

**MBA (Distance Education) Part-I Semester-I**

**MBA (Distance Education) Part-I Semester-I**  
**101–Principles of Management/MBCM1101T**

**Course Outcomes:**

<b>CO1</b>	<b>PSO 1:</b> To understand the nature and Scope of Business environment. Students should know the current business environment so that they can think the future of the business in such environment.
<b>CO2</b>	<b>PSO 2:</b> To provide the information that is required to take the business decisions based on that information regarding Sale, Purchase and Price keeping in mind competitor, suppliers and the customers
<b>CO3</b>	<b>PSO 3:</b> For drafting new policies for the smooth functioning of business, scanning the business through business environment.
<b>CO4</b>	<b>PSO 4:</b> For making technological planning to meet the changing business requirements as technology driven businesses are more sustainable in these days.

**Course Overview**

The overall objective of this course is to familiarize the students with management concepts in the organization.

**Course Syllabus**

**Group-I:**

Introduction Concept of Management, Management: Art and Science, Management Vs Administration, Levels of Management, Functions of management, Management as a Profession, Management skills, Qualities and characteristics of managers. Evolution of Management thought: Early contributions: Taylor and Scientific Management, Fayol's Administrative Management, Bureaucracy, Human Relations, and Modern Approach, Social responsibility of managers, Managerial Ethics.

Planning and Organizing Concept of planning, Significance of planning, Classification of planning: Strategic plan, Tactical plan and Operational plan, Process of planning, Barriers to effective planning. MBO, Management by Exception.

**Group-II:**

Decision Making: Strategies of decision making, Steps in rational decision making process, Factors influencing decision making process, Psychological bias and decision support system. Organizing: Defining organising, Principles of organising, Process of organising, Types of organizational structure, Span of control, Centralization vs. Decentralization of authority. Informal organization.

Staffing, Directing and Motivation Staffing: Concept, Objective of staffing, System approach to staffing, Manpower planning. Directing: Concept, Techniques of directing and supervision, Types of supervision, Essential characteristics of supervisor.

**Pedagogy:**

Extensive use of technology in the class rooms, Online modules of MOOCs, Research Based teaching, use of concerned article from journals and magazines.

**Case/Class Discussions:**

Students will work in a group to prepare a brief write-up, due before the start of class, covering the Case study. Questions in the case study would include the quantitative analysis of the problem-solving and decision-making.

**Class Participation:**

Attendance will be taken in each class and class participation is scored for each student for each class.

**Recommended Texts:**

- Harold Koontz, Heinz Weihrich, Mark V. Cannice (2020), *Essentials of Management - An International, Innovation and Leadership Perspective*, 11th Edition McGraw Hill Education
- Callie Daum (2020), *Principles of Management Essentials You Always Wanted To Know*, Second Edition, Vibrant Publishers.
- Koontz H. and Weihrich H., *Essentials of Management*, McGraw- Hill Publishing Co. Ltd., New Delhi, 12th Edition.

**Scheme of Examination:**

- English will be the medium of instruction and examination.
- Written Examinations will be conducted at the end of each Semester as per the Academic Calendar notified in advance.
- This course carries 100 marks of which 30 marks shall be reserved for internal assessment and the remaining 70 marks for written examination to be held at the end of each semester.
- The duration of written examination for each paper shall be three hours.
- The internal assessment marks shall be based on factors such as: (a) Mid-term test (20 marks), Submission of written assignments (20marks), and Participation in case studies/ discussion, and group activities (10 marks), The weightage given to each of these factors shall be decided and announced at the beginning of the semester by the individual teacher responsible for the paper, and the marks obtained shall be made open to the students and also shown separately in the mark-sheet
- The minimum number of marks required to pass a paper shall be 40% in the external examination and 40% in the aggregate of internal and external examination in each paper. There is no pass percentage for internal part of the assessment.
- A minimum of 75% of classroom attendance is required in each subject.

As per RUSA Scheme the syllabus is divided into two parts Group-I & II.

