

MASTER OF BUSINESS ADMINISTRATION

Core Foundation Courses

SEMESTER - I

ORGANISATIONAL BEHAVIOUR	MANGERIAL ECONOMICS
1. Managerial and Interpersonal Skills	1. The Theory of the firm
2. Disciplines that contribute to the OB field	2. The Nature and function of Profits
3. Challenges and opportunities for OB	3. The Demand for a Commodity
4. Evolution of behavioral sciences	4. Market Demand – Market Supply
5. Ability, personality, types of personality	5. Price Elasticity of Demand
6. Big five personality model	6. Income Elasticity of Demand
7. MBTI, Attitudes, Emotional Intelligence	7. Cross-price Elasticity of demand in the Real World
8. Perception	8. Total Average and Marginal Relationship
9. Motivation and theories of motivation	9. Short run and Long Run Production Function
10. Groups in Organizations	10. Returns to scale
11. Social loafing, team building, problem solving teams	11. Analysis of cost
12. cross functional teams, team composition	12. Relation between Production and cost function.
13. transforming individuals into team players in organizations	13. Product market – perfect and imperfect market
14. Types of Leadership, Ethics, trust and influence	14. Different market structures
15. Theories of Leadership	15. Firm's equilibrium and supply
16. Charismatic leaders and Transformational leaders.	16. Economic costs of imperfect competition
17. Sources of power, power and politics	17. Game Theory and Economic way of thinking
18. Conflict in organizations, stress management	18. Strategic Interaction
19. Organization climate and culture	19. Informal Game Theory and Modern Behavioral Economics
20. Organisational Change	20. Challenge to Standard Economic Assumptions

LEGAL AND BUSINESS ENVIRONMENT	CORPORATE GOVERNANCE AND BUSINESS ETHICS
<ol style="list-style-type: none"> 1. Sources of Law and Growth of Judicial System in India 2. Contract Law: Nature and Elements of Contracts 3. Breach-Remedies 4. Agreement to Sell and sales Contracts 5. Provisions of Negotiable Instruments for Banking and Commercial Mediums of Exchange 6. Types and Classification of Companies 7. Articles of Association 8. Important provisions of Companies Act 2013 relating to Management 9. Corporate Governance and Winding 10. Overview of-Factories Act 11. Payment of Wages Act 12. Payment of Bonus Act 13. Industrial Disputes Act and Workmen Compensation Act 14. Provisions of Income Tax Act relating to Individual and Corporate Taxes 15. Overview of Latest Developments in Indirect tax Laws relating to GST 16. Consumer Movement In India 17. Redressal Mechanisms and RTI Act 18. Information Technology Act 2000 with latest amendments 	<ol style="list-style-type: none"> 1. Corporate Governance 2. Global Convergence, Best Practices 3. Business Ethics 4. Characteristics of an Ethical Organization 5. Rights and privileges of shareholders 6. Corporate Governance and stakeholders 7. Role of Auditors, Ethics of Consumer Protection 8. Corporate Governance Ethics 9. Roots of Unethical Behaviour 10. Environmental concerns, Role of Media and Advertising 11. Role of public policies in governing business 12. Corporate Governance in Developing and Transition Economies 13. Framework for effective Corporate Governance 14. Ethical Issues in Management 15. Regulatory Bodies, Stakeholders' Role and Responsibility 16. Role of government in ensuring Corporate Governance 17. Corporate Social Responsibility 18. Methods and means of checking corruption, Whistle blowing

