

COURSE TEMPLATE

1.	Department /Centre proposing the course	Management Studies
2.	Course Title (<i>< 45 characters</i>)	HUMAN RESOURCE MANAGEMENT SYSTEMS
3.	L-T-P structure	1 . 5 - 0 - 0
4.	Credits	1 . 5
5.	Course number	SML705
6.	Status (<i>category for program</i>)	Core for all the Three MBA programs

7.	Pre-requisites (course no./title)	None
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8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	
8.2	Overlap with any UG/PG course of other Dept./Centre	
8.3	Supercedes any existing course	SML 731--Human Resource Management

9.	Not allowed for (indicate program names)	
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10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☐ Either sem
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11.	Faculty who will teach the course Kanika T. Bhal, Shuchi Sinha	
12.	Will the course require any visiting faculty?	

13.	Course objective (<i>about 50 words</i>): The course aims to help the students understand issues of designing the systems and processes for managing people. It also aims to impart some skills for managing people through understanding self and interpersonal relationships.	
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): This course focuses on various functions of human resource management. The course begins with the context and evolution of HR, followed by functions of HR via cases and various exercises. Manpower planning, job design, recruitment & selection, training & development, performance appraisal & management, compensation & reward management and career management, legal issues in HRM are the topics covered.	
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15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Context and Evolution of HR	2
2	Manpower planning, Job Analysis, and Job Design	2
3	Recruitment and Selection	2
4	Performance Appraisal and Management	2
5	Compensation and Motivation	3
6	Training and Development	3
7	Career Management	2
8	Legal Aspects of HR	3
9	Competence Mapping	2
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12		
COURSE TOTAL (14 times 'L')		21

16. Brief description of tutorial activities

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17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
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COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

TEXT

DeCenzo, David. A., and Robbins, Stephen. P. Fundamentals of Human Resource Management. 10th ed. Wiley 2010.

Dessler, Gary. Human Resource Management. 13th ed. Pearson publication- USA. 2011.

READINGS

Argyris, C. (1991). Teaching Smart People How to Learn. Harvard Business Review, 99-109.

Beatty, R. W., Huselid, M. A., & Schneider, C. E. (2003). New HR Metrics: Scoring on the Business Scorecard. Organizational Dynamics, 32 (2), 107-121.

Burnham, D. H. (1997). Power is Still the Great Motivator- With a Difference! Leadership Development and Strategic Consulting, 1-12.

Goleman, D. (2000). Leadership That Gets Results. Harvard Business Review, 78- 90.

Groysberg, B., & Abrahams, R. (2014). Manage Your Work, Manage Your Life. Harvard Business Review, 58-66.

Hamori, M. (2010). Job – Hopping to the Top and Other Career Fallacies. Harvard Business Review, 154-157.

Herzberg, F. (1968). One More Time: How Do You Motivate Employees? Harvard Business Review, 87-96.

Likierman, A. (2009). The Five Traps of Performance Measurement. Harvard Business Review, 96-101.

McClelland, D.C. & Burnham, D. H. (1976). Power is the Great Motivator. Harvard Business Review, 117-126.

Menkes, J. (2005). Hiring for Smarts. Harvard Business Review, 100-109.

Morison, R., Erickson, T., & Dychtwald, K. (2006). Managing Middlecence. Harvard Business Review, 79-86.

Peiperl, M. A. (2001). Getting 360- Degree Feedback Right. Harvard Business Review, 3-7.

Pfeffer, J. (1998). Six Dangerous Myths About Pay. Harvard Business Review, 109-119.

Simons, R. (2005). Designing High Performance Jobs. Harvard Business Review, 54-62.

Sucher, S. J. (2012). Managing the Layoff Process: India. Harvard Business Review, 1-11.

Ulrich, D., Younger, J., & Brockbank, W. (2008). The twenty- first century HR Organization. Human Resource Management, 47 (4), 829-850.