**The instructions for external examiners** would be as follows:-

- “The external paper will carry 70 marks and would be of three hours duration. The question paper will be divided into three groups i.e., I, II, III. The question paper will consist of four questions each in group I and II. Each question in these groups carries 13 marks. Candidates will be required to attempt four questions in all selecting not more than two questions from each of these groups. The III<sup>rd</sup> group shall comprise compulsory question carrying 4 short answer questions (2 from each group) and will carry 18 marks (4.5 marks for each question).”

**MBA (Distance Education) Part-I Semester-I**  
**102–Organizational Behavior/MBCM1102T**

**Program Name:** M.B.A. (DE) Part-I (Semester-I)

**Program Code:** MBCM2PUP

**Course Name:** - Organizational Behavior

**Course Code:** MBCM1102T

**Course Outcomes:** The course is developed keeping in mind the conceptual framework of the discipline of organizational behavior and its practical applications in the organizational set up. By studying this course, the students would be able to:

<b>CO1</b>	Understand the basic concepts of organizational behavior and its applications in contemporary organizations.
<b>CO2</b>	Understand the role of individuals, groups and structure in achieving organizational goals effectively and efficiently.
<b>CO3</b>	Develop creative and innovative ideas that could positively shape the organizations.
<b>CO4</b>	Accept and embrace working with different people from different cultural and diverse backgrounds in the workplace.
<b>CO5</b>	Evaluate, analyses and implement theories and models of organizational behavior at the workplace.

**Course Overview**

The objective of this course is to help students understand the conceptual framework of organizational behavior and correlate them to manage 21st century organizations.

**Course Syllabus**

**Group-I:**

**Organizational Behavior:** Organizational behavior -concept and significance; Relationship between management and organizational behavior; organizational culture, Attitudes; Perception; Learning; Personality and values; emotions and moods. Motivation: Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, Aldermen's ERG theory, McClelland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.

Leadership: Concept; Leadership styles; Theories -trait theory, behavioral theory, Fielder's contingency theory; Hersey and Blanchard's situational theory; Managerial grid; Likert's four systems of leadership, contemporary issues in leadership.

**Group-II:**

**Group Dynamics and Team Development:** Group dynamics -definition and importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development.

Organizational Conflict and Negotiations: Dynamics and management; Sources, patterns, levels, and types of conflict; Traditional and modern approaches to conflict; Functional and dysfunctional organizational conflicts; Resolution of conflict. Organizational Development: Concept; Need for change, resistance to change; Theories of planned change; organization change and stress management, Organizational diagnosis.

**Pedagogy:**

Extensive use of technology in the class rooms, Online modules of MOOCs, Research Based teaching, use of concerned article from journals and magazines.

**Case/Class Discussions:**

Students will work in a group to prepare a brief write-up, due before the start of class, covering the Case study. Questions in the case study would include the quantitative analysis of the problem-solving and decision-making.

**Class Participation:**

Attendance will be taken in each class and class participation is scored for each student for each class.

**Recommended Texts:**

- Stephen P. Robbins, Timothy A. Judge, Neharika Vohra (2018), *Organizational Behavior*, 18th Edition, Pearson Education.
- P. G. Aquinas (2019), *Essentials of Organization Behavior*, Excel Books
- Koontz H. and Weihrich H., *Essentials of Management*, Tata McGraw- Hill Publishing Co. Ltd., New Delhi, 12th Edition.

**Scheme of Examination:**

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- Written Examinations will be conducted at the end of each Semester as per the Academic Calendar notified in advance.
- This course carries 100 marks of which 30 marks shall be reserved for internal assessment and the remaining 70 marks for written examination to be held at the end of each semester.
- The duration of written examination for each paper shall be three hours.
- The internal assessment marks shall be based on factors such as: (a) Mid-term test (20 marks), Submission of written assignments (20marks), and Participation in case studies/ discussion, and group activities (10 marks), The weightage given to each of these factors shall be decided and announced at the beginning of the semester by the individual teacher responsible for the paper, and the marks obtained shall be made open to the students and also shown separately in the mark-sheet
- The minimum number of marks required to pass a paper shall be 40% in the external examination and 40% in the aggregate of internal and external examination in each paper. There is no pass percentage for internal part of the assessment.
- A minimum of 75% of classroom attendance is required in each subject.

