science of learning and development. Applied developmental science, 24(2), 97-140.
<b>References Books</b>	O'Connor, Bridget N., Bronner, Michael and Delaney, Chester, Training for Organizations, 2nd ed., South-Western/Thomson Learning, 2002.
<b>MOOC Courses</b>	
<b>Videos</b>	<a href="https://www.youtube.com/watch?v=y8buWUKPSqQ">https://www.youtube.com/watch?v=y8buWUKPSqQ</a>

Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	-	-	2	-	-	-	-	-	-	-	-	1	-	-
CO2	1	-	1	-	-	-	-	-	-	-	-	-	-	1	2
CO3	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-
CO4	1	-	1	-	-	-	-	-	-	-	-	-	1	1	-
CO5	-	1	-	-	-	-	-	-	-	-	-	-	-	1	-
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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## Syllabus-2020-2021


(SOM)(BComHons)

<b>Title of the Course</b>	Financial Management-I
<b>Course Code</b>	BCMH-402[T]

Part A

Year	Semester	Credits	L	T	P	C
			4	0	0	4
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Disciplinary Major					
<b>Pre-Requisite/s</b>	The Students must comprehend the nature of financial management.		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> Student will be able to define key financial management concepts like time value of money, risk and return, capital budgeting, and working capital management. <b>(BL1-Remember)</b></p> <p><b>CO2-</b> Student will be able to calculate the time value of money using techniques like Net Present Value (NPV) and Internal Rate of Return (IRR). <b>(BL2-Understand)</b></p> <p><b>CO3-</b> Student will be able to evaluate the risk-return trade-off associated with different investment options. <b>(BL3-Apply)</b></p> <p><b>CO4-</b> Student will be able to analyze financial statements (Income Statement, Balance Sheet, Cash Flow Statement) to assess a company's financial health. <b>(BL4-Analyze)</b></p> <p><b>CO5-</b> Student will be able to recommend an optimal capital structure considering the impact on a company's cost of capital. <b>(BL5-Evaluate)</b></p>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✗ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗		<b>SDG (Goals)</b>		SDG4(Quality education) SDG8(Decent work and economic growth)	



  
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**Part B**

Modules	Contents	Pedagogy	Hours
1	Nature of Financial Management: Finance and related disciplines; Scope of Financial Management; Profit Maximization, Wealth Maximization - Traditional and Modern Approach; Functions of finance – Finance Decision, Investment Decision, Dividend Decision; Objectives of Financial Management; Organization of finance function;	Interactive Lecture, Experiential Learning	12
2	Working Capital Management: Component of Working Capital, Operating Cycle and Cash Cycle, Management of Cash, Receivables and Inventory.	Interactive Lecture, Experiential Learning	12
3	Risk & Return: Historical return, expected return, absolute return, holding period return, annualized return, arithmetic & geometric return; Risk - Systematic & unsystematic risk – their sources and measures; Measures of total risk- standard deviation, coefficient of variation. Expected risk and return using probabilities, Unsystematic risk- beta. Calculation of alpha & beta using regression with the help of spreadsheets, long -term investment decisions:	Interactive Lecture, Experiential Learning	12
4	Capital Budgeting - Principles and Techniques; Nature and meaning of capital budgeting; Estimation of relevant cash flows and terminal value; Evaluation techniques - Accounting Rate of Return, Net Present Value, Internal Rate of Return, Net Terminal Value, Profitably Index Method.	Interactive Lecture, Experiential Learning	12
5	Concept and Measurement of Cost of Capital: Explicit and Implicit costs; Measurement of cost of capital; Cost of debt; Cost of perpetual debt; Cost of Equity Share; Cost of Preference Share; Cost of Retained Earning; Computation of over-all cost of capital based on Historical and Market weights;	Interactive Lectures, Case Studies, Experiential Learning	12

**Part C**

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
5	Financial Planning and Decision Making for Corporate Investments	PBL	BL4-Analyze	15

