

Branch Name:	MANAGEMENT
Program Code:	MS201
Course Name:	Contemporary Frameworks in Management
Course Code:	3MS2010116T
Pre-requisite Course:	-

Course Objectives:

1. To develop understanding of contemporary management frameworks and their relevance in modern organizations.
2. To enhance analytical skills for applying management theories to real-world business situations.
3. To examine emerging trends and challenges in management practices.
4. To foster strategic thinking and decision-making abilities in dynamic business environments.

Teaching and Examination Scheme:

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

Subject Contents:

Sr No.	Topic	Total Hours	Weightage (%)
1	Emotional Intelligence : What is Emotional Intelligence, Benefits of EI, Understand the difference between Trait EI and Ability EI, 5 Dimensions of Trait EI Model - Self Awareness (SA), Managing Emotions (ME), Motivation (M), Empathy (E), Social Skills (SS) - Self awareness (SA) - Self Awareness, Seeing the other side, Giving in without giving up, Life Positions – you and only you can choose your mindset, Managing Emotions (ME) - Self-Regulation, Managing Emotions, The ‘EQ brain’ and how it works, The science of emotions, Understanding Emotions, Find your self-control, Using Coping Thoughts, Using Relaxation Techniques, Self-Motivation (M) – Optimism, Pessimism, The balance between optimism and pessimism, The power of re-framing, Empathy (E) – Empathy, Barriers to empathy, Developing your empathy, Social Skills (SS) - Social skills, Making an impact, Creating a powerful first impression, Assessing a situation, Being zealous without being offensive, Traits of a person with high social skills. Determine your EQ	8	25%
2	The 7 habits of highly effective people: Paradigms and principles, Inside-out, The seven habits - an overview - Private victory Habit 1. Be proactive: principles of personal vision, Habit 2. Begin with the end in mind: principles of personal leadership, Habit 3. Put first things first: principles of personal management, Public victory. Paradigms of interdependence. Habit 4. Think win/win: principles of interpersonal leadership, Habit 5: Seek first to understand, then to be understood: principles of empathetic communication, Habit 6. Synergize: principles of creative cooperation, Renewal. Habit 7. Sharpen the sword: principles of balanced self-renewal	7	25%

3	Five dysfunctions of a team: Absence of trust—unwilling to be vulnerable within the group, Fear of conflict—seeking artificial harmony over constructive passionate debate, Lack of commitment—feigning buy-in for group decisions creates ambiguity throughout the organization, Avoidance of accountability—ducking the responsibility to call peers on counterproductive behavior which sets low standards, Inattention to results—focusing on personal success, status and ego before team success	7	25%
4	The 21 irrefutable laws of leadership: The law of the lid, The law of influence, The law of process, The law of navigation, The law of addition, The law of solid ground, The law of respect, The law of intuition, The law of magnetism, The law of connection, The law of the inner circle, The law of empowerment, The law of the picture, The law of buy-in, The law of victory, The law of the big mo, The law of priorities, The law of sacrifice, The law of timing, The law of explosive growth, The law of legacy.	8	25%

Text Books:

Sr. No	Books
1.	Emotional Intelligence – Daniel Goleman – Bantam Books (latest Edition)
2.	The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change – Stephen R. Covey – Free Press
3.	The Five Dysfunctions of a Team: A Leadership Fable – Patrick M. Lencioni – Jossey-Bass
4.	The 21 Irrefutable Laws of Leadership – John C. Maxwell – Thomas Nelson

Course Learning Outcomes (CLO): On completion of this course, the students will be able to:

CLO	Description	Bloom's Taxonomy Level
CLO1	Define emotional intelligence (eq), identify the benefits of emotional intelligence and relate the 5 dimensions of trait ei model to the practice of emotional intelligence.	Remembering
CLO2	Describe how companies achieve transition from being good companies to great companies, and discuss why and how most companies fail to make the transition.	Understand
CLO3	Apply the 21 laws that make leadership work successfully to improve your leadership ability and illustrate its positive impact on the whole organization.	Apply
CLO4	Examine the fundamental causes of organizational politics and team failure.	Analyze
CLO5	Explain the approach to being effective in attaining goals by aligning oneself to the "true north" principles based on a universal and timeless character ethic.	Evaluate

Mapping of CLOs with Pos & PSOs

Course Learning Outcomes	Program Outcomes (POs)								Program Specific Outcomes (PSOs)	
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
CLO1	H	M	L	M	M	L	L	M	M	L
CLO2	H	M	M	M	M	L	M	M	M	M
CLO3	H	H	H	H	M	M	M	M	H	H
CLO4	M	H	H	H	M	L	L	M	H	M
CLO5	H	M	H	H	H	M	M	H	M	H

H: High, M: Medium, L: Low