STANFORD CLOSER LOOK SERIES: Seven Myths of CEO Succession
By david f. larcker, stephen a. Miles, and Brian tayan March 19, 2014

19. Resources required for the course (*itemized & student access requirements, if any*)

19.1	Software	
19.2	Hardware	
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course (*Percent of student time with examples, if possible*)

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	
20.4	Open-ended laboratory work	
20.5	Others (please specify)	

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	MANAGEMENT ACCOUNTING
3.	L-T-P structure	3 - 0 - 0
4.	Credits	3
5.	Course number	SML707
6.	Status (<i>category for program</i>)	Programme Common Core (PCC) for all 3 MBA programmes.
7.	Pre-requisites (<i>course no./title</i>)	NONE
8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	SML 401 - UG - DMS
8.2	Overlap with any UG/PG course of other Dept./Centre	
8.3	Supercedes any existing course	Yes, SML 770 (Managerial Accounting and Financial Management) of 2-0-2 format, which has been dropped in the revised curriculum.
9.	Not allowed for (<i>indicate program names</i>)	BTECH
10.	Frequency of offering	☒ Every sem ☐ 1 st sem ☐ 2 nd sem ☐ Either sem
11.	Faculty who will teach the course P K JAIN	
12.	Will the course require any visiting faculty?	NO
13.	Course objective (<i>about 50 words</i>): The objective of the course is to equip the students with tools and techniques which enable them to make use of accounting information for financial analysis, profit planning, performance measurement, cost control and decision-making (pricing, product and capital budgeting).	
14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): On completion of this course the student will be able to: i. Understand accounting principles governing preparation of financial	

	statements
	ii. Assess financial health of a corporate firm
	iii. Design profit planning
	iv. Understand cost control systems
	v. Understand techniques of pricing, product and capital budgeting decisions

15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	a. Accounting principles underlying preparation of financial statements. Accounting standards and IFRS.	4
	b. Preparation of financial statements - a synoptic view. Understanding financial statements and reports.	3
	c. Managerial use of financial data. Techniques of financial analysis. Cash flow statement. Ratio Analysis.	5
	Cases and problems.	3
2	a. Cost concepts. Volume-cost-profit (VCP) relationship and profit planning. Budgeting.	4
	b. Activity based costing systems. Full costing and variable costing methods.	3
	c. Incremental analysis as a tool for decision-making in short-run (acceptance of special order, sell now or process further, make or buy decisions, elimination of existing product line, operate or shut down, use of scarce resources, etc.).	3
	Cases and problems.	3
3	a. Standard costing and variance analysis (cost, revenue and profit).	4
	b. Responsibility Accounting. Balanced Score Card.	2
	c. Long-term investment decisions. Developing relevant data.	1
	d. Time value of money. Concept of cost of capital.	2
	e. Techniques of capital budgeting decisions.	2
	Cases and problems.	3
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COURSE TOTAL (14 times 'L')		42 HOURS

16. Brief description of tutorial activities

-NA-

17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
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COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

1. Khan, M. Y. and Jain, P. K., Management Accounting, Text, Problems and Cases, McGraw Hill Education (India) Pvt. Ltd., 2013
2. Anthony, R. N., Hawkins, D. F. and Merchant, K., Accounting: Text and Cases, McGraw Hill Education (India) Pvt. Ltd., New Delhi, 2005
3. Horngren, C. T., Datar, S. M. and Foster, G., Cost Accounting: A Managerial Emphasis, Pearson Education, New Delhi, 2013
4. Helfert, E. H., Techniques of Financial Analysis, Richard D. Irwin, Homewood, Ill., USA, 1997
5. Narayanswamy, R., Financial Accounting, A Managerial Perspective, Prentice-Hall of India, New Delhi, 2014.
6. Bhattacharyya, Ashish, Essentials of Financial Accounting, Prentice Hall, latest edition.

19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	
19.2	Hardware	
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	Term papers
20.4	Open-ended laboratory work	
20.5	Others (please specify)	Lectures and case studies

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	FINANCIAL MANAGEMENT
3.	L-T-P structure	3 - 0 - 0
4.	Credits	3
5.	Course number	SML 708
6.	Status (<i>category for program</i>)	Programme Common Core (PCC) for all 3 MBA programmes.