**Part D(Marks Distribution)**

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

**Part E**

<b>Books</b>	Financial Management I.M. Pandey, Vikas Publishing House PVT LTD
<b>Articles</b>	Mimick, R. H. (1985). Cash budgeting/cash management (Note No. 9A85K036). Retrieved from [URL
<b>References Books</b>	Financial Management, Parsan Chandra, Tata McGraw-Hill Publishing Company Limited
<b>MOOC Courses</b>	<a href="https://onlinecourses.nptel.ac.in/noc22_mg66/preview A">https://onlinecourses.nptel.ac.in/noc22_mg66/preview A</a>
<b>Videos</b>	<a href="https://www.google.com/gasearch?q=videos%20on%20financial%20management%20in%20english&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:1093dc3e_vld=WNm_ez1h7Tc.st:0">https://www.google.com/gasearch?q=videos%20on%20financial%20management%20in%20english&amp;tbm=&amp;source=sh/x/g/m2/5#fpstate=ive&amp;vld=cid:1093dc3e_vld=WNm_ez1h7Tc.st:0</a>

  
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Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	2	2	-	-	-	-	-	-	-	-	-	1	1
CO2	-	1	2	2	-	-	-	-	-	-	-	-	2	1	-
CO3	1	-	1	2	-	-	-	-	-	-	-	-	1	2	2
CO4	1	1	3	-	-	-	-	-	-	-	-	-	1	-	3
CO5	1	1	-	2	-	-	-	-	-	-	-	-	1	1	3
CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

*Omveer Singh, Bharti, Singh, Shashi, Bhawan, Nishant, Anbar, Kishan, Singh*

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*Omveer Singh*  
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*Omveer Singh, Bharti, Singh, Shashi, Bhawan, Nishant, Anbar, Kishan, Singh*

## Syllabus-2020-2021

### (SOM)(MBA-Dual\_Specialization)

<b>Title of the Course</b>	Business Environment
<b>Course Code</b>	MBA-106[T]

#### Part A

Year	Semester	Credits	L	T	P	C
			3	0	0	3
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Discipline Core					
<b>Pre-Requisite/s</b>	Basic understanding of business fundamentals.		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> Student will be able to define the key components of the business environment. <b>(BL1-Remember)</b></p> <p><b>CO2-</b> Students will be able to explain the impact of government regulations on different industries and business practices. <b>(BL2-Understand)</b></p> <p><b>CO3-</b> Students will be able to apply frameworks to assess the external environment of a specific industry. <b>(BL3-Apply)</b></p> <p><b>CO4-</b> Students will be able to analyze the interrelationships between different environmental factors and their influence on business strategy. <b>(BL4-Analyze)</b></p> <p><b>CO5-</b> Students will be able to evaluate the potential risks and opportunities arising from emerging trends in the business environment <b>(BL5-Evaluate)</b></p> <p><b>CO6-</b> Students will be able to develop a plan to mitigate environmental threats and capitalize on environmental opportunities for a chosen organization <b>(BL6-Create)</b></p>					
<b>Courses Elements</b>	Skill Development ✕ Entrepreneurship ✕ Employability ✕ Professional Ethics ✕ Gender ✕ Human Values ✓ Environment ✕	<b>SDG (Goals)</b>	SDG4(Quality education)			



  
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### Part B

Modules	Contents	Pedagogy	Hours
1	Business Environment -Concept and Types of environments; environment analysis; forecasting techniques; competitor analysis	Interactive Lectures, Case Studies, Experiential Learning	9
2	Economic reforms and competitive environment, Business environment, and current issues	Interactive Lectures, Case Studies, Experiential Learning	9
3	Social responsibilities of business, Social Interest and Values, Consumerism, Consumer Protection Act -Important Provisions, Ethics of business, Corporate Governance	Interactive Lectures, Case Studies, Experiential Learning	9
4	Culture and business, Socio-cultural environment and dynamics of business with reference to India and other economies. Legal Environment of Business	Interactive Lectures, Case Studies, Experiential Learning	9
5	Competition Act 2005, Indian economic environment: Structure of Indian economy, Globalization & Role of Multinationals in Indian Economy, FDI & FEMA.	Interactive Lectures, Case Studies, Experiential Learning	9


### Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
1	Analyzing the Impact of Regulatory Changes on the Pharmaceutical Industry	PBL	BL5-Evaluate	15

### Part D(Marks Distribution)

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation



  
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## Part E

<b>Books</b>	David W. Worthington. (2018). Business Environment: Concepts and Cases. Sage Publications. Ian Worthington & Chris Britton. (2019). The Business Environment. Pearson Education Limited.
<b>Articles</b>	Schmidt, P. (2000). as Business Environment. Demirguc-Kunt, A., Love, I., & Maksimovic, V. (2006). Business environment and the incorporation decision. Journal of Banking & Finance, 30(11), 2967-2993.
<b>References Books</b>	Paul Wetherly & Dorrin Otter. (2014). The Business Environment: Themes and Issues. Oxford University Press.
<b>MOOC Courses</b>	<a href="https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_pg/389">https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_pg/389</a>
<b>Videos</b>	<a href="https://study.com/academy/lesson/video/how-the-global-business-environment-affects-business.html?wvideo=3hvb dang4i">https://study.com/academy/lesson/video/how-the-global-business-environment-affects-business.html?wvideo=3hvb dang4i</a> <a href="https://youtu.be/vfNGr5gCbdw">https://youtu.be/vfNGr5gCbdw</a>

### Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	-	1	1	-	-	1	1	-	-	-	-	1	2	-
CO2	2	-	2	1	-	3	3	-	-	-	-	-	1	-	1
CO3	2	1	-	1	1	1	1	1	-	-	-	-	3	2	-
CO4	-	1	3	1	2	-	1	-	-	-	-	-	2	1	-
CO5	1	1	1	2	-	1	1	1	-	-	-	-	1	-	1
CO6	1	-	-	1	-	2	-	-	-	-	-	-	-	-	-



  
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## Syllabus-2020-2021

(SOM)(MBA-Dual\_Specialization)

<b>Title of the Course</b>	Cost and Management Accounting
<b>Course Code</b>	MBA-202[T]

Part A

Year	Semester	Credits	L	T	P	C
			3	0	0	3
<b>Course Type</b>	Theory only					
<b>Course Category</b>	Discipline Core					
<b>Pre-Requisite/s</b>	Students should have proficiency in basic accounting principles, understanding of financial analysis, familiarity with cost concepts, and knowledge of budgeting and variance analysis techniques.			<b>Co-Requisite/s</b>		
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> Student will be able to identify and define key concepts and terminology in Cost and Management Accounting(<b>BL1-Remember</b>)</p> <p><b>CO2-</b> Student will be able to explain the purposes and principles of cost accounting and how they support decision-making in management(<b>BL2-Understand</b>)</p> <p><b>CO3-</b> Student will be able to identify and classify different types of costs in a given scenario. (<b>BL3-Apply</b>)</p> <p><b>CO4-</b> Student will be able to analyze the impact of a change in production volume on the behavior of variable and fixed costs using a cost-volume-profit (CVP) analysis(<b>BL4-Analyze</b>)</p> <p><b>CO5-</b> Student will be able to evaluate the effectiveness of different costing methods for decision-making purposes in a specific business scenario(<b>BL5-Evaluate</b>)</p> <p><b>CO6-</b> Student will be able to develop a standard costing system for a hypothetical company, outlining the components and procedures involved in setting and monitoring standards. (<b>BL6-Create</b>)</p>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✓ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG5(Gender equality)			