As per RUSA Scheme the syllabus is divided into two parts Group-I & II.

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**MBA (Distance Education) Part-I Semester-I**  
**103- Managerial Economics/MBCM1103T**

**Program Name:** M.B.A. (DE) Part-I (Semester-I)

**Program Code:** MBCM2PUP

**Course Name:** Managerial Economics

**Course Code:** MBCM1103T

**Course Outcomes:** This course will provide basic understanding of the micro and macro concepts and techniques, which are helpful in business decision making. This course will

**CO1** Describe how changes in Demand and Supply effect markets.

**CO2** Explain the relationship between production and costs.

**CO3** Understand how different market structure works.

**CO4** Explain how important macro aspects effect business decisions.

**Course Overview**

The main objective of this course is to understand the use of the tools of economic analysis in classifying problems, in organizing and evaluating information and in comparing alternative course of action. At the end of the course, the students should be able to - (1) To Identify different economic factors and their Importance (2) To understand the role played by these economic factors in organization`s decision making. (3) To understand the role of market structure.

**CourseContent**

**Group-I:**

**Concepts of Managerial Economics`1:** Nature and Scope of Managerial Economics. Managerial Economist`s Role and Responsibilities. Demand Theory and Analysis including Determinants of Demand.

**Demand Elasticities** - Price, Income, Cross and Advertising; their use in Managerial Decision Making. Utility Analysis Marginal Utility Analysis, Indifference Curve Analysis and Revealed Preference Hypothesis.

**Concepts of Demand forecasting:** Demand Forecasting: Methods and their application. Market Mechanism: Interaction of Demand and Supply Forces.

**Group-II:**

**Introduction of Production Analysis:** Production Analysis: Basic concepts and Production Function, Production Function with one or two variable inputs. Least cost combination: Cobb-Douglas Production function.

**Concepts of cost analysis: Cost Analysis:** Cost Concepts and Determinants of Cost. Cost in the Short run, Long run. Cost of Multiproduct firms, Joint products. Concept of Revenue, Break even Analysis, Economies of scale and Economies of scope.

**Introduction of Pricing Analysis:** Pricing Analysis: Determinants of price, Objectives of Pricing Methods of Pricing: Product Line Pricing, Cost-Plus Pricing, Pioneer Pricing.

**Pricing under different market structures:** Perfect Competition, Monopoly, Monopolistic and Oligopolistic Market Structure.

**Pedagogy:**

The instructor is expected to use leading teaching approaches by applying various techniques such as simulations, resource material from various quality international journals and magazines. Instructor should adopt periodic evaluation of students through objective tests

presentations, case studies etc. Emphasis should be on providing real time industry illustrations and combine them with appropriate theory.

**Case/Class Discussion Assignments:**

Students will work in groups of up to four to prepare a brief write-up due before the start of each class covering the case study or class material to be discussed in the next session. Questions may include a quantitative analysis of the problem facing the decision-maker in the case.

**Class Participation:**

Attendance will be taken at each class. Class participation is scored for each student for each class.

**Texts and Readings:**

Students should focus on material presented in lectures. The text should be used to provide further explanation and examples of concepts and techniques discussed in the course:

- Geetika, P. Ghosh, Purba R. Chowdhury, Managerial Economics. McGraw-Hill Education, 3<sup>rd</sup> edition.
- H.L Ahuja. Managerial Economics: Analysis of Managerial Decision Making. S Chand Publication, 9<sup>th</sup> edition.
- Edwin M. W. Bruce Allen, Neil A. Doherty, Keith Weigelt. Managerial Economics: Theory, Applications and Cases, W.W. Norton & Co. Inc, 5<sup>th</sup> Edition.
- David B. Stanley Fisher, Rudiger Dornbusch, Economics. McGraw-Hill Book Company Limited (U.K.).
- W.W.H., V.L. Mote and S. Paul, Managerial Economics: Analysis and Cases. Feffer and Simons Pvt. Ltd., Bombay.
- Michael Bays; Mote, Paul and Gupta, Managerial Economics: Concepts and Cases. Tata McGraw-Hill Publishing Company Limited, New Delhi, 34<sup>th</sup> Edition.
- Joel D. (1998). Managerial Economics. Prentice-Hall of India Pvt. Ltd., New Delhi.
- Ravindra H.D. (2007). Microeconomics for Management Students. Oxford University Press. Delhi.

**Scheme of Examination:**

- English will be the medium of instruction and examination.
- Written Examinations will be conducted at the end of each Semester as per the Academic Calendar notified in advance.
- This course carries 100 marks of which 30 marks shall be reserved for internal assessment and the remaining 70 marks for written examination to be held at the end of each semester.
- The duration of written examination for each paper shall be three hours.
- The Internal assessment marks shall be based on the three assignments (10 Marks each) to be submitted by the students as per the given schedule by the department.
- The minimum number of marks required to pass a paper shall be 40% in the external examination and 40% in the aggregate of internal and external examination in each paper. There is no pass percentage for internal part of the assessment.
- A minimum of 75% of classroom attendance is required in each subject during PCP
- As per RUSA Scheme the syllabus is divided into two parts Group-I & II.

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**The instructions for external examiners** would be as follows:-

- “The external paper will carry 70 marks and would be of three hours duration. The question paper will be divided into three groups i.e., I, II, III. The question paper will consist of four questions each in group I and II. Each question in these groups carries 13 marks. Candidates will be required to attempt four questions in all selecting not more than two questions from

each of these groups. The III<sup>rd</sup> group shall comprise compulsory question carrying 4 short answer questions (2 from each group) and will carry 18 marks (4.5 marks for each question).”

### **MBA (Distance Education) Part-I Semester-I**

#### **104-Computer Fundamentals and Computer Aided Management/MBCM1104L**

<b>Program Name:</b> M.B.A. (DE)Part-I (Semester-I)		<b>Program Code:</b> MBCM2PUP
<b>Course Name: -Computer Fundamentals and Computer Aided Management</b>		<b>Course Code:</b> MBCM1104 I
<b>Course Outcomes:</b>		
<b>CO1</b>	The students will understand computer-based application packages for documentation preparation and making reports, preparation of questionnaires, slide presentation for business, tables, and graphs.	
<b>CO2</b>	This course will help students to use computer-based application packages for managing business processes.	
<b>CO3</b>	The students should acquire skills to handle complex decision-making processes by using MS-EXCEL.	

#### **Course Overview**

To introduce students to the use of computer based application packages for documentation preparation and making reports, preparation of questionnaires, slide presentation for business, tables and graphs. At the end of the course, the students should be able to – (1) develop the skills to creating documents and paragraph formatting (2) learn the skills to manage workbooks as well as analyzing data using pivot tables.

#### **Course Syllabus**

##### **Group-I:**

**Creating a new document:** with templates & Wizard, Word basics, Working with fonts; Paragraph **Formatting:** Indents, line space, Character Space, Page Formatting, Footnotes, Endnotes, Page Numbering, Page Set-Up, Printing Documents Header and Footer, Bullets and Numbering, Inserting Tables – (Adding, deleting, modifying rows and columns - merging & splitting cells), Using formulas in tables, Converting text to table and vice-versa, Mail Merge tool.

**Creating new Presentations:** Using Auto Content Wizard, Using Template, Adding, Editing, Deleting, Copying, Slides, Applying Slide Design, Adding graphics, graphs, organization charts, Creating custom animations, Special Effects To Create Transition Slides, Adding Sounds To Slides, Using Action Buttons, Creating Slide Shows, Rehearsing Slide Timings.

