

Branch Name:	Management
Program Code:	MS101
Course Title:	Entrepreneurship
Course Code:	13-BAM205-2C
Pre-requisite Course:	Entrepreneur, Loan, Finance, Entrepreneurship

Course Objectives:

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
4	-	-	4	50	50	-	-	100

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Introduction to Entrepreneur: - Meaning & Definition, Functions of Entrepreneur, Qualities of Entrepreneur, Types of Entrepreneurs, Challenges before entrepreneurs in modern era	15	25%
2	Introduction to Entrepreneurship: - Meaning of entrepreneurship – Types of Entrepreneurships – Traits of entrepreneurship – Factors promoting entrepreneurship- Barriers to entrepreneurship- the entrepreneurial culture- Stages in entrepreneurial process – Women entrepreneurship and economic development- Objective of Entrepreneurship Development -Process of Entrepreneurship Development - Problems and measures of EDP in India.	15	25%
3	Study of the Financial Assistance available From Financial Institutions: Need, Types of loan – Financial institutions – IDBI, IFCI, SIDC, SFC, Commercial banks; Procedure For Procurement of Project Loan, Submission Loan Application, Project Appraisal Sanction the Loan and Acceptance Execution of Agreement, Disbursement of Loan	15	25%
4	Financing the Project: Market and Demand Analysis-Conduct of Market Survey, Demand Forecasting; Technical Analysis of Projects.- Sources of Project Idea, Information Required for Market Analysis, Sources of Market Information, Technical Analysis: Location and Site, Material Product Technology, Site Preparation,	15	25%
	Total Hours	60	100%

Text Books:

- Project by Prasanna Chandra, Mc-Graw Hill New, New Delhi

Reference Books:

- Entrepreneurial Development by S. S. Khanka, S. Chand, New Delhi

List of Open-Source Software/learning website:

- <https://swayam.gov.in/>
- <https://nptel.ac.in/>

Course Learning Outcomes (CLO):

1. Develop awareness about entrepreneurship and successful entrepreneurs.
2. To explain concepts of Entrepreneurship and build an understanding about business situations in which entrepreneurs act
3. Develop the entrepreneurial mind-set further in terms of acquiring a business focus, creative thinking, risk-taking ability, and more.
4. Learn about opportunity discovery and evaluation of viable business ideas for new venture creation.

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1		M		L				M
CLO2	L					L		H
CLO3			H		M		M	
CLO4						H		L

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101-
Course Title:	Production and Operations Management
Course Code:	13-BAM206-2C
Pre-requisite Course:	Productions & Operations, Capacity Planning, Total Quality Management

Course Objectives:

1. To understand the concepts and principles of Production and Operations
2. To understand techniques of location and facility planning and capacity planning
3. To appreciate the importance of Production Planning & Control.
4. To determine various dimensions of Quality related decisions and various Quality Control techniques associated with it.

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
4	-	-	4	50	50	-	-	100

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	UNIT I: Production & Operation : Nature and scope of production & Operation management, the transformation process, production analysis and planning, production functions, objective and functions of production management. Responsibilities of the production manager, types of manufacturing process.	15	25%
2	UNIT II: Location & Layout: Facility Location- Concept of Plant location – importance, Factors in Location Analysis: Location Analysis Techniques. Facility Layout – Concept of Plant Layout, Objectives: Advantages: Basic types of layouts. Concept of Inventory	15	25%
3	UNIT III Productivity & Capacity Planning: Productivity definition and concept, factors affecting productivity, Capacity Planning –Concepts: Factors Affecting Capacity Planning, Capacity Planning Decisions. Production Planning & Control (PPC) –Concepts, Objectives, Functions.	15	25%

4	UNIT IV- Total Quality Management System : Introduction, Meaning and Dimensions of Quality, Quality Control Techniques, Quality Based Strategy, Total Quality Management (TQM), Towards TQM – ISO 9000 as a Platform. Concept of Six sigma approach.	15	25%
	Total Hours	60	100%

Text Books:

- B. Mahadevan, “Operations Management Theory & Practice”, Pearson Education, 2018.
- E. S. Buffa and R. K. Sarin, “Modern Production Operations Management”, 8th edition, John Wiley.
- Bedi, Kanishka (2015), Production and Operation management, OUP

Reference Books:

- Ashwathappa K & Bhat K. Shridhara (2019) - Production & operation Management, 2nd Edition, Himalaya Publication
- S N Chary (2019) Production and Operations Management, 6th Edition, Tata McGraw Hill,.