  
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**Part B**

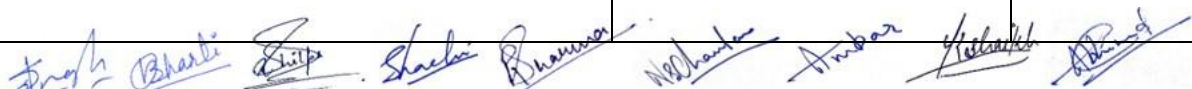
<b>Modules</b>	<b>Contents</b>	<b>Pedagogy</b>	<b>Hours</b>
1	Cost Accounting: Meaning and objectives of cost accounting, Difference between financial, cost and management accounting. Cost concepts: material, labour and overheads; preparation of cost sheet, cost accounting system.	Interactive Lectures, Case Studies, Problem-based learning	9
2	Break Even Point: Variable-Cost and Fixed-Cost Behaviour, Absorption versus variable costing, Cost Volume- Profit Analysis, Break-even analysis, Margin of safety.	Interactive Lectures, Case Studies, Problem-based learning	9
3	Budgetary Control: Concept of budget and budgetary control, Functional budgets, Cash budget, Fixed and Flexible budgets, Zero base budget, Master Budget. Meaning of standard cost and standard costing, Variance analysis – material, labour.	Interactive Lectures, Case Studies, Problem-based learning	9
4	Ratio Analysis: meaning, objectives, limitations and types of ratios. Cash Flow Statement: Meaning, objectives, types and methods as per AS-3. Fund Flow Statement: Meaning, objectives, types and methods.	Interactive Lectures, Case Studies, Problem-based learning	9
5	Working Capital Cycle: Management of Cash - Preparation of Cash Budgets (Receipts and Payment Method only); Cash management technique, Receivables Management – Objectives; Credit Policy, Cash Discount, Debtors Outstanding and Ageing Analysis; Costs - Collection Cost, Capital Cost, Default Cost, Delinquency Cost, Inventory Management (Very Briefly) - ABC Analysis; Minimum Level; Maximum Level; Reorder Level; Safety Stock; EOQ (Basic Model), Determination of Working Capital. Determining Financing Mix of Working Capital.	Interactive Lectures, Case Studies, Problem-based learning	9



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**Part C**

<b>Modules</b>	<b>Title</b>	<b>Indicative-ABCA/PBL/ Experiments/Field work/ Internships</b>	<b>Bloom's Level</b>	<b>Hours</b>
1	Developing a Cost Accounting System for a Manufacturing Firm	PBL	BL6-Create	15



### Part D(Marks Distribution)

#### Theory

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	40	12	60	

#### Practical

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation


### Part E

<b>Books</b>	Khan, M. Y., & Jain, P. K. (2012). Cost & Management Accounting. New Delhi: Tata McGraw-Hill Publishing House.
<b>Articles</b>	Ali, U. Y. A. R. (2010). Cost and management accounting practices: a survey of manufacturing companies. Eurasian Journal of Business and Economics, 3(6), 113-125. Edwards, J. R., & Newell, E. (1991). The development of industrial cost and management accounting before 1850: a survey of the evidence. Business History, 33(1), 35-57.
<b>References Books</b>	Sharma, R. K., & Gupta, Shashi K. (2014). Management Accounting. New Delhi: Kalyani Publishers
<b>MOOC Courses</b>	<a href="https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_ug/198">https://ugcmoocs.inflibnet.ac.in/index.php/courses/view_ug/198</a>
<b>Videos</b>	<a href="https://youtu.be/5oSpcl3e4Dw">https://youtu.be/5oSpcl3e4Dw</a> <a href="https://youtu.be/zPoVUzeja8o">https://youtu.be/zPoVUzeja8o</a>

### Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	-	1	2	1	-	1	1	-	-	-	-	2	1	1
CO2	2	-	1	1	-	3	3	-	-	-	-	-	1	-	1
CO3	2	2	-	1	2	-	1	1	-	-	-	-	1	2	1
CO4	-	1	3	1	-	2	-	-	-	-	-	-	-	1	2
CO5	1	1	3	1	1	-	1	1	-	-	-	-	1	1	-
CO6	1	-	2	1	-	-	2	1	-	-	-	-	1	1	1



  
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## Syllabus-2020-2021

(SOM)(MBA-Dual\_Specialization)

<b>Title of the Course</b>	Workshop on Design Thinking
<b>Course Code</b>	MBA-210[P]