##### **Group-II:**

Managing Workbooks and Worksheets: Working with Worksheets, Cell Referencing (Absolute references, Mixed references), Ranges. Using Formulas and Functions: Formulas that Make Decisions (How the if function works) Formatting Worksheets, Printing Worksheets, Creating and Editing Graphic Objects and Charts, Sorting Data, Filtering etc. Analyzing Data Using Pivot Tables: Performing What-If Analysis, Issuing Scenario Manager

#### **Pedagogy:**

The Instructor is expected to use leading pedagogical approaches in the class room situation, innovative instructional methods, extensive use of technology in the class room, online modules of MOOCS, and comprehensive assessment practices to strengthen teaching efforts and improve student learning outcomes.

#### **Case/Class Assignment:**



Every student is required to undertake a case study or an assignment. The student should choose a topic from the course contents on which he/she will prepare a report which will be evaluated by the teacher.

**Class Participation:**

75% attendance is compulsory in PCP. Attendance will be taken at each class.

**Text and Readings:**

Focus should be on class room teaching supported by material from various recommended books in addition to material provided by the instructor. Some of the recommended books for the course are:

- Saxena S. (2007). MS Office Xp for Everyone, Vikas Publishing House, New Delhi.
- Coleman P. (2005). Mbas Guide to Microsoft Office Xp, New Age International (P) Limited, New Delhi.
- Nelson Stephen L.(2001). Office Xp: The Complete Reference, Tata McGraw-Hill Publishing Co. Ltd., New Delhi, 2001.
- Sagman S. (2006). Microsoft Office Xp for Windows, Pearson Education, New Delhi

**Scheme of Examination:**

- English will be the medium of instruction and examination.
- Written Examinations will be conducted at the end of each Semester as per the Academic Calendar notified in advance.
- This course carries 100 marks of which 30 marks shall be reserved for internal assessment and the remaining 70 marks for external practical examination to be held at the end of each semester.
- The Internal assessment marks shall be based on the three assignments (10 Marks each) to be submitted by the students as per the given schedule by the department.
- The minimum number of marks required to pass a paper shall be 40% in the external examination and 40% in the aggregate of internal and external examination in each paper. There is no pass percentage for internal part of the assessment.
- A minimum of 75% of classroom attendance is required in each subject during PCP

**Instructions to the External Paper Setter**

**The Evaluation will be as follows:-**

- **External Evaluation** ( Practical Based): 70 (External Practical will be made jointly by Internal & External Examiner)
- **Internal Evaluation** : 30 (will be based on Assignments)

**MBA (Distance Education) Part-I Semester-I**  
**105- Accounting for Management/MBCM1105T**

**Program Name:** M.B.A. (DE)Part-I (Semester-I)

**Program Code:** MBCM2PUP

**Course Name:** - Accounting for Management

**Course Code:** MBCM1105T

**Course Outcomes: Course Outcomes: Course Outcome**

The objective of the course is to familiarize the students with the theories, rationale, and principles of Accounting. The course is designed to provide professional managers, not involved in accounting and finance, with an introduction to the concepts and issues in accounting and finance, Managers virtually need to acquire such knowledge for application in their day-to-day managerial decision making. Upon successful completion of course, the student will be able to:

**CO1** Understand the basic concepts of Accounting in detail.

**CO2** Understand most relevant methods and branches of Accounting.

**CO3** Understand the tools of financial analysis

**CO4** Prepare various accounting statements useful in financial decision making.

**Course Overview**

The objective of this course is to acquaint the students of basic tools and techniques of accounting. The course will help students to develop basic understanding which would help them to understand various finance related concepts and will also help them in allied papers in subsequent semesters. This course also covers all major branches of accounting. The course is designed to provide professional managers, not involved in accounting and finance, with an introduction to the concepts and issues in accounting and finance, Managers practically need to acquire such knowledge for application in their day-to-day managerial decision making.

At the end of the course, the students should be able to – (1) provide professional managers, not involved in accounting and finance, with an introduction to the concepts and issues in accounting and finance (2) develop basic understanding which would help them to understand various finance related concepts.