7.	Pre-requisites (<i>course no./title</i>)	NONE
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8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	Not any
8.2	Overlap with any UG/PG course of other Dept./Centre	Not any
8.3	Supercedes any existing course	Yes, SML 770 (Managerial Accounting and Financial Management) of 2-0-2 format, which has been dropped in the revised curriculum.

9.	Not allowed for (<i>indicate program names</i>)	BTECH
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10.	Frequency of offering	☒ Every sem ☐ 1 st sem ☐ 2 nd sem ☐ Either sem
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11.	Faculty who will teach the course P K JAIN	
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12.	Will the course require any visiting faculty?	NO
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13.	Course objective (<i>about 50 words</i>): The course is comprehensive and is designed to equip the students with tools and techniques to enable them to make sound financial decisions, among others, related to capital budgeting, working capital, capital structure and dividend policy.	
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>):	
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15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	a. Financial management - an overview. Scope and objectives. Agency problem and its resolution. Organization of finance function.	2
	b. Capital budgeting decisions (Aspects related to block of assets, capital rationing, unequal expected lives, etc.) under conditions of risk and uncertainty.	5
	c. Determination of working capital.	2
	Cases and problems.	5
2	a. Measurement of cost of capital (specific and overall).	4
	b. Operating, financial and combined leverage.	2
	c. Capital structure (theories) and their impact on cost of capital and valuation.	3
	d. EBIT/EPS analysis. Designing capital structure in practice.	2
	Cases and problems.	3
3	a. Dividend decisions. Dividend and valuation - Walter's model, Gordon's model, Residual theory of dividends, Theory of irrelevance of dividends (MM approach). Types and determinants of dividend policy. Internal financing and dividend policy.	3
	b. Stock dividend (bonus shares), stock (share) splits and stock (share) repurchase. Regulatory framework.	2
	c. Lease decisions. Fundamentals of leasing, types of leases, financial framework for evaluating financial lease versus buy/borrowing alternative.	2
	d. Business valuation and corporate restructuring.	3
	Cases and problems.	4
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COURSE TOTAL (14 times 'L')		42 HOURS

16. Brief description of tutorial activities

-NA-

17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
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COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

1. Khan, M. Y. and Jain, P. K., Financial Management, Text, Problems and Cases, McGraw Hill Education (India) Pvt. Ltd., 2014
2. Ross Stephen A., et al., Fundamentals of Corporate Finance, McGraw Hill Education (India) Pvt. Ltd., 2008
3. Gitman, L. J., Principles of Managerial Finance, Pearson Education, New Delhi, 2011
4. Van Horne, J. C., Financial Management and Policy, Prentice Hall, New Delhi, 2010
5. Brigham, E. F. and Houston, J. F., Fundamentals of Financial Management, South Western / Cengage Learning India, New Delhi, 2004
6. Jain, P. K, Singh, Shveta and Yadav, Surendra S., Financial Management Practices: An Empirical Study of Indian Corporates, Springer, 2013

19. Resources required for the course (*itemized & student access requirements, if any*)

19.1	Software	
19.2	Hardware	
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course (*Percent of student time with examples, if possible*)

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	Term papers
20.4	Open-ended laboratory work	
20.5	Others (please specify)	Lectures and case studies

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department/Centre proposing the course	Dept. of Management Studies
2.	Course Title (<i>< 45 characters</i>)	BUSINESS RESEARCH METHODS
3.	L-T-P structure	1.5-0-0
4.	Credits	1.5
5.	Course number	SML709
6.	Status (<i>category for program</i>)	Core for all 3 MBA programmes

7.	Pre-requisites (<i>course no./title</i>)	NIL
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8.	Overlap of contents with any (<i>give course number/title</i>)	
8.1	existing UG course(s) of the Department/Centre	Nil
8.2	proposed UG course(s) of the Department/Centre	Nil
8.3	approved PG course(s) of the Department/Centre	Nil
8.4	UG/PG course(s) from other Departments/Centers	Nil
8.5	Equivalent course(s) from existing UG course(s)	None