### Part A


Year	Semester	Credits	L	T	P	C
			0	0	1	1
<b>Course Type</b>	Lab only					
<b>Course Category</b>	Discipline Core					
<b>Pre-Requisite/s</b>	Students need to have a basic understanding of business processes and an interest in creative problem-solving methods.		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> Students will be able to recall the fundamental principles and steps of the design thinking process. <b>(BL1-Remember)</b></p> <p><b>CO2-</b> Students will be able to explain the concepts and importance of empathy and user-centric design in problem-solving. <b>(BL2-Understand)</b></p> <p><b>CO3-</b> Students will be able to apply design thinking methodologies to identify and define business problems. <b>(BL3-Apply)</b></p> <p><b>CO4-</b> Students will be able to analyze different user needs and generate creative solutions through ideation techniques. <b>(BL4-Analyze)</b></p> <p><b>CO5-</b> Students will be able to evaluate the feasibility and impact of proposed solutions using prototyping and testing. <b>(BL5-Evaluate)</b></p> <p><b>CO6-</b> Students will be able to develop innovative and practical solutions to complex business challenges through design thinking. <b>(BL6-Create)</b></p>					
<b>Coures Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✗ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG8(Decent work and economic growth) SDG9(Industry Innovation and Infrastructure)			










  
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## Part B

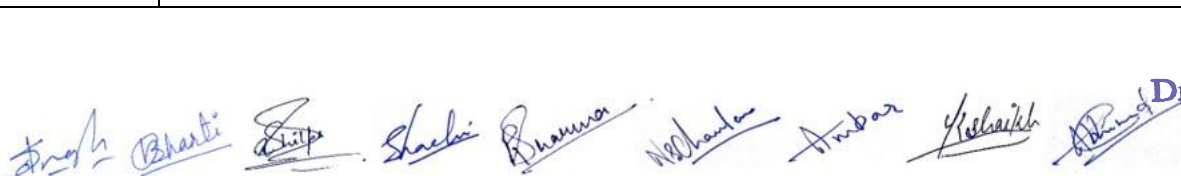
Modules	Contents	Pedagogy	Hours
1	Introduction to Design Thinking: Overview of design thinking Key principles and steps Importance in business innovation	Interactive Lectures, Case Studies, Experiential Learning	6
2	Empathize: Understanding User Needs: Techniques for user research and empathy mapping Identifying pain points and needs Importance of empathy in design	Interactive Lectures, Case Studies, Experiential Learning	6
3	Define: Articulating the Problem: Framing and reframing the problem Crafting a clear problem statement Importance of defining the right problem	Interactive Lectures, Case Studies, Experiential Learning	6
4	Ideate: Generating Creative Solutions: Brainstorming techniques Concept development and idea validation Encouraging creativity and out-of-the-box thinking	Interactive Lectures, Case Studies, Experiential Learning	6
5	Prototype and Test: Iterative Development: Building prototypes Testing with users Iterating based on feedback	Interactive Lectures, Case Studies, Experiential Learning	6

## Part D(Marks Distribution)

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	0	0	40	

## Part E

<b>Books</b>	Branson, S. (2020). Design Thinking: A Modern Approach For Making Crucial Business Decisions, Create Great Products And Manage Successful Startups And Companies
<b>Articles</b>	
<b>References Books</b>	
<b>MOOC Courses</b>	
<b>Videos</b>	


  
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### Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	-	-	-	1	-	-	-	-	-	-	1	-	-
CO2	1	1	-	1	-	-	-	-	-	-	-	-	1	1	-
CO3	2	1	-	-	-	-	1	-	-	-	-	-	-	2	-
CO4	2	2	1	1	2	-	1	1	-	-	-	-	1	-	1
CO5	1	-	1	-	-	1	-	1	-	-	-	-	1	1	-
CO6	2	-	-	2	1	2	1	-	-	-	-	-	-	1	1



  
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## Syllabus-2020-2021

(SOM)(MBA-Dual\_Specialization)

<b>Title of the Course</b>	Workshop on Business Simulation
<b>Course Code</b>	MBA-504[P]