List of Open-Source Software/learning website:

- https://onlinecourses.nptel.ac.in/noc20_mg06/preview
- <https://nptel.ac.in/courses/110107141>

Course Learning Outcomes (CLO):

After completion of the course, the students should be able to:

1. Develop a comprehensive understanding of the fundamental theories and key principles underlying production and operations management.
2. Students will be able to analyse and evaluate different factors influencing location decisions for businesses, such as market accessibility, transportation costs, and proximity to resources, and comprehend the methodologies involved in location analysis.
3. Recognize the significance of efficient production planning in minimizing waste, reducing costs, and optimizing resources.
4. Evaluate and employ diverse quality control techniques and methodologies, including but not limited to statistical process control, Six Sigma principles, Total Quality Management (TQM), and Lean principles.

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1		L						H
CLO2	H			L		M		
CLO3			M,				L	
CLO4					H			M

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101
Course Title:	Financial Accounting
Course Code:	13-BAM207-2C
Pre-requisite Course:	Debit, credit, Assets, Depreciation, Subsidiary book

Course Objectives:

1. This course introduces students to basics of accounting concepts, conventions and useful terminologies in preparing books of accounts of business.
2. The course comprehensively covers the complete accounting process from the first step of Journalizing, Subsidiary Books, Ledger Posting, to the final preparation of financial statements.
3. The course will also cover the various methods of depreciation

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
4	-	-	4	50	50	-	-	100

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Conceptual Framework: Meaning and Objectives of Accounting, Business Transactions, Classification of Accounts, Rules for Debit and Credit, Difference Between Capital and Revenue Expenditure Basics Accounting Terms: Assets, Liabilities, Capital, Expenses, Debtors, Creditors, Goods, Cost, Gain, Stock, Purchase, Sale, Loss, Profit, Voucher, Discount, Transactions, Drawings, Depreciation, Reserve and Provisions	15	25%
2	Accounting Cycle: Introduction of Journal, Various Ledgers, Examples Related to Recording Transaction in to Journal, Posting in to Ledger, Balancing	16	25%
3	Accounting Principles and Depreciation: Accounting Concepts, Accounting Conventions (Theory Only) Depreciation: Fixed Instalment Method and Diminishing Balance Method	14	25%
4	Subsidiary Books: Purchase Book, Sales Book, Purchase Return Book, Sales Return Book, Bills Receivables Book, Bills Payable Book, Triple Column Cash Book With Discount, Cash and Bank Column	15	25%
	Total Hours	60	100%

Text Books:

1. Narayan Swamy : Financial Accounting, Prentice Hall India, New Delhi.
2. P.C Tulsian: Financial Accounting, Tata McGraw Hill Publishing Company, New Delhi.

Reference Books:

1. Dr.S.N. Maheshwari , Dr. S.K. Maheshwari , Sharad K.: Introduction to Accountancy, Vikas Publishing House , New Delhi.
2. Ashish Bhattacharya: Financial Accounting, Prentice Hall India, New Delhi
3. Prin. T. J. Rana: Principles and Practice of Accountancy, B. S. Shah Prakashan, Ahmedabad.

List of Open-Source Software/learning website:

- <https://swayam.gov.in/>
- <https://nptel.ac.in/>

Course Learning Outcomes (CLO):

1. Students will learn the basics of accounting concepts, conventions and useful terminologies in preparing books of accounts of business.
2. Students will know about the complete accounting process from the first step of Journalizing, Subsidiary Books, Ledger Posting, to the final preparation of financial statements.
3. Students will also learn about the various methods of depreciation.