9.	Not allowed for (<i>indicate program names</i>)	NA
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10.	Frequency of offering	☐ Every sem ☒ 1 st sem ☐ 2 nd sem ☐ Either Semester
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11.	Faculty who will teach the course: P. Vigneswara Ilavarasan
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12.	Will the course require any visiting faculty?	1.5 hours of interaction with industry leaders.
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13.	Course objective (<i>about 50 words</i>): The course will enable the students to gain exposure to fundamentals of business research methods, to understand the differences between qualitative and quantitative approaches, to familiarize various tools and techniques in collecting and analyzing data, and to learn about the basics of report writing.
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): Introduction to Business Research Methods; Theoretical approaches; Problem definition; Research Design; Questionnaires & Scales; Sampling - Probability, size and challenges; Survey & Observation, Experiments; Qualitative Research, Secondary Data; Data Preparation & Analysis, Report Writing.
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15. Lecture Outline *(with topics and number of lectures)*

Modules	Topic	No. of hours
I	Introduction to Business Research Methods; Theoretical approaches	2
	Problem definition, Research Design	3
II	Questionnaires & Scales, Sampling - Probability, size and challenges	4
	Survey & Observation, Experiments	4
	Qualitative Research, Secondary Data	4
III	Data Preparation & Analysis, Report Writing	2
	Knowledge sharing from industry - Case Studies	2
COURSE TOTAL		21

16. Brief description of tutorial activities

None

17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
	N/A	

18. Suggested texts and reference materials

Bryman, A. and Cramer, D. 92008). <i>Quantitative Data Analysis with SPSS 14, 15 and 16: A Guide for Social Scientists</i> , New York: Routledge.
Cooper, D. R. and Schindler, P. (2009). <i>Business Research Methods</i> . New Delhi: McGraw Hill.
Selected journal articles and case studies.

19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	yes
19.2	Hardware	yes
19.3	Teaching aides (videos, etc.)	Yes
19.4	Laboratory	Yes
19.5	Equipment	Yes
19.6	Classroom infrastructure	Yes
19.7	Site visits	No

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	20
20.2	Open-ended problems	20
20.3	Project-type activity	20
20.4	Open-ended laboratory work	10
20.5	Others (please specify)	20 (Case Analysis)

Date:

(Signature of the Head of the Centre)

COURSE TEMPLATE

1.	Department /Centre proposing the course	Department of Management Studies	
2.	Course Title (<i>< 45 characters</i>)	STRATEGIC MANAGEMENT	
3.	L-T-P structure	3 - 0 - 0	
4.	Credits	3	
5.	Course number	SML711	
6.	Status (<i>category for program</i>)	Program Common Core (PCC) for MBA, MBA(Telecom) and MBA (Technology Management)	

7.	Pre-requisites (<i>course no./title</i>)	None	
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8.	Status vis-à-vis other courses (<i>give course number/title</i>)		
8.1	Overlap with any UG/PG course of the Dept./Centre	No	
8.2	Overlap with any UG/PG course of other Dept./Centre	No	
8.3	Supercedes any existing course	SML 821	

9.	Not allowed for (<i>indicate program names</i>)	N.A.	
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10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☒ Either sem	
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11.	Faculty who will teach the course Prof. (Dr.) Sushil and Prof. (Dr.) Sanjay Dhir		
12.	Will the course require any visiting faculty?	Yes (Industry)	