### Part A

Year	Semester	Credits	L	T	P	C
			0	0	1	1
<b>Course Type</b>	Lab only					
<b>Course Category</b>	Discipline Electives					
<b>Pre-Requisite/s</b>	Students should have the basic understanding of business principles and management concepts		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> Student will be able to apply theoretical business concepts to simulated business scenarios for decision-making. <b>(BL3-Apply)</b></p> <p><b>CO2-</b> Student will be able to analyze and interpret simulated business data to assess performance and formulate strategies. <b>(BL4-Analyze)</b></p> <p><b>CO3-</b> Student will be able to collaborate effectively in teams to simulate real-world business operations and challenges. <b>(BL3-Apply)</b></p> <p><b>CO4-</b> Student will be able to evaluate the impact of different strategies on business outcomes in a risk-free environment. <b>(BL5-Evaluate)</b></p> <p><b>CO5-</b> Student will be able to communicate effectively, both orally and in writing, to present and justify simulated business decisions. <b>(BL3-Apply)</b></p> <p><b>CO6-</b> Student will be able to demonstrate ethical and responsible decision-making in the context of business simulations. <b>(BL6-Create)</b></p>					
<b>Courses Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✓ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗		<b>SDG (Goals)</b>		SDG4(Quality education) SDG12(Responsible consumption and production)	

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### Part B

Modules	Contents	Pedagogy	Hours
1	Introduction to Business Simulation: Overview of Business Simulation Importance and Benefits Simulation Methodology	Interactive Lectures, Case Studies, Experiential Learning	6
2	Simulation Software Familiarization: Introduction to Simulation Tools Navigation and Interface Understanding Basic Functions and Features	Interactive Lectures, Case Studies, Experiential Learning	6
3	Scenario Analysis and Decision-making: Understanding Business Scenarios Analysis of Simulated Data Strategic Decision- making Process	Interactive Lectures, Case Studies, Experiential Learning	6
4	Performance Evaluation and Strategy Adjustment: Metrics for Performance Evaluation Assessing Business Outcomes Iterative Strategy Refinement	Interactive Lectures, Case Studies, Experiential Learning	6
5	Team Collaboration and Leadership: Importance of Teamwork in Simulation Effective Communication Strategies Leadership Roles and Responsibilities	Interactive Lectures, Case Studies, Experiential Learning	6

### Part C

Modules	Title	Indicative-ABCA/PBL/ Experiments/Field work/ Internships	Bloom's Level	Hours
3	Developing an Optimization Model for Resource Allocation in Manufacturing	PBL	BL6-Create	15

### Part D(Marks Distribution)

Theory					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
Practical					
Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40	0	0	100	



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## Part E

<b>Books</b>	Jenkins, J. R. (1998). The role of simulations in international management education. Journal of Teaching in International Business, 9(3), 43-58.
<b>Articles</b>	Tao, Y. H., Cheng, C. J., & Sun, S. Y. (2009). What influences college students to continue using business simulation games? The Taiwan experience. Computers & Education, 53(3), 929-939. 1. Levant, Y., Coulmont, M., & Sandu, R. (2016). Business simulation as an active learning activity for developing soft skills. Accounting Education, 25(4), 368-395.
<b>References Books</b>	
<b>MOOC Courses</b>	
<b>Videos</b>	

### Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	-	1	-	1	-	1	-	-	-	-	-	1	2	1
CO2	1	2	-	1	-	3	-	1	-	-	-	-	-	1	-
CO3	2	-	1	-	1	2	1	-	-	-	-	-	1	-	1
CO4	1	2	1	1	-	1	-	-	-	-	-	-	-	1	-
CO5	1	2	1	-	-	1	-	1	-	-	-	-	1	1	-
CO6	1	-	1	-	1	-	-	1	-	-	-	-	-	-	1



  
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## Syllabus-2020-2021

(SOM)(MBA-Dual\_Specialization)

<b>Title of the Course</b>	Workshop on Tally
<b>Course Code</b>	MBAW-108[P]