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1				L			H	H
CLO2	H	M			M			
CLO3			L			M		L

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101-
Course Title:	Green Management
Course Code:	13-MDC109-2C
Pre-requisite Course:	Green Management, Biodiversity, Green Financing, Sustainable Development

Course Objectives:

1. The objective of the course is to impart students in understanding of green business
2. To understand the issues and opportunities and to provide knowledge over the strategies for building eco-business
3. To understand the environmental, social and economic dimensions of sustainability.
4. To understand the issue of sustainable development.

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
4	-	-	4	50	50	-	-	100

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Introduction to Green Management: The Concept of Green Management; Evolution; nature, scope, importance and types; Developing a theory; Green Management in India; Relevance in twenty first century	15	25%
2	Approaches from Ecological Economics; Indicators of sustainability; Eco-system services and their sustainable use; Bio-diversity; Indian perspective.	15	25%
3	Green Techniques and Methods; Green tax incentives and rebates (to green projects and companies); Green project management in action; Business redesign; Eco-commerce models Environmental Reporting -Climate change business green financing; Financial initiative by UNEP; Green energy management; Green product management	15	25%
4	Sustainable development and globalization: Millennium development goals, regional perspectives, challenges and environmental issues in India, sustainable development and Indian development policies, local environmental management and legislation Climate change and sustainable development: Climate change and sustainable development, climate change and sustainable consumption, strategies and issues.	15	25%
	Total Hours	60	100%

Text Books:

- Green Management and Green Technologies: Exploring the Causal Relationship by Jazmin Seijas Nogarida , ZEW Publications.
- The Green Energy Management Book by Leo A. Meyer, LAMA books

Reference Books:

- Green Marketing and Management: A global Perspective by John F. Whaik, Qbase Technologies.
- Sayer, J. and Campbell, B., The Science of Sustainable Development: Local Livelihoods and the Global Environment (Biological Conservation, Restoration & Sustainability), Cambridge University Press, London, 2003.
- 2. Kirkby, J., O'Keefe, P. and Timberlake, Sustainable Development, Earthscan Publication, London, 1993.
- 3. MoEF (2012), "Sustainable Development in India –stocktaking in the Run up to Rio plus 20", Ministry of environment and forests, Government of India, New Delhi.
- 5 UNEP, 2011, Towards a Green Economy: Pathways to Sustainable Development and Poverty Eradication, www.unep.org/greeneconomy, ISBN: 978-92-807-3143-9
- 6 World Bank (2012), "Inclusive Green Growth – The pathway to Sustainable development, World Bank- Washington DC

List of Open-Source Software/learning website:

- <https://nptel.ac.in/courses/112104225>

Course Learning Outcomes (CLO):

After completion of the course, the students should be able to:

1. Develop a fair understanding of the social, economic and ecological linkage of human production and consumption.
2. Learn to integrate the principles of Sustainable development in decision making and Contribute towards Green Economy
3. Learn about ecosystems, biodiversity, climate change, resource management, pollution, renewable energy, and the interconnectedness of natural systems.
4. This involves exploring the concept itself, understanding its origins, and grasping the nuances behind balancing economic growth, social development, and environmental protection.

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1	H				M			L
CLO2		L		H			M	H
CLO3			M			L		
CLO4								M

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101
Course Title:	Business Communication
Course Code:	13-AEC110-2C
Pre-requisite Course:	Business Communication, English, Letter Writing, E-mail

Course Objectives:

Business Communication affects all aspects of our lives. This introductory course is expected to teach the students communicate in a clear, courteous, concise, complete, and correct manner on both; personal and professional levels. The course aims at helping students for enhancing capabilities in written, oral and interpersonal communication. The students are exposed to basics of reading, listening and speaking. This course prepares students to communicate in effective way.

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
2	-	-	2	25	25	-	-	50

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Introduction to Communication Meaning, Definition, Process, Functions, Objectives, Key Areas of Communication in Management. Essentials of Good Communication, Communication Barriers, Overcoming Communication Barriers Principles of Communication: 7 Cs of Communication Introduction to types of Communication: Upward, Downward, Horizontal, Grapevine, Written, Oral, Face-to-face, Visual Communication, Audio-visual, Computer Based Communication	15	50%
2	Business Correspondence Letter Writing (Bank, Insurance, Covering, Inquiry, reply- Letters) E-mail, Memo, Proposals, Notice, Agenda & Minutes of Meeting, Brochures, Presentation. Types of Business Reports, Structure of Reports, Gathering Information, Writing Abstracts and Summaries.	15	50%
	Total Hours	30	100%

Text Books:

- Rajendra Pal & J.S.Korlahali: Essentials of business communication, Sultan Chand & Sons, New Delhi.