13.	Course objective (<i>about 50 words</i>): This objective of the course is to provide an organization perspective and integrate functional areas. The course will also help to understand how organizational strategies are formulated and implemented in a changing global environment. It is designed to let students understand the relationships between Purpose, People, and Process. The course will also highlight the relationship between Content and Process schools of thought, Environmental and Resource-based view, Strategic Programming, and Learning Organization Perspectives, and the integration of Strategic Intent and Strategic Architecture.		
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): Understanding new perspectives on strategic management , Content and process of strategic management, Formulation and implementation of strategies, Developing cross-functional trade-off decision making skills, and Help appreciate new themes in strategic management. This course will require reading books, articles, case studies and literature from the field of Strategic		
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	Management. The sessions would be interactive where attempt will be made to understand the theories and concepts through discussion of the readings and their application in cases. Student will be required to prepare and effectively participate in class and make impromptu or scheduled presentations of issues and learnings. Besides the readings, groups of students will have to work on a comprehensive research project to investigate and validate some of the key learnings.
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15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Module 1: Process and Content of Strategy	3
2	Introduction to Competitive Advantage and Various Schools of Thought on Strategy	6
3	Strategic Intent, Vision, Mission and Objectives	3
4	External Analysis, Industry Structure Analysis	6
5	Module 2: Internal Analysis, Core Competencies, Leveraging core competencies, and Value chain analysis	3
6	Corporate Strategy, International Strategy	3
7	Business Level Strategy	3
8	Strategic Flexibility, Flowing Stream Strategy	3
9	Module 3: Strategy Implementation and Performance Management	3
10	Social Responsibility and Ethical dilemma & Integrity	3
11	Organizational Learning and Knowledge Management	3
12	Organizational Structure, Leadership and Culture	3
COURSE TOTAL (14 times 'L')		42

16. Brief description of tutorial activities

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17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
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COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

1. Strategic Management: Concepts and Cases, 13th Edition, Arthur A. Jr. Thompson, A. J. Strickland III, Tata McGraw-Hill
2. The Flexible Enterprise, 2014, Sushil, Edward A. Stohr, Springer
3. Flowing Stream Strategy: Leveraging Strategic Change with Continuity, 2013 Sushil, XVIII, Springer
4. Strategic Management: Formulation, Implementation and Control, 12th Edition, John Pearce, Richard Robinson, Irwin
5. Performance Benchmarking, 2012, Peter Bogetoft, Springer

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19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	No
19.2	Hardware	No
19.3	Teaching aides (videos, etc.)	Videos, Presentations, Cases
19.4	Laboratory	No
19.5	Equipment	No
19.6	Classroom infrastructure	Yes
19.7	Site visits	Yes

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	20
20.2	Open-ended problems	40
20.3	Project-type activity	40
20.4	Open-ended laboratory work	0
20.5	Others (please specify)	

Date: 10-04-2014

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	ETHICS & VALUES BASED LEADERSHIP
3.	L-T-P structure	1.5 - 0 - 0
4.	Credits	1.5
5.	Course number	SML712
6.	Status (<i>category for program</i>)	Core for all the 3 MBA programs
7.	Pre-requisites (course no./title)	
8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	
8.2	Overlap with any UG/PG course of other Dept./Centre	
8.3	Supercedes any existing course	SMV 896--Human Values in Management
9.	Not allowed for (indicate program names)	
10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☐ Either sem
11.	Faculty who will teach the course Kanika T. Bhal, Shuchi Sinha	
12.	Will the course require any visiting faculty?	
13.	Course objective (<i>about 50 words</i>): The course is designed to help the students understand, recognize, and respond to variety of challenging ethical issues in business.	
14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): Ethics & Busines, Ethical principles in business, Business and Its External Exchanges: Ecology & Consumers, Business & Its Internal Constituencies	

15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Ethics & Business	2
2	Ethical Principles in Business	3
3	Ethics of Business systems	3
4	Ethics in the marketplace	3
5	Ethical business & ecology	3
6	Ethics of consumer production	3
7	Individuals & Discriminations in Organizations	4
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COURSE TOTAL (14 times 'L')		21

16. Brief description of tutorial activities

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17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
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COURSE TOTAL (14 times 'P')		21

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

BOOKS:

Velasquez, M.G. (2011). Business Ethics: Concepts and Cases (7th Edition). Pearson.