FINANCIAL REPORTING, STATEMENTS AND ANALYSIS

1. Generally accepted accounting principles
2. Balance sheet and Profit & Loss account and related concepts
3. Introduction to inflation accounting
4. Introduction to human resources accounting
5. Accounting Standards
6. Double entry accounting
7. Transactions and events
8. Passing journal entries
9. Introduction to various Secondary Books of account
10. Depreciation methods and accounting - Inventory valuation methods
11. Preparing Trial balance, Adjustment entries
12. Final Accounts, Adjustments before preparing final accounts
13. Depreciation, Bad Debts and accounting treatment of bad debts
14. Reserves for Discount on Debtors and Creditors
15. Preparation of Trading Account
16. Profit and Loss Account and Balance Sheet as Per Companies Act
17. Requirements as per the Companies Act, 2013
18. Management Discussion and Analysis (MD&A)
19. Statement of changes in equity
20. Disclosure of Accounting Policies
21. Analysis and interpretation of financial statements
22. Types of financial analysis
23. Cash flow analysis, preparation of Cash flow statement

Core Professional Courses

SEMESTER – II

ANALYTICS FOUNDATIONS FOR BUSINESS	OPERATIONS MANAGEMENT
<ol style="list-style-type: none">1. Hallmarks of scientific research2. Types of research3. Steps in Scientific research4. Elements of Research design5. Measurement of variables6. Scaling, Reliability and Validity7. Types of experimental designs8. Sampling methods and sample size9. Data collection10. Data preparation - Classification & tabulation11. Measures of central tendency and dispersion12. Basic concept of probability13. Meaning and application of Normal distribution14. Hypothesis testing; Large sample tests15. Hypothesis testing: Small sample tests16. Chi square test, F test – ANOVA17. linear Correlation18. linear Regression19. Multiple regression analysis20. Discriminant analysis and Factor analysis21. Application of SPSS22. Mechanism of report writing	<ol style="list-style-type: none">1. Operations as a source of competitive advantage2. Trade-offs and combinations3. Process Analysis4. Difference between Manufacturing Operations5. Product, Process Matrix, capacity planning6. Process Selection and Facility layout7. Designing product and process layouts8. Forecasting and its types9. Inventory Management10. Deterministic demand model11. EOQ12. Lean vs Agile supply chains13. Aggregate Production Planning14. Master Production Schedule and MRP15. Project Management16. Quality management17. Sustainable Operations Management

MARKETING MANAGEMENT	HUMAN RESOURCES MANAGEMENT
<ol style="list-style-type: none"> 1. Importance of Marketing Management 2. Analyzing Marketing Environment 3. Factors affecting the marketing function. 4. Buying motives of Consumer Behaviour 5. Market Segmentation 6. Target Marketing 7. Positioning for Competitive Advantage- 8. Product Classification 9. Product Life Cycle (PLC) 10. Developing new Products- strategies 11. pricing policies 12. factors influencing pricing decisions 13. Competitors action to price changes 14. Multi product pricing. 15. Physical distribution 16. Management of physical distribution 17. Marketing risks 	<ol style="list-style-type: none"> 1. Nature and scope of Human Resources Management 2. HR as a Factor of Competitive Advantage 3. Line and staff responsibility of HR Managers 4. Concept of HR planning 5. Job Analysis 6. Recruitment & Selection process-HRD 7. Performance Appraisal 8. ESOPs, Fringe Benefits 9. Career Planning & Development 10. Fundamentals of Industrial Relations and Laws 11. Training – Methods – Techniques 12. Identification of the training needs 13. Delivery Methodology 14. Evaluation- Capacity Building 15. Career development 16. Building organizational culture 17. Building peer support for team's projects 18. Understand leadership challenges and strategies 19. Negotiation & Assertiveness skills

CORPORATE FINANCE

1. Overview of Financial Management
2. Time value of money
3. Risk and Return of a single asset and of a portfolio
4. Valuation of bonds and options
5. Capital budgeting techniques
6. Inflation and capital budgeting
7. Measurement of cost of capital
8. Financial and operating leverage
9. Capital structure
10. Dividend Policy
11. Forms of dividends
12. Share splits
13. Working capital
14. Inventory and Cash Management
15. Trade Credit, Bank finance and commercial paper
16. Long term sources of finance
17. Lease, hire purchase