**Course Contents**

**Group-I:**

**Foundations of Financial Accounting:** Introduction to Financial Accounting. Accounting Mechanics, Process and System. Nature of Accounting Information, Users of Accounting Information, Scope of Accounting, Accounting Concepts and Principles.

Introduction to Book Keeping and Record Maintenance. The Concept of Double Entry and Fundamental Principles, Journal Entries, Ledger, Trial Balance, Purpose, Structure and Limitations.

**Financial Statements:** Preparation of Final Accounts, Manufacturing Account; Trading Account, Profit and Loss Account; Balance Sheet (Simple Problems).

**Group-II:**

**Introduction to Management Accounting:** Management Accounting and its Interrelationship with Financial Accounting, Ratio Analysis, Its meaning and Types of Ratios, Solvency Ratios, Liquidity Ratios, Leverage Ratios & Profitability Ratios (Simple Problems).

**Cost Concepts:** Introduction to Basic Cost Concepts, Cost Volume Relationships, Marginal Costing, Break-Even Analysis (Concepts only).

**Cost Controlling Techniques:** Budgetary Control System, Production budget, Flexible budget, Cash budget, Sales budget (Concepts only), Zero base budgeting, Behavioural Aspects of Budgeting.

**Pedagogy:**

The instructor is expected to use leading teaching approaches by applying various techniques such as simulations, resource material from various quality international journals and magazines. Instructor should adopt periodic evaluation of students through objective tests, presentations, case studies etc. Emphasis should be on providing real time industry illustrations and combine them with appropriate theory.

**Case/Class Assignment:**

Every student is required to undertake a case study or an assignment. The student should choose a topic from the course contents on which he/she will prepare a report which will be evaluated by the teacher.

**Class Participation:**

75% attendance is compulsory in PCP. Attendance will be taken at each class.

**Recommended Texts and Readings:**

Students should focus on material provided to them. Apart from the notes the following text is recommended for further explanation and understanding of the concepts and techniques discussed in the course:

- Charles T. Horngren, Gary L. Sundem, John A. Elliott and Donna R. Philbrick (2013). *Introduction to Financial Accounting*, Pearson Student Edition.
- Charles T. Horngren, and Srikant M. Datar (2012). *Cost Accounting: A Managerial Emphasis*, Pearson, Chennai, 14th Edition.
- Charles T. Horngren et al. (2014). *Introduction to Management Accounting*, Pearson India, Chennai, 16th Edition.
- M.Y. Khan & P.K. Jain (2017). *Management Accounting: Text, Problems and Cases*, McGraw Hill
- Robert Anthony, David F. Hawkins and Kenneth A. Merchant (2013). *Accounting-Text and Cases*, Tata McGraw-Hill Publishing Co. Ltd., New Delhi, 13th Edition.

**Scheme of Examination:**

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- Written Examinations will be conducted at the end of each Semester as per the Academic Calendar notified in advance.
- This course carries 100 marks of which 30 marks shall be reserved for internal assessment and the remaining 70 marks for written examination to be held at the end of each semester.
- The duration of written examination for each paper shall be three hours.
- The Internal assessment marks shall be based on the three assignments (10 Marks each) to be submitted by the students as per the given schedule by the department.
- The minimum number of marks required to pass a paper shall be 40% in the external examination and 40% in the aggregate of internal and external examination in each paper. There is no pass percentage for internal part of the assessment.
- A minimum of 75% of classroom attendance is required in each subject during PCP

As per RUSA Scheme the syllabus is divided into two parts Group-I & II.

**The instructions for external examiners** would be as follows:-

- “The external paper will carry 70 marks and would be of three hours duration. The question paper will be divided into three groups i.e., I, II, III. The question paper will consist of four questions each in group I and II. Each question in these groups carries 13 marks. Candidates will be required to attempt four questions in all selecting not more than two questions from each of these groups. The III<sup>rd</sup> group shall comprise compulsory question carrying 4 short answer questions (2 from each group) and will carry 18 marks (4.5 marks for each question).”