Deborah L. Rhode (2006). Moral Leadership: The Theory and Practice of Power, Judgment and Policy. Books: John Wiley & Sons,

Michael J. Sandel (2012). What Money Can't Buy: The Moral Limits of Markets. Farrar, Straus and Giroux

ARTICLES:

Treviño, L.K. and Brown, M.E. (2004), "Managing to be Ethical. Debunking Five Business Ethics Myths", Academy of Management Executive, Vol. 18 No. 2, pp. 69-81

Messick, D. M.; & Bazerman, M. H. (1996). Ethical leadership and the psychology of decision making. *Sloan Management Review*, Vol. 37 Issue 2, pp. 9-23.

McCabe, D. M.; & Rabil, J. M. (2002). Administering the Employment Relationship: The Ethics of Conflict Resolution in Relation to Justice in the Workplace. *Journal of Business Ethics*, Vol. 36 Issue 1/2, pp. 33-49.

Bell, M. P.; McLaughlin, M. E.; & Sequira, J. M. (2002). Discrimination, Harassment, and the Glass Ceiling: Women Executive as Change Agents. *Journal of Business Ethics*, Vol. 37 Issue 1, pp. 65-75.

19. Resources required for the course (*itemized & student access requirements, if any*)

19.1	Software	
19.2	Hardware	
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course (*Percent of student time with examples, if possible*)

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	
20.4	Open-ended laboratory work	
20.5	Others (please specify)	

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	INFORMATION SYSTEMS MANAGEMENT
3.	L-T-P structure	2 - 0 - 2
4.	Credits	3
5.	Course number	SML713
6.	Status (<i>category for program</i>)	MBA Full Time General and Telecom, Executive MBA Common Core Course

7.	Pre-requisites (<i>course no./title</i>)	None
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8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	None
8.2	Overlap with any UG/PG course of other Dept./Centre	None
8.3	Supercedes any existing course	None

9.	Not allowed for (<i>indicate program names</i>)	BTech, MTech
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10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☒ Either sem
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11.	Faculty who will teach the course Prof. M.P. Gupta, Dr. Vigneswara Ilavarasan, Dr. Arpan Kumar Kar	
12.	Will the course require any visiting faculty?	No

13.	Course objective (<i>about 50 words</i>): This course will expose the students to the different interfacing thoughts connecting information technology, organizations using them and their issues. An inter disciplinary perspective would be taken while delivering this course while providing the students an overall perspective of the issues in Information Systems discipline.	
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): This course may expose the participants to the following topics: Information Systems and its impact in Organization and People, Information Technologies: concepts, types and usage, Information Systems, Organizations and Strategy, Economics of Information Systems, Foundations of E-Business, Foundations of Data management, Foundations of Business Analytics, Networks and Collaboration as Business Solutions, Information Security & Risk Management, Building and Managing Systems, Enterprise Systems, etc. Hands on training would also be provided, using specific tools.	
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15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Module 1: Information Systems and Organizations Information Systems and its impact in Organization and People, Information Technologies: concepts, types and usage, Information Systems, Organizations and Strategy	10
2	Module 2: Information Systems in the Networked Economy Economics of Information Systems, Foundations of E-Business, Foundations of Data management, Networks and Collaboration as Business Solutions	8
3	Module 3: Enterprise Information Management Foundations of Business Analytics and Data Mining, Information Security & Risk Management, Building and Managing Systems, Enterprise Systems, etc.	10
4		
5		
6		
7		
8		
9		
10		
11		
12		
COURSE TOTAL (14 times 'L')		28

16. Brief description of tutorial activities

This course will have a combination of lectures, case studies, discussions and paper presentations. There will be assignments and group projects also. Hands on training on tools will also be provided. A mixed pedagogical approach will be taken for the delivery of the course.