Reference Books:

- S. A. Sherlekar: Modern Business Organization, Himalaya Publication House, New Delhi.
- Sherlekar, Patil, Paranjpe, Chitale: Industrial Organization Management, Himalaya Publication House, New Delhi.
- Jallo: Business Organization and Management, Tata McGraw Hill, Delhi
- F. Cherunilam: Business Environment Text and Cases, Himalaya Publication House, New Delhi.

List of Open-Source Software/learning website:

- <https://swayam.gov.in/>
- <https://nptel.ac.in/>

Course Learning Outcomes (CLO):

1. To understand terms and basic concepts of communication
2. To understand nature and process of business communication
3. To understand effective all types of communication skills so as to enable students to speak confidently interpersonally as well as in large groups
4. To understand how to apply business communications standards to written documents (letters, proposals and updates/reports), presentations, digital platforms, collaborative projects, and personal interactions with colleagues, clients, vendors and other business partners.
5. To develop ability to communicate effectively with the help of electronic media

Mapping of CLO with PO and PSO

Course	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
Learning Outcomes	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1
CLO1	H		M			L		L
CLO2		L			H	M		H
CLO3				H				
CLO4			L				L	
CLO5								

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101
Course Title:	Advance Spreadsheet Tools
Course Code:	13-SEC111-2C
Pre-requisite Course:	Basic computer knowledge, basic Excel, basic maths and statistics

Course Objectives:

- 1) Perform intricate data analysis and synthesis.
- 2) Create comprehensive visual representations aiding decision-making processes.
- 3) Collaborate and integrate data effectively for efficient information exchange.
- 4) Apply learned skills to solve real-world managerial challenges and communicate insights succinctly.

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
1	-	2	2	-	25	25	-	50

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Concept of worksheets and workbooks, creating, opening, closing and saving workbooks, moving, copying, inserting, deleting and renaming worksheets, working with multiple worksheets and multiple workbooks, controlling worksheet views, naming cells using name box, name create and name define; Exchanging data using clipboard, object linking and embedding; Printing and Protecting worksheets: Adjusting margins, creating headers and footers, setting page breaks, changing orientation, creating portable documents and printing data and formulae; Implementing file level security and protecting data within the worksheet; Understanding absolute, relative and mixed referencing in formulas, referencing cells in other worksheets and workbooks, correcting common formula errors, working with inbuilt function categories like mathematical, statistical, text, lookup, information, logical, database, date and time and basic financial functions. Conditional formatting.	15	50%
2	Advanced Formulas and Functions (IF, SUMIFS, COUNTIFS, etc.) Data Consolidation and Linking, Introduction to PivotTables and Pivot Charts, Producing a report with pivot tables. Use of solver to solve different business problems, Advanced Charting Techniques, Creating Interactive Dashboards,	15	50%

	Conditional Formatting and Sparklines, Macros and Automation in Spreadsheets, Optimization Tools and Solver, What-If Analysis and Scenario Manager.		
	Total Hours	30	100%

Text Books:

- 1) Microsoft Excel 2016 Data Analysis and Business Modeling, Wayne L. Winston, PHI
- 2) Microsoft Excel 2016 Bible, John Walkenbach, Wiley
- 3) Microsoft Office 2013 Digital Classroom by Walter Holland and the AGI Creative Team, Wiley

Reference Books:

- 1) Wayne L. Winston, Data Analysis and Business Modeling [Chapter 18, 29-36, 41-48, 52]
- 2) Microsoft Excel 2016 Bible, John Walkenbach [Part V, Chapter 32-36]

List of Open-Source Software/learning website:

- 1) <https://nptel.ac.in/>
- 2) <https://swayam.gov.in/>
- 3) <https://support.microsoft.com/en-au/office/excel-video-training-9bc05390-e94c-46af-a5b3-d7c22f6990bb>

Course Learning Outcomes (CLO):

- 1) Demonstrate proficiency in utilizing a wide array of advanced spreadsheet functions and tools to manipulate, analyze, and interpret complex datasets efficiently, catering to diverse managerial needs.
- 2) Apply advanced data analysis techniques, including consolidation, linking, and the application of intricate formulas, to derive meaningful insights and support informed decision-making in managerial contexts.
- 3) Make meaningful representations of data in the form of charts and pivot tables.
- 4) Draw analysis on data using spreadsheets and use interpretation to make decisions

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1		M	H				L	M
CLO2	H				L			H
CLO3			L			M	M	
CLO4		M		M	L			L

H: High, M: Medium, L: Low

Branch Name:	Management
Program Code:	MS101
Course Title:	Human Values and Ethics
Course Code:	13-IKS112-2C
Pre-requisite Course:	Ethics, human value, Self-Exploration, professional ethics

Course Objectives:

1. Grasping the significance and essential principles of imparting value education in society.
2. Understanding the role of right understanding, relationships, and physical facilities in fulfilling human aspirations, prioritizing them correctly.
3. Empowering students with the ability to leverage their professional skills to enhance universal human order.
4. Developing an understanding of how institutions and organizations can mutually enrich society towards a universal human order.

Teaching and Examination Scheme:

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)				
Lecture (L)	Tutorial (T)	Practical (P)	Credit	Theory (Marks)		Practical (Marks)		Total (Marks)
				University Assessment	Continuous Assessment	University Assessment	Continuous Assessment	
2	-	-	2	25	25	-	-	50

Course Contents:

Unit No	Topic	Total Hours	Weightage (%)
1	Understanding the need, basic guidelines, content and process for Value Education, Self-Exploration-what is it? - its content and process; 'Natural Acceptance' and Experiential Validation- as the mechanism for self-exploration, Continuous Happiness and Prosperity- A look at basic Human Aspirations, Right understanding, Relationship and Physical Facilities- the basic requirements for fulfilment of aspirations of every human being with their correct priority, Understanding Happiness and Prosperity correctly- A critical appraisal of the current scenario, Method to fulfil the above human aspirations: understanding and living in harmony at various levels	15	50%
2	Competence in professional ethics: a) Ability to utilize the professional competence for augmenting universal human order b) Ability to identify the scope and characteristics of people-friendly and ecofriendly production systems, c) Ability to identify and develop appropriate technologies and management	15	50%

	patterns for above production systems. Strategy for transition from the present state to Universal Human Order: a) At the level of individual: as socially and ecologically responsible engineers, technologists and managers b) At the level of society: as mutually enriching institutions and organizations		
	Total Hours	30	100%

Text Books:

R.R Gaur, R Sangal, G P Bagaria, A foundation course in Human Values and professional Ethics, Excel books, New Delhi, 2010, ISBN 978-8-174-46781-2

Reference Books:

- B L Bajpai, 2004, Indian Ethos and Modern Management, New Royal Book Co., Lucknow. Reprinted 2008.
- Subhas Palekar, 2000, How to practice Natural Farming, Pracheen(Vaidik) Krishi Tantra Shodh, Amravati.
- A.N. Tripathy, 2003, Human Values, New Age International Publishers.

List of Open-Source Software/learning website:

- <https://swayam.gov.in/>
- <https://nptel.ac.in/>

Course Learning Outcomes (CLO):

1. To Demonstrate an understanding of the importance of value education in society.
2. Analyse the role of right understanding, relationships, and physical facilities in fulfilling human aspirations.
3. Apply professional competence to contribute to universal human order.
4. Analyze and propose strategies for institutions to contribute to a mutually enriching society.

Mapping of CLO with PO and PSO

Course Learning Outcomes	Program Outcomes (POs)							Program Specific Outcomes (PSOs)
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1
CLO1		M		M				M
CLO2	H				M	L		H
CLO3			L				H	L
CLO4		L				M		

H: High, M: Medium, L: Low