Part A

Year	Semester	Credits	L	T	P	C
			0	0	1	1
<b>Course Type</b>	Lab only					
<b>Course Category</b>	Disciplinary Minor					
<b>Pre-Requisite/s</b>	The students need to have basic understanding of accounting principles and computer operation.		<b>Co-Requisite/s</b>			
<b>Course Outcomes &amp; Bloom's Level</b>	<p><b>CO1-</b> student must be able to create and configure a new company in Tally.(<b>BL1-Remember</b>)</p> <p><b>CO2-</b> student must be able to create and manage accounting groups tailored to business requirements.(<b>BL2-Understand</b>)</p> <p><b>CO3-</b> student must be able to create and modify ledger accounts for accurate financial tracking.(<b>BL3-Apply</b>)</p> <p><b>CO4-</b> student must be able to reconcile ledgers with external financial statements.(<b>BL4-Analyze</b>)</p> <p><b>CO5-</b> student must be able to generate and interpret various financial reports to understand the company's financial status.(<b>BL5-Evaluate</b>)</p>					
<b>Coures Elements</b>	Skill Development ✓ Entrepreneurship ✗ Employability ✓ Professional Ethics ✗ Gender ✗ Human Values ✗ Environment ✗	<b>SDG (Goals)</b>	SDG4(Quality education) SDG8(Decent work and economic growth)			



  
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Part B

Modules	Contents	Pedagogy	Hours
1	Introduction to Tally and Company Setup Overview of Tally: Introduction, features, and benefits. Creating a Company: Steps to create a new company. Opening an Existing Company: Open previously created companies such as "Universal Business Solutions" and "Smart Agency". Company Configuration: Setting up company features and configurations in Tally.	Interactive lectures, problem based learning, practical assignments	6
2	Creating and Managing Groups Understanding Groups in Tally: Types of groups and their hierarchy. Creating Groups: Create and manage groups like "Investment in Equity Share", "Loan from Family", "Local Customer", "Outstation Customer" in "Universal Business Solutions". Modifying Groups: Edit and update existing groups as per the business requirements. Group Reports: Generate and interpret group summary reports.	Interactive lectures, problem based learning, practical assignments	6
3	Creating and Managing Ledgers Understanding Ledgers: Importance of ledgers in accounting. Creating Ledgers: Create ledgers such as "Nandini's Capital", "Fixed Deposit With HDFC", "Salary to Staff", "ICICI Bank", "Computer" in "Universal Business Solutions". Modifying Ledgers: Edit and update ledger details. Ledger Reports: Generate ledger reports and understand their significance.	Interactive lectures, problem based learning, practical assignments	6
4	Advanced Group and Ledger Management Complex Group Creation: Create complex groups like "Administrative Exp", "Selling & Distribution Exp", "Financial Exp", "Mumbai Customer" in "Smart Agency". Inter-Group Transactions: Record and manage transactions between different groups. Ledger Reconciliation: Reconcile ledgers with bank statements and other records. Budgeting and Controls: Set up budgets for groups and ledgers and implement controls.	Interactive lectures, problem based learning, practical assignments	6
5	Practical Application and Reporting Practical Exercises: Hands-on practice with group and ledger creation, modification, and reporting. Error Correction: Identify and rectify common errors in group and ledger entries. Final Project: Create a comprehensive accounting setup for a hypothetical business scenario. Report Generation: Generate final reports including balance sheets, profit & loss statements, and trial balance.	Interactive lectures, problem based learning, practical assignments	6

  
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### Part D(Marks Distribution)

#### Theory

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation

#### Practical

Total Marks	Minimum Passing Marks	External Evaluation	Min. External Evaluation	Internal Evaluation	Min. Internal Evaluation
100	40			100	

### Part E

<b>Books</b>	
<b>Articles</b>	
<b>References Books</b>	
<b>MOOC Courses</b>	
<b>Videos</b>	

### Course Articulation Matrix

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	-	1	-	1	-	-	-	-	-	-	1	1	2
CO2	1	1	1	-	-	1	1	-	-	-	-	-	-	1	1
CO3	1	2	2	2	1	-	-	2	-	-	-	-	1	-	1
CO4	1	1	-	1	-	1	-	2	-	-	-	-	2	2	1
CO5	2	-	1	1	1	-	-	-	-	-	-	-	-	1	1
CO6	-	-	2	-	2	-	1	1	-	-	-	-	1	2	-



  
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