17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
1	Data Management and Modeling using Excel	14
2	Basic Data Analysis using Tools (e.g. SPSS, R)	14
3		
4		
5		
6		
7		
8		
9		
10		
COURSE TOTAL (14 times 'P')		28

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

Books

Management Information Systems: managing the Digital Firm by Ken Laudon, Jane Laudon and Rajanish Dass, 11/e, Pearson Publication, 2010

Information Technology for Management: Transforming Organizations in the Digital Economy by Efraim Turban and Linda Volonino, 7/e, Wiley, 2011

Reference Material

2. Information Technology for Management by Henry C. Lucas, Jr. Tata McGraw-Hill Publication, 2011

3. Information Technology for Management by B. Muthukumaran, Oxford University Press, 2010

4. Information Systems Today Managing in the Digital World by Leonard Jessup and Joseph Valacich, 3/e, PHI, 2008

Readings

Harvard Case Studies and Practitioner / Analysts Reports from Gartner / Forrester.

19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	Open source
19.2	Hardware	None
19.3	Teaching aides (videos, etc.)	Regular class
19.4	Laboratory	None
19.5	Equipment	None
19.6	Classroom infrastructure	Normal desktop, presentation facilities
19.7	Site visits	None

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	30%
20.2	Open-ended problems	30%
20.3	Project-type activity	30%
20.4	Open-ended laboratory work	10%
20.5	Others (please specify)	

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	MACROECONOMIC ENVIRONMENT OF BUSINESS
3.	L-T-P structure	2 - 1 - 0
4.	Credits	3
5.	Course number	SML720
6.	Status (<i>category for program</i>)	Common Core - MBA, MBA (Technology Management), MBA (Telecom Management)
7.	Pre-requisites (<i>course no./title</i>)	NA
8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	
8.2	Overlap with any UG/PG course of other Dept./Centre	
8.3	Supercedes any existing course	
9.	Not allowed for (<i>indicate program names</i>)	
10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☒ Either sem
11.	Faculty who will teach the course Seema Sharma, Amlendu Dubey	
12.	Will the course require any visiting faculty?	no
13.	Course objective (<i>about 50 words</i>): The objective of this course is to familiarize the students with the macro economic environment faced by the Managers.	
14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): Introduction to macroeconomic environment of business, Macroeconomic policies and Business Cycles, Economic Growth vs. Economic Development, Measurement of macroeconomic performance, Classical Macroeconomic Theory, Keynesian Model Income determination, Great Depression of 1930s; South East Asian Crisis of 90s, Sub-prime Crisis of 2007 and Euro crisis and Fiscal Sustainability; and their impact on the Business. Economic Reforms in India, Growth pattern of Indian economy, Fiscal Policy and its managerial implications to the industry, Government Budget, Monetary policy analysis and its implications to industry. Industrial Policy of India, Competition Policy of India, Balance of Payments, WTO and India.	

15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Module I Introduction to macroeconomic environment of business, Macroeconomic policies and Business Cycles,	2
2	Economic Growth vs. Economic Development, Measurement of macroeconomic performance,	2
3	Classical Macroeconomic Theory, Great Depression of 1930s;	2
4	Module II Keynesian Model Income determination,	3
5	South East Asian Crisis of 90s, Sub-prime Crisis of 2007	3
6	Euro crisis and Fiscal Sustainability	2
7	Economic Reforms in India and Growth pattern of Indian economy,	2
8	Fiscal Policy and its managerial implications to the industry, Government Budget,	3
9	Module III Monetary policy analysis and its implications to industry.	2
10	Industrial Policy of India,	2
11	Competition Policy of India,	2
12	Balance of Payments, WTO and India.	3
COURSE TOTAL (14 times 'L')		28

16. Brief description of tutorial activities

Case Assignments, Group activities, quizzes etc.
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17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

Dornbusch, R. and F. Stanley (1999), Macroeconomics, Irwin McGraw Hill, Inc. New York.
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Romer, D.L. (1996), Advanced Macroeconomics, McGraw Hill Company Ltd., New York.

Heijdra, B.J. and V.P. Fredericck (2001), Foundations of Modern Macroeconomics, Oxford University Press, New Delhi.

Mishra and Puri (2013), " Indian Economy", Hiimalaya Publication House, New Delhi

Government of India, Economic Survey, Ministry of Finance, New Delhi, various Issues.