**MBA (Distance Education) Part-I Semester-I**  
**106-Business Environment/MBCM1106T**

<b>Program Name:</b> M.B.A. (DE) Part-I (Semester-I)		<b>Program Code:</b> MBCM2PUP
<b>Course Name:</b> Business Environment		<b>Course Code:</b> MBCM1106T
<b>Course Outcomes:</b> The objective of this course, is to enable the students to analyse different types of legal, political, economic systems influencing business. The study of Business environment also covers an introductory knowledge of Indian legal concepts and its application in the Business.		
<b>CO1</b>	To understand the nature and Scope of Business environment. Students should know the current business environment so that they can think the future of the business in such environment.	
<b>CO2</b>	To provide the information that is required to take the business decisions based on that information regarding Sale, Purchase and Price keeping in mind competitor, suppliers and the customers.	
<b>CO3</b>	For drafting new policies for the smooth functioning of business, scanning the business through business environment.	
<b>CO4</b>	For making technological planning to meet the changing business requirements as technology driven businesses are more sustainable in these days.	

**Course Overview**

The objective of this course is to have a good understanding of Business Environment and on the completion of this course, the students will be able to analyze (1) different types of legal, political, economical systems influencing business (2) to have introductory knowledge of Indian legal concepts (3) and see how these concepts apply in Business Environment.

**Course Content**

**Group-I:**

**Concept of business environment:** techniques for environment analysis, Elements of environment: internal and external, Societal environment: business and society, social responsibility of business, Political and government environment, Demographic environment, Technological environment.

**Economic Environment:** types of economies, Economic policies-Industrial policy, Fiscal policy, Monetary policy, privatization and disinvestment, Demonetization and GST, Its impact of on Economy, liberalization and globalization.

WTO and Intellectual Property Rights, Competition Act-2019, Information Technology Act-2000, FEMA-2000, Money and Capital Markets, Introduction to Financial Institutions, Foreign Trade: EPZs, EOUs, TPs and SEZs.

**Group-II:**

**Security Exchange Board of India (SEBI):** Objectives, Powers and Functions.

**Legal Environment:** Nature of Company, Types of Companies, Formation of Company, Memorandum of Association, Article of Association, Doctrines of Ultra Vires, Meetings, Functioning of Board of Directors, Management Frauds, Winding up.

**Contract Act:** Introduction, Types of Contracts, Essentials of a Valid Contract.

**Sale of Goods Act:** Introduction, Essentials of a Contract of Sale, Principle of Caveat Emptor Consumer Protection Act, 1986-Rights and Remedies, NGOs: Types and Role In Promoting Consumer Awareness.

ISO 9000 and ISO 14000, Global Outsourcing, Public, Private and Co-Operative Sectors of Indian economy.

**Pedagogy:**

The instructor is expected to use leading teaching approaches by applying various techniques such as simulations, resource material from various quality international journals and magazines. Instructor should adopt periodic evaluation of students through objective tests, presentations, case studies etc. Emphasis should be on providing real time industry illustrations and combine them with appropriate theory.

**Case/Class Assignment:**

Every student is required to undertake a case study or an assignment. The student should choose a topic from the course contents on which he/she will prepare a report which will be evaluated by the teacher.

**Class Participation:**

75% attendance is compulsory in PCP. Attendance will be taken at each class.

**Recommended Texts and Readings:**

Students should focus on material presented in lectures. The text should be used to provide further explanation and examples of concepts and techniques discussed in the course:

- Paul, J. (2018). *Business Environment*, Tata McGraw-Hill Publishing Company Ltd., New Delhi, 4<sup>th</sup> Edition.
- Cherunilam, F. (2019). *Business Environment*, Himalaya Publishing House, Mumbai.
- Aswathappa, k. (2021). *Essentials of Business Environment*, Himalaya Publishing House, Delhi, 15<sup>th</sup> Edition.

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