Reserve Bank of India, Handbook of Statistics on Indian Economy, Various Issues.

The Economist (Business Magazine)

Economic Times (Newspaper)

19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	
19.2	Hardware	Multimedia
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	
20.4	Open-ended laboratory work	
20.5	Others (please specify)	

Date:

(Signature of the Head of the Department)

COURSE TEMPLATE

1.	Department /Centre proposing the course	DMS
2.	Course Title (<i>< 45 characters</i>)	MANAGERIAL ECONOMICS
3.	L-T-P structure	1 . 5 - 0 - 0
4.	Credits	1 . 5
5.	Course number	SML780
6.	Status (<i>category for program</i>)	Common Core - MBA, MBA (Technology Management), MBA (Telecom Management)

7.	Pre-requisites (course no./title)	NA
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8.	Status vis-à-vis other courses (<i>give course number/title</i>)	
8.1	Overlap with any UG/PG course of the Dept./Centre	
8.2	Overlap with any UG/PG course of other Dept./Centre	
8.3	Supercedes any existing course	SML780

9.	Not allowed for (indicate program names)	
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10.	Frequency of offering	☐ Every sem ☐ 1 st sem ☐ 2 nd sem ☒ Either sem
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11.	Faculty who will teach the course Dr. Seema Sharma, Dr. Amlendu Dubey	
12.	Will the course require any visiting faculty?	No

13.	Course objective (<i>about 50 words</i>): The objective of the course is o familiarize the students with the theoretical and applied use of the fundamental concepts of economics in the area of business management.	
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14.	Course contents (<i>about 100 words</i>) (<i>Include laboratory/design activities</i>): Introduction to managerial economics. Basic concepts, Consumer behavior, Demand analysis: Determinants, estimation and managerial uses of elasticity of demand. Demand forecasting. Supply function and Market equilibrium analysis. Production and Cost analysis and Equilibrium of the firm, production Analysis, Productivity Analysis, Production efficiency analysis. Pricing and output under different market situations: Perfect Competition, Monopolistic Competition, Monopoly, Oligopoly and Cartels.	
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15. Lecture Outline *(with topics and number of lectures)*

Module no.	Topic	No. of hours
1	Module I Introduction to managerial economics. Basic concepts, Consumer behavior	2
2	Demand analysis: Determinants, estimation and managerial uses of elasticity of demand	2
3	Demand forecasting	3
4	Supply function and Market equilibrium analysis	2
5	Module II Production and Cost analysis	2
6	Productivity Analysis	2
7	Production efficiency analysis	2
8	Pricing and output under different market situations: Perfect Competition	2
9	Monopolistic Competition, Monopoly	2
10	Oligopoly and Cartels	2
11		
12		
COURSE TOTAL (14 times 'L')		21

16. Brief description of tutorial activities

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17. Brief description of laboratory activities

Module no.	Experiment description	No. of hours
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
COURSE TOTAL (14 times 'P')		

18. Suggested texts and reference materials

STYLE: Author name and initials, Title, Edition, Publisher, Year.

Salvatore D., "Managerial Economics in a Global Economy", Thomson South-Western, Singapore.

Keat Paul and Young Philip K., "Managerial Economics: Economic Tools for Today's Decision Makers", Pearson Education.

Petersen H.C., W.C. Lewis, S.K. Jain, "Managerial Economics, Pearson Education, New Delhi.

Economic Survey (various issues).
Economic Times (Newspaper)

19. Resources required for the course *(itemized & student access requirements, if any)*

19.1	Software	
19.2	Hardware	
19.3	Teaching aides (videos, etc.)	
19.4	Laboratory	
19.5	Equipment	
19.6	Classroom infrastructure	
19.7	Site visits	

20. Design content of the course *(Percent of student time with examples, if possible)*

20.1	Design-type problems	
20.2	Open-ended problems	
20.3	Project-type activity	
20.4	Open-ended laboratory work	
20.5	Others (please specify)	

Date:

(Signature of the Head of the Department)